Community Vision
CAPITAL & CONSULTING

FY2022

Annual Report

Fiscal Year 2022

Powerful **Partnerships** + Transformative Finance

Community Vision
CAPITAL & CONSULTING

FY2022

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A Message From Our President

CATHERINE HOWARD
President

In 2022, we continued to embrace a posture of listening, learning, partnership and innovation. As we listened to our community partners, we took action.

DEAR FRIENDS,

As I look back at 2022, I reflect on the key questions that have remained central to our work and purpose: What does it take to achieve justice, power and equity in our communities? How are we at Community Vision best positioned to continue working to redress the effects of systemic discrimination and oppression?

History has shown us that in this country, land is deeply connected to these questions. There are numerous examples of injustice, ranging from the forceful appropriation of Indigenous land by white settlers to discriminatory practices such as redlining aimed at preventing Black communities from owning homes. The issue of who owns and controls land has remained closely tied to broader issues of justice, wealth, power and equity.

We see land justice as a key issue related to other systemic inequalities, and we continue to deepen our commitment to providing responsive, flexible financing and technical assistance that advances community ownership of community assets. We partner with organizations and small businesses deeply rooted in the communities they serve to support the acquisition, development and preservation of social purpose real estate that meets community needs and builds community wealth and power.

In 2022, we continued to embrace a posture of listening, learning, partnership and innovation. As we listened to our community partners, we took action.

Thanks to our staff, donors, funders and investors, we were able to collaborate with communities, leverage resources, and launch and refine programs and products that directly aligned with community priorities.

For example, we began the Bay Area Racial Equity Fund (BayREF) in response to the lingering and inequitable impacts of COVID-19 in communities. BayREF provided free technical assistance and access to 0% working capital loans for small to mid-sized organizations led by and serving Black, Indigenous and people of color (BIPOC) communities. In total, BayREF alone moved more than $2 million into BIPOC-led organizations and provided 365 hours of financial training.

Additionally in 2022, we lent more than $29.3 million to nonprofits, small businesses and social enterprises that are developing affordable housing, creating and preserving space for cultural expression and revitalizing local economies.

Our dedicated team of real estate and financial management consultants provided more than 6,500 consulting hours in the community, including to emerging community developers who are increasing local ownership of real estate across California.

In this report, we are excited to share some of these stories from the community, such as Visionary Home Builders of California, one of only a few affordable housing developers working in the Central Valley, and an overview of our partnership with arts and culture organizations that are rooted in their communities.

As we celebrate the successes and learnings of our last fiscal year, I want to say a deep thank you to all of our dedicated staff, donors, funders, investors and community partners. Together, we can move the needle towards justice, power and equity.

With gratitude,

CATHERINE HOWARD

President, Community Vision

Mission, Vision, Values

Mission

We promote economic justice and alleviate poverty by increasing the financial resilience and sustainability of community-based nonprofits and enterprises. Through flexible financial products and sound advice, we create opportunities to make socially responsible investments that revitalize Northern and Central California communities.

Vision

We envision financially strong and culturally vibrant communities where each person has access to decent jobs, homes, health care, education, and economic opportunities. We work in partnership with individuals and organizations who share our vision of sustainable communities and social and economic justice.

Values

- **Conscious Investment**
  We deploy capital and knowledge that creates long-term systems change to power structures.
- **Learning**
  We use evaluation, reflection, and knowledge sharing to inform nimble and innovative approaches to solutions that achieve personal and organizational excellence.
- **Humility and Respect**
  We value the wealth of experience, insight, and culture rooted in the communities we work with.
- **Client Service Focused**
  We recognize that a history of discriminatory financial practices and intentional disinvestment have contributed to a lack of economic progress in low-income communities and communities of color. Community Vision provides capital and technical assistance for communities that have been systemically disadvantaged to ensure fairness in opportunities, resources, and rights for everyone.
- **Racial and Economic Equity**
  We are honest, accountable, and transparent with each other and our stakeholders. We value and practice sound ethical character and behavior.
- **Integrity**
  We are honest, accountable, and transparent with each other and our stakeholders. We value and practice sound ethical character and behavior.
- **Collaboration**
  We recognize and engage each other's strengths to achieve a shared vision or goal.

Powerful Partnerships + Transformative Finance

Community Vision's work to advance racial and economic equity is powered by partnership. Whether it is with community-centered organizations or philanthropic partners, we recognize that deep collaboration is essential for driving community empowerment.

Through powerful partnerships and transformative finance, we seek to disrupt cycles of systemic discrimination and create a restorative economy that centers Black Liberation and BIPOC communities. We do this through providing flexible financing, real estate guidance and financial management advising, innovative programs and grantmaking.

We leverage our expertise to advance community ownership of community assets: supporting community acquisition, development and preservation of real estate that meets local needs and builds community wealth and power. This year, we partnered with nonprofits and small businesses on a range of projects including affordable housing, youth centers, arts and culture spaces, educational facilities, health centers and more.

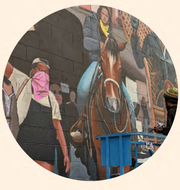
We take a holistic and restorative approach to community development by bringing together multiple forms of capital, including financial, navigational and social capital. Navigational capital is our ability to help clients access and navigate systems, institutions, and geographic regions that hold resources and power. Social capital is our ability to connect clients with someone that can best meet their needs.

Change happens when we invest in not just a project, but in neighborhoods and communities over time. Here are just a few of the stories of how we are partnering to advance community ownership of community assets.

Visionary Home Builders

As Community Vision partners with communities to create flourishing neighborhoods and build economic power, one of the most important needs to address is housing. Access to quality and affordable living spaces is a key pillar for healthier and safer neighborhoods, and opening the door to housing can unlock more economic opportunities for residents.

READ MORE



Arts and Culture Initiatives at Community Vision

Community Vision is dedicated to community ownership of community assets that are critical to help build justice, power and wealth within BIPOC communities.

Among those assets are long-term and permanent homes for community-rooted arts and culture organizations.

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Restorative Justice for Oakland Youth

Physical spaces are an important part of holistic healing—especially in communities that experience high rates of violence, poverty and displacement. For the nonprofit Restorative Justice for Oakland Youth (RJOY), ensuring that their physical headquarters is a welcoming environment that centers BIPOC communities is a key part of their work to increase mental health and wellness.

READ MORE

Bay Area Racial Equity Fund

Centuries of racial discrimination in America have created an unfair and inaccurate race-based perception of risk within lending institutions that prevents BIPOC borrowers from accessing the capital needed to build multi-generational wealth. Additionally, during the pandemic BIPOC-led organizations launched many new programs to protect their communities that stressed their own budgets and depleted hard-won reserves.

READ MORE

Visionary Home Builders

Not Just Housing: Creating Opportunities for Central Valley Neighborhoods to Thrive

As Community Vision partners with communities to create flourishing neighborhoods and build economic power, one of the most important needs to address is housing. Access to quality and affordable living spaces is a key pillar for healthier and safer neighborhoods, and opening the door to housing can unlock more economic opportunities for residents.

While affordable housing is a critical issue throughout the country, California's housing crisis is especially dire. Coupled with the growing income inequality and wealth disparities, the need for affordable housing continues to require creative and effective solutions.

For years, Community Vision has been a locally invested partner with community-centered affordable housing developers. As a Community Development Financial Institution, we leverage capital and expertise to advance the development and preservation of affordable housing in central and northern California.

One of our partnerships is with Visionary Home Builders of California (VHB), a nonprofit developer headquartered in Stockton, CA. Founded in 1983, VHB was born out of the vision and determination of a small group of farmworkers in the Central Valley.

"Over 40 years ago, we were just a little tiny seed of farmworkers from Michoacán that wanted an alternative to living in public housing," said Carol J. Ornelas, CEO of VHB. "They were looking for home ownership. They worked in the fields, very long, treacherous hours, but even making that type of money, they still were looking at that home ownership opportunity."

Since those early days, VHB has become a trusted nonprofit housing developer and social services provider in the Central Valley. The nonprofit has built and rehabilitated more than 1,400 units of rental housing and more than 900 homes for first-time homebuyers.

VHB is also one of the only HUD-certified homeownership counseling agencies in the Central Valley, and the only agency for all of San Joaquin, Stanislaus and Merced counties. While major metro areas like Los Angeles and San Francisco have a number of nonprofit affordable housing developers, VHB is one of the few doing this work in the central part of the state.

As a partner, Community Vision has provided land and property acquisition financing for several of VHB's projects since 2015.

"Part of the good feeling at the end of the day is knowing that I'm trusted," Ornelas said. "We've been able to produce these units in a timely manner, even through the ups and downs. Community Vision is a lot of the times the first ones in—you're there with us through our initial pains in order to get a project moving."

In 2021, VHB completed Liberty Square, an affordable housing community just north of downtown Stockton. For this project, Community Vision provided a $1.25 million loan to acquire a vacant office building that VHB transformed into 74 affordable units through a creative adaptive reuse renovation. Community Vision's loan utilized zero-interest funding from the Golden State Acquisition Fund, a revolving loan fund managed by the State government, to provide a below-market interest rate for 100% of acquisition costs.

The complex provides housing for low-income families earning between 30% and 60% of Area Median Income (AMI), with a focus on veterans. Liberty Square also features amenities such as solar energy, energy-efficient appliances, a computer lab, community center, a daycare and a teen center for residents, with 10,000 square feet of space for services.

Community Vision also provided acquisition financing to help VHB assemble four contiguous properties in downtown Stockton for the development of Grand View Village Apartments, which will provide 75 units of affordable housing as well as 10,000 square feet of commercial and community space. A much-needed grocery store may be the anchor tenant.

Last year, Community Vision helped finance two more projects that will provide more than 120 additional units of housing. The first project is a 15-unit apartment complex that will be renovated as transitional housing for formerly houseless women and their children who are survivors of domestic violence. A local nonprofit, the Women's Center, will provide supportive services for residents.

In addition, Community Vision also provided a $1.15 million land acquisition loan to support VHB's purchase of a property in Merced, again utilizing the Golden State Acquisition Fund. VHB plans to build 108 affordable housing units for families, with 40% dedicated to farmworkers. Similar to VHB's other housing developments, this property will also provide on-site supportive services for residents, including a computer lab and a Head Start daycare center.

"I don't know today if we could say all we do is address housing, because in today's environment, it's housing and health, jobs, education, transportation and climate," said Ornelas. "We take the holistic approach of having all those resources in our communities, not only for the people that live in our communities, but for the surrounding neighborhoods too. When you see what a healthy community can look like, you just want to do more of that."

Building quality affordable housing in the Central Valley has had an additional effect: the creation of jobs closer to home. For many construction workers living in the Valley, they may normally spend two hours or more in each direction to the Bay Area for work. By creating more opportunities for jobs locally, VHB is also supporting enhanced quality of life in the community.

"I hear folks that are working on projects here saying, 'We love that you have created these jobs. It's been years since I've been able to go to my son's football game or my son's soccer game because I'm always on the road.' We're really not only just producing housing, we're producing quality of life for the construction workers," said Ornelas.

In addition to housing, VHB also advocates diligently for the needs of Central Valley communities at both the local and state government level as "champions of the Valley," according to Ornelas.

"Community Vision has been a great partner in answering the call here in the Valley. When people say, 'Well, Stockton doesn't have a CDFI,' we say, 'Yes, we do,'" said Ornelas.

NEXT

Arts and Culture Initiatives at Community Vision

Community Vision is dedicated to community ownership of community assets that are critical to help build justice, power and wealth within BIPOC communities.

Among those assets are long-term and permanent homes for community-rooted arts and culture organizations. These organizations play an important role and are often the anchors of the community:

- Art is a powerful tool for self-expression, and for BIPOC communities, art allows for a way to reclaim their voices and tell stories and history on their own terms.
- Art is an important vehicle for cultural creation, preservation and transmission. BIPOC communities have rich cultural traditions and contributions that are often suppressed or erased. Through the arts these traditions can be celebrated, built upon and passed onto future generations.
- Arts and culture have the power to inspire and unite communities as a means of advocacy, resistance and empowerment.
- In many communities, arts and culture can provide a pathway to entrepreneurship and are significant drivers of economic growth and job creation .

For more than 20 years, Community Vision has invested resources into community-rooted arts in a variety of ways including through grants, loans and consulting hours.

Among the arts projects Community Vision has supported is the Black Liberation Walking Tour, a cultural asset mapping project that documents and shares the rich history of the Hoover-Durant neighborhood in Oakland.

The award-winning walking tour re-imagines the concept of a public library from a contained space to one that is living and accessible in multiple forms. The tour includes visual, spoken and augmented reality narrative of the public art, businesses and historical landmarks in the neighborhood, preserving and honoring these spaces as a testament to the historic and ongoing contribution of Oakland's Black community.

"This project is about building solidarity between newer residents and those from here. We will express and document our stories of belonging and of our culture so that people coming to West Oakland know the power this neighborhood holds. Creating a culture of belonging and inclusion is key because it challenges the weaponized narratives of gentrification. We are all living here now, and we need to build bridges not barriers," said David Peters, Project Director for the Black Liberation Walking Tour.

Some additional highlights of Community Vision's long history of partnership with community-led arts and culture projects include:

- In 2022, providing back-office grant administration support to the African American Arts & Culture Complex to disburse $2 million in Dream Keeper Initiative funding to Black creatives;
- From 2019 to2021, managing the Life Safety Fund as part of Community Vision's revolving loan fund for tenant improvements that bring live/work artist spaces in Oakland up to code;
- During COVID, bringing together all seven San Francisco Cultural Centers to launch and direct the SF Arts Reopening Fund, and also designing and implementing the SOMA Cultural Anchor Fund;
- From 2018 to 2022, incubating and launching ArtsWeb, a pilot that demonstrated the power of community-based navigation for the arts and that led to the development of BlacSpace Cooperative in Oakland and the Gilroy Circulo in the South Bay;
- In the early 2010s, incubating and launching Community Arts Stabilization Trust, and providing the New Markets Tax Credits for their first two projects (one of which, CounterPulse, just completed its tenant purchase after 10 years of fundraising);
- Since 2010, providing third party-funded technical assistance to over 350 arts organizations working on real estate projects;
- Since the mid 2000s, providing design, feasibility and funding support to Ninth Street Independent Film Center, one of San Francisco's first nonprofit shared space centers for the arts;
- Partnering with the Hewlett Foundation in the early 2000s to provide acquisition grants to performing arts organizations like Brava, Julia Morgan, East Bay Center for the Performing Arts, Berkeley Society for the Preservation of Traditional Music, ODC, Eastside Arts Alliance, Vallejo Community Arts Foundation, SF Girls Chorus and Santa Rosa Symphony. We partnered again in 2022 to provide acquisition grants to Black Cultural Zone Community Development Corporation in East Oakland, East Bay Permanent Real Estate Cooperative & House/Full of Blackwomen in West Oakland, Pajaro Valley Arts in Watsonville and Gamelan Sekar Jaya in Berkeley.

Other notable arts real estate projects Community Vision has supported include:

- The Imaginists (Santa Rosa).
- Sol Collective, Verge Center for the Arts, Artes Americas and Livermore Shakespeare (Sacramento/Valley).
- Destiny Arts Center, Youth Radio, Attitudinal Healing Connection/Center for ArtEsteem, Los Cenzontles and Luna Dance (East Bay).
- EPACenter for the Arts, School of Arts and Culture, Local Color and MACLA (South Bay).
- Galeria de la Raza, Youth Speaks, First Exposures, Chinatown Media & Arts Collaborative and KulArts (San Francisco).

Restorative Justice for Oakland Youth: Building an Oasis for Healing in Downtown Oakland

> *We need to have these healing spaces in urban environments, in the middle of downtown Oakland, in a place that's seen as harsh and violent and potentially unsafe—all these ideas about what it means to be in an urban environment. We wanted to create an oasis of healing, of peace, of liberation, of freedom.*
>
> **Dr. Teiahsha Bankhead**
>
> **Executive Director of Restorative Justice for Oakland Youth (RJOY)**

Physical spaces are an important part of holistic healing—especially in communities that experience high rates of violence, poverty and displacement. For the nonprofit Restorative Justice for Oakland Youth (RJOY), ensuring that their physical headquarters is a welcoming environment that centers BIPOC communities is a key part of their work to increase mental health and wellness.

Founded in 2005 by former civil rights attorney Dr. Fania Davis, RJOY strives to end cycles of youth violence and incarceration in BIPOC and underrepresented communities. Using restorative justice principles, which focus on mending broken relationships to create a better future, RJOY works to reduce racism and related trauma and create spaces for truth-telling, racial healing and reparation.

Throughout their history, RJOY has partnered with Oakland Unified School District, Alameda County and other agencies to bring mental health services, violence prevention and restorative justice practices into schools, juvenile justice systems and the broader community. Though founded and headquartered in Oakland, RJOY has become a thought leader across the state and the nation in race-conscious restorative justice. With much of their work rooted in African indigenous practices, RJOY has also facilitated educational exchanges and trainings in several countries in Africa.

Over the past few years, RJOY has experienced tremendous growth in their staff as well as the programs they offer in the community, including weekly restorative circles they host in their offices. Having outgrown their West Oakland location, RJOY needed to find a place that would provide more space that also had options for privacy and confidentiality.

“The restorative circles require a level of truth-telling, authenticity and confidentiality. It’s very difficult to do that in big open spaces,” said Dr. Teiahsha Bankhead, Executive Director of RJOY. “It’s important to create a physical container, not just an emotional container, for the disclosure of intimate details of people’s struggles. Before, we had one big open space, one conference room and my office—three potential places where folks could meet, and only two of those places had closed doors.”

As RJOY’s leadership sought a new headquarters, they decided to look in downtown Oakland. Much of RJOY’s work is rooted in indigenous African healing practices, in which the earth and the elements are all a part of the psychological, physiological, spiritual and emotional healing process. To provide more people with the opportunity to engage in holistic health and wellness, **RJOY** purchased a farm a couple of hours outside of the city, the Ubuntu Healing Center. However, they also wanted their headquarters to be an accessible space even closer to home.

“The reason that we were interested in purchasing a building in downtown Oakland as our headquarters is that we knew at the time that we could only bring so many people two and a half hours away to our farm for that immersive experience,” Dr. Bankhead said.

“We need to have these healing spaces in urban environments, in the middle of downtown Oakland, in a place that’s seen as harsh and violent and potentially unsafe—all these ideas about what it means to be in an urban environment. We wanted to create an oasis of healing, of peace, of liberation, of freedom. And we really wanted to center the experiences of Black indigenous people in that environment,” said Dr. Bankhead.

RJOY identified 1733 Broadway Street, a two-story building in the heart of downtown Oakland, as their new headquarters. The location not only quadruples RJOY’s space, but it is also very transit-accessible for the community. As RJOY prepared to purchase 1733 Broadway, they reached out to Community Vision. In 2022, we partnered with the organization to provide a $2.1 million acquisition loan.

“I feel like it was easier and better to work with Community Vision in some ways because you are not a bank or a credit union. You have flexibility that is very, very useful to nonprofits,” Dr. Bankhead said.

RJOY officially moved into their new home in March 2023. The organization is currently finishing final touches, including a few more renovations and exterior updates. RJOY’s headquarters now offers them 16 offices, two conference rooms and five bathrooms. They also have a large kitchen area, showers, a washer and dryer, a music studio, a yoga studio, a meditation room and several hangout spaces—including an area with a pool table.

The nonprofit plans to hold regular yoga and dance classes, reflective art sessions and many other opportunities for the community to engage in psychosomatic healing.

“All of these spaces together create a welcoming environment. We have a center for holistic healing that’s focused on BIPOC communities and people who otherwise wouldn’t have free and equitable access to wellness promotion resources, or to an environment that is aware of the somatics and really integrates holistic healing and trauma healing” said Dr. Bankhead.

In addition to their programs, RJOY plans to use their new location to support the community in other ways. The organization occupies about 60% of the building, and the remaining space will be transformed into co-working space for local BIPOC-led organizations, offices for a local Black woman-owned business who will be a permanent tenant and retail space to sell wellness products in the community.

Bay Area Racial Equity Fund

BIPOC-led organizations consistently face higher interest rates, more variable financing structures, lower appraised values, longer lending timelines, more opaque processes, smaller dollar amounts and higher risk ratings than their white-led counterparts.

Centuries of racial discrimination in America have created an unfair and inaccurate race-based perception of risk within lending institutions that prevents BIPOC borrowers from accessing the capital needed to build multi-generational wealth. Additionally, during the pandemic BIPOC-led organizations launched many new programs to protect their communities that stressed their own budgets and depleted hard-won reserves.

To help address these disparities and pilot a new way of lending with racial equity at the center, American Nonprofits, Community Vision and Nonprofit Finance Fund joined forces with support from The California Endowment, Stupski Foundation and Silicon Valley Community Foundation to launch the Bay Area Racial Equity Fund (BayREF) in October 2020.

BayREF provided free technical assistance and access to 0% working capital loans for BIPOC-led organizations with budgets under $3 million. BayREF's offerings began in 2021 and have since moved more than $2 million to BIPOC-led organizations.

- BayREF's 0% interest loans ranged from $15k to $250k with no application fee and no collateral or guarantees. Flexible repayment plans were tailored to each borrower.
- BayREF's technical assistance supported client board members, executives and program staff on a wide variety of financial topics such as budgeting, forecasting and financial reporting.
- BayREF's offerings were made possible with support from The California Endowment, Stupski Foundation and Silicon Valley Community Foundation.

As of August 2022, all of the BayREF funds have been successfully dispersed. As the loans provided through this initiative are repaid over the next 2-3 years, we will continue to engage, support and learn from our BayREF clients.

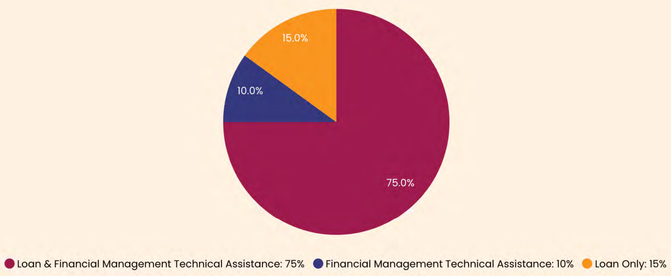
BayREF demonstrated an urgent, ongoing need for no-cost, flexible capital and a desire for financial training and advising among BIPOC-led organizations.

The "post-pandemic" economic recovery is uneven and its ongoing impacts remain urgent in Black and Brown communities.

- Organizations serving BIPOC communities pivoted their services to operate in the first waves of the ongoing pandemic, expanding programs and filling the gaps left by ineffective government policies and systems. For these organizations, the COVID waves were tsunamis within the BIPOC communities they serve.
- BIPOC-led organizations launched food banks, mutual aid programs, became COVID testing and vaccine centers and served as multilingual information hubs. These new activities stressed organizational budgets and depleted reserves that were hard won, especially for small and medium nonprofits. They achieved their mission to serve their communities in crisis at a financial cost, rapid depletion of financial reserves that enabled them to be responsive during multiple emergent crises.
- Other organizations working in BIPOC communities continue to see dwindling resources to meet rising needs for their services in health care, education, affordable housing, food, job stabilization, youth and seniors, etc.
- Many BIPOC-led nonprofit organizations whose programming centers around facilities–museums, performing arts venues and community centers–remain closed or have not recovered to pre-pandemic levels.
- BIPOC-led organizations that advance movements and advocacy are working hard to ensure that there is no "return to normal" that led us to these disparities in the first place. Instead they are charting a course of systemic change that will help ensure that when the next crisis or pandemic hits, history will not repeat itself again.

BayREF demonstrates that BIPOC-led community-based organizations want increased partnerships and flexible capital to face the challenges of this moment and the future.

BayREF Clients Requests



Demand for Loans:

- Lenders received a total of 71 applications for loans, representing $9.8 million in the aggregate. This includes 51 organizations that requested both loans and financial management technical assistance. This demand far outweighed the funds available through BayREF nearly 4:1.
- Lenders approved a total of $2.1 million of 0% interest, no cost loans to 17 organizations. Loan amounts ranged from $15,000 to $250,000, with an average of $124,400.
- Loans were used for working capital and liquidity (64%) followed by facilities and equipment (24%) and program expansion (12%).

Demand for Financial Management Technical Assistance:

- Lenders received requests for financial management technical assistance and advising from 62 organizations, with 51 seeking technical assistance in conjunction with a loan and 11 organizations that inquired about technical assistance but were not interested in a loan.
- The most often requested financial management technical assistance included financial projections, cash flow management, board financial training and financial dashboards.
- Lenders completed 365 hours of financial training with a total of 30 organizations.

To learn more about BayREF contact CatalyticCapital@communityvisionca.org

Community Vision CAPITAL & CONSULTING

FY2022

At a Glance

$29.3M
Total Lending

39 Deployed Loans

$10.9M from 7 Space Acquisition Loans closed

62% of Loans to BIPOC-Led Organizations

59% of Dollars lent to BIPOC-Led Organizations

165,800
People served by our clients throughout California communities

169,000
Square feet of community facility space created or preserved

225
Housing Units Created or Preserved

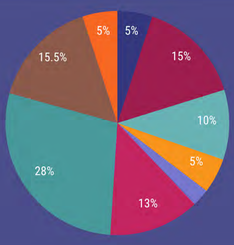
1,399
Permanent/Construction Jobs Created or Retained

$97.3M
Loan Fund

$68.8M
Loan Portfolio Invested

$17.6M
Leveraged to benefit historically disinvested communities

LOANS BY SECTOR



$4.3M
In grants announced

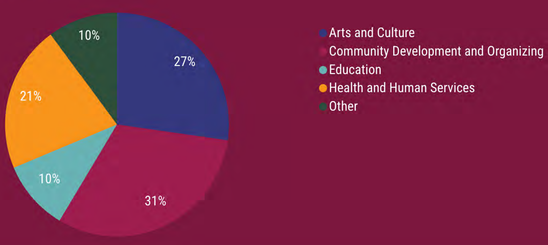
$10.2M
Awarded in grants

$7.1M
In catalytic capital (grants + credit enhancements)

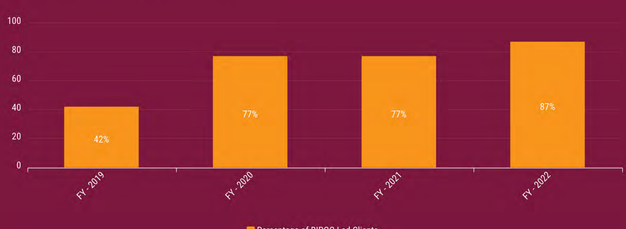
371
Individuals Participating in Real Estate and Financial Management Trainings

6,500
Hours of Consulting Services Provided

CONSULTS COMPLETED



PERCENTAGE OF BIPOC CLIENTS



Community Vision
CAPITAL & CONSULTING

FY2022

Donors & Funders

ORGANIZATIONS

$500,000 - $4,999,999

- The California Endowment
- San Francisco Mayor's Office of Housing and Community Development
- JPMorgan Chase

$100,000 - $499,999

- Community Focus SF Fund
- Opportunity Finance Network
- U.S. Bancorp

$50,000 - $99,999

- The David and Lucile Packard Foundation
- Northern California Grantmakers
- San Francisco Foundation
- Silicon Valley Community Foundation
- Kenneth Rainin Foundation
- Morgan Stanley

Up to $19,999

- Bank of the West
- Chateau Seaview Charitable Fund
- East Bay Asian Development Corporation
- Manufacturers Bank
- Silicon Valley Bank
- The Northern Trust Company
- Umpqua Bank Charitable Foundation
- Valley National Bank

INDIVIDUALS

- Adrienne Hirt and Jeffrey Rodman
- Alan Kosansky
- Andy Madeira
- Anita Addison
- Anonymous (5)
- Barbara and Jim Synder
- Brenda Gates-Monasch
- Brian Cheu
- Catherine Atcheson
- Clara Basile
- Craig Burke and Molly Lazarus
- David A. Friedman and Paulette Jean Meyer
- David Elsaesser
- David Matson
- Debra Temple
- Diane Keaton
- Eddie Chavez
- Gertrude and Daryl Reagan
- Helen S. Cohen and Mark Lipman
- Holly Badgley and Peter Stern
- John Chan
- Kim Birnbaum
- Kirke P. and Anne Wilson
- Lisa Chen and Robert Finkelstein
- Louise Music
- Natalie Norfus
- Olson Lee
- Pamela M. Merchant and Kirby Sack
- Patricia GoPaul
- Sandy Weil
- Stephen Leeds
- Susan Vickers, RSM
- Timothy Gardner
- Woodrow Cameron

Investors

INDIVIDUALS

- ANONYMOUS (132)
- Siena Aguayo & Andrew Bartholomew
- Felipe Arratia
- Robert D. Bacon
- Richard Billington & Dorrit Billman
- Micah Botkin-Levy
- Peter Brastow & Carolyn Gencarella
- Tree Bressen
- Vicoria & William Bruckner
- Erin Callahan
- Carol Cavanaugh
- Barbara Christwitz
- Joanie Ciardelli
- Mary Ann Cobb
- Helen S. Cohen & Mark Lipman
- Jeff Cunan & Micaela Rubalcava
- Morgan Curtis
- Steven Daniels
- Peggy da Silva & Daniel Hodapp
- S.W. Dittenhofer III
- James R. Eitel
- Julia Esterly
- Michael S. Falk
- Jessica Farrell
- Mary Ford & Robert Lewis
- Nelson Foster & Masa Uehara
- David Friedman
- Sue Gannon
- Jack Gedney
- Lenore Goldman
- Miles Gordon
- Eric Coffin-Gould
- Melanie & William Grossman
- Mike Hannigan
- Marilyn Harder
- Deanna Herrera
- Mark Herrera
- Adam Hirsch
- Adrienne Hirt & Jeffrey Rodman
- Daniel Hlad & Sean Greene
- Adam Hochschild
- Lisa Honig
- Glenda B. Hope
- Timothy Huang
- Martha Hyde
- David Jaber
- William Jarcho & Susan Traff
- Robert Johnston
- Lona Jupiter
- Benjamin Keller & Helen Fitzmaurice
- Kesa Kivel
- Paul Kivel & Mary Luckey
- Carolyn & Kevin Knudtson
- Jonathan Leaning
- Stephen L. Leeds
- Elinor Levine
- Richard Lewis
- Robert Lewis
- Oliver H. P. Lloyd
- Dave McClary
- Adair McClatchy
- Pamela M. Merchant
- Paulette Jean Meyer
- Patricia Moore
- Sally Morrow
- Phyllis Murphey
- Charles E. Myers & Elaine Louise Enns
- J.D. Nasaw
- Matthew Nathanson & Elisa Breton
- Zoe Newman
- Benjamin & Nancy Noah-Bear
- Carolyn North Strauss
- Henry Obermayer
- Laura Oldanie
- Jeffrey Ordower
- Karen Orso
- Wendy Oser
- Nancy Weil Price & Norman Price
- Shari Rifas
- Elisabeth Hardman Rix
- William Robbins
- Catherine Rocchi
- Mary A. Rogier & Sarah Nelson
- Kirby Sack
- Peter S. Samis
- Lizzie Sanderson
- Ilana Schatz & David Lingren
- Anna Marie Schmidt
- Sherri Schultz
- Alison Seevak
- Patricia Silver
- Gerald & Linda Snodgrass
- Peter Stern & Holly Badgley
- Paul Sussman & Linda Dallin
- Dolores Taller
- Frances Taylor & Iris Biblowitz Taylor
- TDH Family Holdings LLLP
- Bonnie & George Thomas
- Bonnie Thomas
- Maria Toiler
- Sharon Tseng
- Ken Tsunoda
- Marianna Tubman
- Alfred Twu
- Marc van Anda & Janelia Thurman
- Marco Vangelisti
- Daniel Van Olst
- Susan Vickers, RSM
- David Volkmann
- Julia Von Alexander
- David & Adrienne Weil
- Karen Weil & Mark Morris
- Sandy Weil
- Susan Weil Lakatos
- Leonard Wolff, Jr.
- Wolff Family Trust
- Daniel Wu
- David Zebker
- Miriam Zofith Zuk

IN MEMORIAM

- Marge Harburg
- Alice Henry

NONPROFIT

- ANONYMOUS (7)
- ACLU of Northern California
- California Pan-Ethnic Health Network
- Community Economics, Inc.
- East Bay Children's Law Offices
- Haight Ashbury Neighborhood Council
- ImpactAssets, Inc.
- Opportunity Finance Network
- San Francisco Friends School
- Sierra Harvest
- Women's Building
- YES Nature to Neighborhoods

FOUNDATIONS

- ANONYMOUS (10)
- ACLU Foundation of Northern California
- The California Endowment
- Darrin & Shaula Massena Family Fund
- Erich & Hannah Sachs Foundation
- People's Life Fund
- Rose Foundation for Communities and the Environment
- San Francisco Foundation
- S.H. Cowell Foundation
- Sobrato Family Foundation
- Twin Pines Cooperative Foundation

FINANCIAL ADVISORS

- Balanced Rock Investment Advisors
- Chordata Capital
- Figure 8 Investment Strategies
- Fresh Pond Capital
- Hall Capital Partners LLC
- Harrington Investments, Inc.
- Impact Investors
- Natural Investments LLC
- Rice, Heard, & Bigelow, Inc.
- Saltbox Financial
- Sustainability Group, Part of Loring, Wolcott & Coolidge Trust
- Trillium Asset Management
- Veris Wealth Partners

RELIGIOUS & HEALTH ORGANIZATIONS

- ANONYMOUS (2)
- Adrian Dominican Sisters
- CommonSpirit Health
- Congregation of the Sisters of Charity of the Incarnate Word
- Marianists Province of the U.S.
- Marist Society, Inc.
- Mercy Partnership Fund
- Providence St. Joseph Health
- Religious Communities Impact Fund
- Sinsinawa Dominicans
- Sisters of St. Joseph of Orange
- Sisters of the Holy Names of Jesus and Mary
- St. Ignatius Church
- St. John's Presbyterian Church, Berkeley
- Trinity Health Corporation

CORPORATIONS & INSTITUTIONS

- Bank of America
- Bank of the West
- East West Bank
- First Bank
- First Republic Bank
- Grow with Google
- Heritage Bank of Commerce
- HSBC Bank USA
- Impact Trade Corporation
- Mechanics Bank
- Parnassus Core Equity Fund
- Parnassus Value Equity Fund
- PNC Bank
- Silicon Valley Bank
- Northern Trust
- U.S. Bank
- Union Bank
- United Business Bank
- Wells Fargo Bank, N.A.

Financials

CONDENSED STATEMENT OF FINANCIAL POSITION

(Year ended September 30, 2022)

Assets	General Fund	Loan Fund	Total
Cash & Investments	$14,857,232	$35,676,275	**$50,533,507**
Loans & PRIs to Community Borrowers (net of reserves)	$1,991,347	$59,618,379	**$61,609,726**
Other Assets	$5,542,784	$2,000,000	**$7,542,784**
TOTAL ASSETS	**$22,391,363**	**$97,294,654**	**$119,686,017**

Liabilities & Net Assets	General Fund	Loan Fund	Total
Interest & Accounts Payable	$1,481,703	$5,562	**$1,487,265**
Notes Payable to Community Investors	$1,795,460	$71,825,254	**$73,620,714**
Other Liabilities	$3,394,745	$3,676,552	**$7,071,297**
TOTAL LIABILITIES	**$6,671,908**	**$75,507,368**	**$82,179,276**

Net Assets	General Fund	Loan Fund	Total
Unrestricted Net Assets	$3,606,562	$21,787,286	**$25,393,848**
Temporarily Restricted Net Assets	$12,112,893		**$12,112,893**
TOTAL NET ASSETS	**$15,719,455**	**$21,787,286**	**$37,506,741**

TOTAL LIABILITIES & NET ASSETS	**$22,391,363**	**$97,294,654**	**$119,686,017**

Borrowers, Partners and Clients

CAPITAL SOLUTIONS

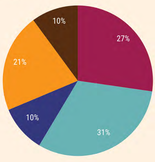
- AEDAN LLC – Economic Development: $75,000.00
- Attitudinal Healing Connection – Community Development: $150,000.00
- Bella Vista LLC – Affordable Housing: $858,750.00
- Charity Cultural Services Center – Community Development: $150,000.00
- Community Resource Initiative – Economic Development: $80,000.00
- Elica Health Centers – Community Development: $5,800,000.00
- Execelerate Housing Group, LLC – Affordable Housing: $1,100,000.00
- Family Violence Law Center – Community Development: $125,000.00
- Feel Good Chiropractic – Economic Development: $290,000.00
- Firebrand, PBC – Economic Development: $112,442.33
- First Step Communities – Community Development: $200,000.00
- Golden Thread Productions – Community Development: $50,000.00
- HumanMade – Economic Development: $62,377.00
- HumanMade – Economic Development: $1,017,725.00
- Jesus Provides Our Daily Bread – Community Development: $1,597,400.00
- Jesus Provides Our Daily Bread – Community Development: $1,675,800.00
- Merced County Community Action Board – Community Development: $724,000.00
- Mission Graduates – Economic Development: $350,000.00
- Neighborhood Industries – Community Development: $1,720,000.00
- Numi Inc. P.B.C. – Economic Development: $2,000,000.00
- Proyecto Diaz LLC – Economic Development: $150,000.00
- Rebuilding Together San Francisco – Community Development : $100,000.00
- Richmond Land – Economic Development: $150,000.00
- RJOY HUB, LLC – Community Development: $2,129,400.00
- Sacred Heart Community Service – Community Development: $2,250,000.00
- San Francisco Community Land Trust – Housing: $430,000.00
- San Francisco Conservation Corps – Community Development : $500,000.00
- Something Better Foods – Economic Development: $140,000.00
- Southwest Community Corporation – Economic Development: $150,000.00
- Visonary Home Builders – Housing: $688,000.00

LOANS CLOSED FY22

- Arts and Culture (2)
- Business and Economic Development (6)
- Community Development and Organizing (4)
- Education (2)
- Environment (1)
- Food and Agriculture (5)
- Health and Human Services (11)
- Housing, Land and Real Estate (6)
- Senior Services (2)

REAL STATE SOLUTIONS

CONSULTS COMPLETED FY22



- Arts and Culture
- Community Development and Organizing
- Education
- Health and Human Services
- Other

PROGRAM PARTNERS

- African American Alliance of CDFI CEOs
- African American Art & Culture Complex
- American Nonprofits
- Genesis LA
- Nonprofit Finance Fund
- San Francisco Cultural Center Coalition
- SVCreates

CLIENTS

- African American Art & Culture Complex
- African-American Shakespeare Company
- Allensworth Community Development Corporation
- American Institute of Architects (AIA) – San Francisco Chapter
- Attitudinal Healing Connection
- Bayview Hunters Point Foundation for Community Improvement, Inc.
- Betti Ono Foundation
- Bill Sorro Housing Program
- Biological Reserve Cerro Hermoso
- Black Cultural Zone Community Development Corporation (CDC)
- Black Female Project
- BlacSpace Cooperative
- Breakbox Thought Collective
- Canvas United
- Causa Justa / Just Cause
- Centro Las Olas
- Charity Cultural Service Center
- Chinese Culture Center of San Francisco (CCCSF)
- Cinnabar Theater
- Circus Bella
- Comer Con Amor
- Communities United for Restorative Youth Justice (CURYJ)
- Creativity Explored
- Cultura y Arte Nativa de las Americas (CANA)
- Digital Nest
- Dishgamu Humboldt
- Dolores Street Community Services
- East Bay Permanent Real Estate Cooperative (EB PREC)
- Emeryville Citizens Assistance Program (ECAP)
- Encompass Community Services
- Farming Hope
- First Exposures
- First Nation Development Institute
- FoodWhat Inc
- Friends Of Peralta Hacienda Historical Park
- Friends of the Lyon-Martin House
- Friends of the Urban Forest
- Galería de la Raza / Studio 24
- Gamelan Sekar Jaya
- Grantmakers Concerned with Immigrants and Refugees
- Grassroots Asian Rising
- Ground Urban
- Grown Women Dance Collective
- Guidry's Early Care & Education Program
- Hamilton Families
- Healing Harvest
- Healthy Black Families
- Helping Others Pursue Excellence (HOPE)
- Home & Hope
- Homies Organizing the Mission to Empower the Youth (HOMEY)
- IT Bookman Community Center / Southwest Community Corporation
- Japantown Task Force, Inc
- Kai Ming
- KULARTS
- Kultivate Labs
- Little Manila Rising
- Livable City
- Local Color
- Lowell Community Development Corporation
- Luna Dance Institute
- Lyon Martin Health Services
- Malonga Arts Collective
- Mannakin Theater and Dance
- Meals on Wheels Sacramento
- Movement Strategy Center
- Musically Minded
- Muslims for Just Futures
- NAACP
- Niles Pie Company
- Ninth Street Media Consortium
- Nonprofit Centers Network
- Northern California Land Trust (NCLT)
- Nzilani Glass
- Oakland Community Land Trust
- Oakland Film Center
- Oakland Indie Alliance
- Oakland Theater Project
- Oasis for Girls
- Occupational Therapy Training Program SF
- Our Family Coalition
- Palenke Arts
- People of Color Sustainable Housing Network (POCSHN)
- People's Conservatory
- Phatt Chance Community Services, Inc.
- PRC
- PUSH Dance Company
- Red Canary Song
- Richmond LAND
- River Arts and Media
- Roxie Theatre
- RYSE Center
- Sacramento Community Land Trust
- Sacramento Self Help Housing, Inc. (SSHH)
- Safe Passages
- Samoan Community Development Center (SCDC)
- San Francisco Black-Led Organizations Coalition (SF BLOC)
- San Francisco Community Land Trust
- San Francisco Housing Development Corporation
- San Francisco Rebels
- Santa Cruz Barrios Unidos
- School of Arts and Culture (SOAC)
- Senior & Disability Action
- SF Parks Alliance
- SomArts Cultural Center
- Somos Mayfair
- South Bay Community Land Trust
- South of Market Community Action Network (SOMCAN)
- South Tower Trust
- Southeast Asian Development Center (SEADC)
- Southwest Fresno Development Corp
- St. John Coltrane Church
- Starting Arts
- SupplyBank.Org
- SVCreates
- Transgender, Gender Variant and Intersex Justice Project (TGIJP)
- Un-Scripted Theater Company
- United in Love
- United Playaz
- United Roots Oakland
- United Way of Monterey County
- Unseen Heroes for Creative Community Development / CLTRE
- Vallejo Community Land Trust
- West Bay Pilipino Multi-Service Center
- Young Community Developers
- Youth Alliance
- Youth Art Exchange
- Youth Speaks
- Zellerbach Family Foundation

GRANTEES

- African American Alliance of CDFI CEO's
- African American Art & Culture Complex
- Allay Psychological Services
- Allensworth Community Development Corporation
- Barker Party Rentals
- Bay Area Video Coalition (BAVC)
- Bayview Hunters Point Foundation for Community Improvement, Inc.
- Bindlestiff Studio
- Black Cultural Zone Community Development Corporation
- Breakbox Thought Collective
- BRIDGE Housing Corporation
- Children's Book Project
- Chinatown Community Development Center (CCDC)
- City Surf Project
- Cultura y Arte Nativa de las Americas (CANA)
- Curry Senior Center
- D's Kenpo Karate
- Destination Crenshaw
- Dishgamu Humboldt
- East Bay Asian Local Development Corporation (EBALDC)
- East Bay Permanent Real Estate Cooperative (EB PREC)
- Ecclesia Christian Fellowship Community Development Corporation
- Fideicomiso Comunitario Tierra Libre
- Galería de la Raza / Studio 24
- Gamelan Sekar Jaya
- Healing Well
- Homies Organizing the Mission to Empower the Youth (HOMEY)
- Inclusive Action for the City
- JADE – Honey Fashion Design Career Pathway
- Jannat Threading Salon
- Japanese Community Youth Council (JCYC)
- Japantown Task Force, Inc
- Jovenes, Inc. / My Home Mi Casa
- Joy360 Wellness
- Kai Ming
- Kenny G Sign Company
- Kularts
- Kultivate Labs
- Larkin Street Youth Services (LSYS)
- Lave Wash Laundry Delivery LLC
- Little Manila Rising
- Lowell Community Development Corporation
- Magic Theatre
- Mission Housing Development Corporation
- National AIDS Memorial Inc
- Noonie's Place
- Northern California Land Trust (NCLT)
- Oakland Community Land Trust
- Orbit Properties, LLC
- Pacoima Beautiful
- Pajaro Valley Arts
- People Organizing to Demand Environmental & Economic Rights (PODER)
- Pepito's Paletas
- Prospera
- PUSH Dance Company
- Richmond LAND
- Sacramento Community Land Trust
- Santa Cruz Barrios Unidos
- Satellite Affordable Housing Associates (SAHA)
- Sayles Group
- SFFILM
- South Bay Community Land Trust
- Southwest Fresno Development Corp
- THRIVE Santa Ana Community Land Trust
- TruEvolution
- TRUST South LA
- United Cambodian Community
- United Playaz
- Unseen Heroes for Creative Community Development
- Southeast Asian Development Center
- Xinantecatl Restaurant
- People of Color Sustainable Housing Network (POCSHN)
- Vallejo Community Land Trust
- Youth Art Exchange