

Coming Back Stronger

LISC Boston Overview &
Partnership Opportunities 2021



Grantee Nikia Londy of Intriguing Hair in Hyde Park, AmeriCorps members and staff meeting in Chelsea, touring a redevelopment site in Lawrence, and barbers at LISC BIPOC growth accelerator participant Marvelous Cuts in Brockton.

About Local Initiatives Support Corporation

LISC is one of the country's largest community development support organizations, but we have deep local roots, having invested more than \$414 million in Massachusetts communities nearly 40 years.

Housing



Health and Resiliency



Economic Opportunity



We prioritize equity in our investments, from affordable housing and workforce development to growing business and connecting community with financing, technical assistance and resources to build capacity and stability.

Capacity Building



Our Team

LISC's deeply engaged local team is guided and supported by national leaders and subject matter experts, including our CEO and COO, and our lending, investment, capacity building, health and housing teams.



Karen Kelleher
Executive Director
LISC Boston



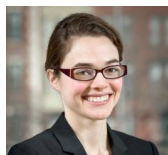
Derek Lumpkins
Deputy Director
LISC Boston



Tina Petigny
Senior Program
Officer
LISC Boston



Margaret Keaveny
Senior Program
Officer
LISC Boston



Emily Jones
Senior Program
Officer
LISC Boston



Tia Vice
Program Officer
LISC Boston



Silvana Bastante
Program Officer
LISC Boston



Douglas Ling
Program Officer
LISC Boston



Victoria Downes
Program Officer
LISC Boston



Marilyn Sanchez,
Office Manager
Assistant PO
LISC Boston



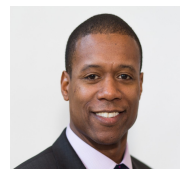
Lisa Glover
Interim CEO



Denise Scott
EVP for Programs



Annie Donovan
Chief Operating Officer



George Ashton
Managing Director
Strategic Investments



Steve Hall
Sr. Director
Small Business Lending

LISC has invested **\$18.6 billion** in low income communities over 40 years, resulting in \$287 million in net assets and an S&P AA credit rating. LISC Boston was LISC's first local office. Our investments in Massachusetts exceed \$414 million.

LISC's Response to COVID-19 in Massachusetts

LISC raised or committed \$2 million in 2020 to support COVID-19 recovery in Massachusetts. Nearly 2,000 organizations, most small businesses, were supported by LISC and our partners. LISC has been unapologetically focused on mitigating the effects of the pandemic on underserved people and organizations.

- ✓ 170 Small Business Received LISC Recovery Grants
- ✓ 2050 Underserved Businesses Received Technical Assistance
- ✓ 511 Minority-owned Businesses Received Forgivable PPP Loans. Many more received MGCC Grants
- ✓ 47 Businesses of color planned for a Safe, Strategic Reopening in the Beyond Six Feet Apart Accelerator
- ✓ 17 Nonprofit Partners Received LISC Recovery Grants



LISC Boston Priorities & Partnership Opportunities 2021

Housing



Financing Housing Affordability – Community Acquisition & Predevelopment
Financing Housing Affordability – Developers of Color Fund
Community Ownership & Antidisplacement – Empowering Tenant Purchases
Community Ownership & Antidisplacement – MEN@Home

Economic Opportunity



Upskilling: Bridges to Green Jobs
LISC BIPOC Digital Growth Accelerator
Capital Access for Minority Business: Flexible Loans and Micro Equity
Boston Builds Credit Business Credit Working Group
Massachusetts Equitable PPP Access Initiative

Health and Resiliency



STAR Solar Campaign
Property Resilience and Emergency Preparedness (PREP) Program
Energy Cohort
Vaccine Access

Capacity Building



Housing Capacity: Faith Based Housing Development
Housing Capacity: Affordable Housing Training
Building a More Equitable Small Business Ecosystem



Financing Housing Affordability



LISC Community Acquisition & Predevelopment Funding

Invest with LISC to assist community-based developers and developers of color to acquire properties at risk of gentrification and secure them for affordable housing and other community uses.

LISC Developers of Color Fund

We're pooling public and private resources to provide early stage predevelopment capital, construction and permanent financing, and, through our affiliate National Equity Fund, low income housing tax credit investments on flexible terms for developers of color.



Community Ownership and Antidisplacement

Empowering Tenant Purchasers

To mitigate displacement and promote affordability in low-income communities and communities of color, LISC seeks to support tenants who wish to avoid displacement by purchasing their properties, at fair market value, when their landlord seeks to sell.



MEN@Home

LISC supports a coalition of Roxbury, Dorchester and Mattapan nonprofits and the network of men they are building to improve men's wellness in their communities. MEN@Home seeks to increase housing stability for men of color and their families, with a focus on mitigating impacts of systemic racism and mass incarceration and promoting family reunification. MEN@Home relies on storytelling, advocacy, and a housers working group to develop and advance housing policies that promote housing stability.

Thought Leadership: LISC is researching, convening, engaging communities, and exploring the feasibility of creative strategies to increase community stability and grow wealth through homeownership, community ownership and other means.



Upskilling: Bridges to Green Jobs

LISC and the Roxbury Center for Financial Empowerment seek to create sustainable career pathways for those laid off during the pandemic and other underemployed community members in the fast-growing green building sector.

Bridges to Career Opportunities Model

LISC's proven model includes academic and hands-on training, certification, job placement, career and academic support, financial coaching and income supports.

High Growth Green Building Jobs

Job training partners will **certify participants** in fields that include HVAC&R Technology and Building Operations & Maintenance.

Impact

Over 3 years, the program will enable 150 graduates to secure **living-wage jobs** with career ladders in the expanding green jobs industry.



Alan Gentle of the Roxbury Center for Financial Empowerment, a LISC Bridges to Career Opportunities partner.



The LISC Digital Growth Accelerator

LISC Boston's popular Beyond Six Feet Apart Accelerator helped BIPOC-owned businesses to pivot and reopen safely and strategically in the wake of the pandemic. Going forward, it will focus on strategic use of digital tools to stabilize and grow BIPOC-owned businesses.



Digital tools give small businesses low-cost ways to connect with customers, boost productivity and increase revenue. We'll help use them to strategically grow each business.

Each business works with a **consulting team** of MBA students trained and supervised by experienced business consultants.

Teams use a **scalable digital application** to apply expert consulting strategies to each business and create an implementable 2X growth plan for a program cost of just \$5,000 per business.

"I have tried other accelerators but this one was different. My consulting team helped me create an implementation plan that was easy to execute. The program transformed my business, and I am now looking into opening my first physical location."

Teresa Maynard, Owner of Sweet Teez Bakery



The Massachusetts Equitable PPP Access Initiative

Most BIPOC-owned businesses were shut out of the first \$400 billion of the Federal Paycheck Protection Program (PPP). When more funds were appropriated, LISC and our partners took action to make the program accessible. A year later, LISC continues to coordinate the MA Equitable PPP Access Initiative, an unprecedented collaboration of over 100 organizations. Members also worked with Massachusetts Growth Capital Corporation to support 1,100 underserved businesses with state grant applications.

Equitable PPP Access Initiative Members & Supporters



Through March 2021, more than 1,700 businesses have requested assistance from the Equitable PPP Initiative in 6 languages, with more than 800 referred to lenders to apply for an estimated \$12 million in forgivable PPP loans.





Building a More Equitable Small Business Ecosystem

Through its own programs, its leadership and backbone support of coalition efforts, and its partnerships with over 100 other business support organizations, LISC works to envision and build a more equitable small business ecosystem.



“We aim to build, on the foundation of existing assets, a highly collaborative, innovative and effective ecosystem that delivers to diverse entrepreneurs the resources necessary to start, stabilize and grow profitable businesses that fuel the Massachusetts economy.”

LISC is a founding member of the **Coalition for an Equitable Economy**, a broad coalition born in action that seeks to ensure equitable access to capital, business networks, education, technical support and other resources for Black, Latinx, immigrant and low income small business owners in Massachusetts.

We have also been chosen as Program Manager for Small Business Strong, coordinating pro bono business support for underserved businesses across Massachusetts.

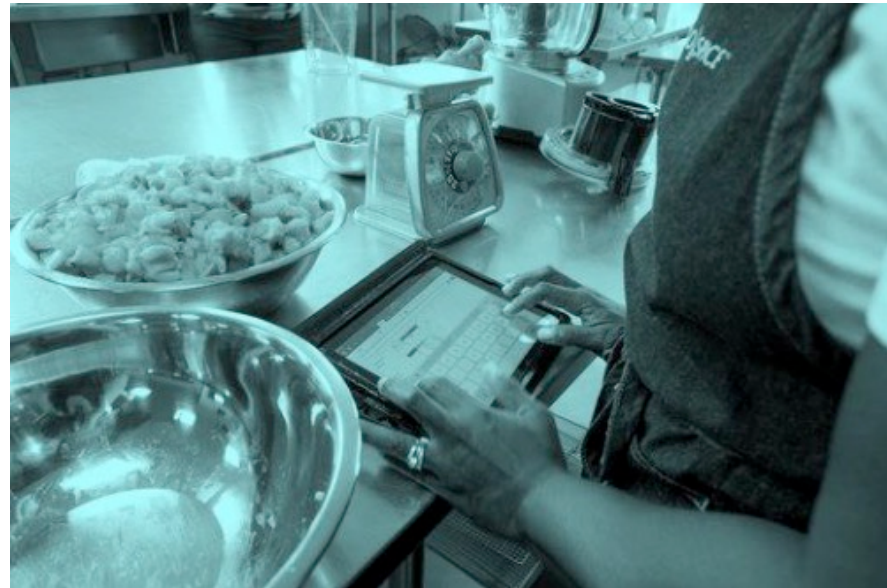
**SMALL
BUSINESS
STRONG**



Capital Access for Underserved Businesses

LISC Small Business Loans

LISC serves small businesses overlooked by traditional financing channels by providing flexible loan options and technical support. Through our suite of commercial and real estate loan products, LISC provides financing to for-profit businesses located in underserved neighborhoods and rural communities where we work. We strategically support businesses in low- and moderate-income communities, and businesses owned by veteran, woman, and minority entrepreneurs.



- Permanent Working Capital Loans
- Leasehold Improvement Loans for remodeling, expansion and tenant fit-out
- Commercial Real Estate Loans for Acquisition and Construction
- Maker Space Loans



Capital Access for Underserved Businesses: Micro Equity



LLSC BOSTON
BIPOC
SMALL BUSINESS
EQUITY FUND

Program and Product: A Small Business' Perspective

TARGET BUSINESSES

- Stage: Businesses have been running for at least 2 years and have a clear growth path
- Size: Existing revenue between \$500k - \$2M, with some flexibility
- Use of Capital: Investments linked to specific projects, business expansion plans, new contracts, or capital purchasing
- Employees: Business growth plans show future hiring needs

PRODUCT

- Micro-Equity Investments issued to replace “friends and family” equity that is challenging for BIPOC entrepreneurs to raise
- Investments range in size from \$50,000 - \$250,000 per business
- Repayment tied to a percentage of gross revenues of the company
- Investment terms will be structured for a 5 year exit





Capital Access for Underserved Businesses

Flexible Loans

LISC's existing loan products for small businesses include character-based LISC Kiva microloans and a range of small business loans to finance business growth and real estate needs.

Micro Equity for BIPOC Businesses

But with little wealth in their friends & family network, BIPOC businesses struggle to establish stabilize and grow their businesses. LISC is raising a fund to fill this gap with \$50k-\$250k investments that share risk and drive impact, with low return requirements, no ownership stake and flexible repayment terms tied to the company's gross revenue.

We're also currently designing a financing toolkit tailored to the needs of diverse real estate developers.



Sarah Fox of So Zen Box recently received a \$6,000 interest-free, fee-free, character-based LISC Kiva loan to grow her business.



Boston Builds Credit – Building Business Credit

LISC is leading a **BBC Business Credit Working Group** to identify, develop and pilot promising credit building services and products to **empower small businesses and entrepreneurs to achieve business and personal financial resilience and meet their financial goals.** Scaling and systems change strategies will follow this initial work.

Poor or low credit is a key factor in capital access gaps faced by entrepreneurs of color.

Many of BBC's personal credit building clients are also entrepreneurs, and need support with business credit as well.





LISC's Green Homes Initiative

LISC's Green Homes Initiative has led energy and healthy housing work with Massachusetts affordable housing owners for over a decade. We provide grants and align incentives to maximize energy efficiency, integrate clean energy technologies, decrease carbon emissions, improve climate readiness, and provide residents with a higher quality of life through healthy housing improvements.



The STAR Solar Campaign is supporting 15 affordable housing owners to ID portfolio opportunities to install solar panels.

The Property Resilience and Emergency Planning (PREP) Program is preparing affordable housing for climate resiliency and emergency management.

Energy Cohort. We're convening affordable housing professionals to network, learn, and share information about energy efficiency, renewable energy, building electrification, passive house, resiliency, and resident health

Building Community-Based Housing Capacity

Faith-Based Development Program

LISC Boston and the City of Boston are inviting faith-based, nonprofit organizations to consider redeveloping their underutilized property to include affordable housing serving the needs of their communities. This capacity building program will seed up to 300 new units of affordable housing in communities experiencing displacement and dislocation.

Affordable Housing Training

LISC is expanding and redesigning its longstanding affordable housing project management seminar, to increase and diversify real estate talent in the community development industry. We are also designing capacity building opportunities for developers of color seeking to learn how to preserve and develop affordable housing in their communities.



Church leaders in Queens and the Bronx, putting their properties to work to meet their communities' need for affordable housing and other services.



Affordable housing practitioners gathered for a Next Level Housing Solutions discussion facilitated by Soni Gupta of the Boston Foundation.

Story Slam Sponsorship

At the LISC Story Slam we turn the mike over to residents, partners and friends to celebrate their stories.

Through sponsorships, ticket sales and individual giving , Story Slam sustains LISC Boston's comprehensive support of community development in the Commonwealth.



STORY
SLAM



Save the Date
3rd Annual
LISC Story Slam
November 10, 2021

Leveraging Investment

Because LISC is a capacity-building partner for community development corporations, certain contributions to LISC may qualify for a 50% state community investment tax credit, available as a cash refund to nonprofits or others with no Massachusetts tax liability.

Community Investment Tax Credit (CITC) Gifts [How it Works]

www.lisc.org/Boston/CITC



Donor gives a qualified CITC gift of \$5,000



LISC receives \$5,000



Donor receives instructions to complete State form online



Once approved, donor receives tax credit certification number



Donor files taxes and receives 50% Massachusetts tax reduction (\$2,500) or refund.



Example: How to make a \$5000 Impact with \$2500

Donation	\$5,000
- 50% MA Tax Credit	- \$2,500
Out-of-Pocket Cost	\$2,500

Please consult with a tax professional about your CITC qualified gift, eligibility, and on how to claim your Massachusetts tax benefits and any possible federal tax benefits.

"We simply want to be a bridge between the impossible and the possible."

Weylin Vidal, Owner of Kingdom Prints, a LISC grantee.



Glass artist Tomoko Takai of Supercooled in Worcester, a LISC grantee.



LISC-financed affordable housing in Salem serves as exhibit space in the El Punto Urban Art Museum.



Rosana Rivera of Latino Beauty Salon in Lawrence, recipient of a LISC Recovery Grant.



A worker installs solar panels at nonprofit-owned affordable housing - a strategy LISC supports through its STAR Solar initiative.

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