

NCFP's Community Foundations Family Philanthropy Network Webinar: Impact Investing



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IMPACT
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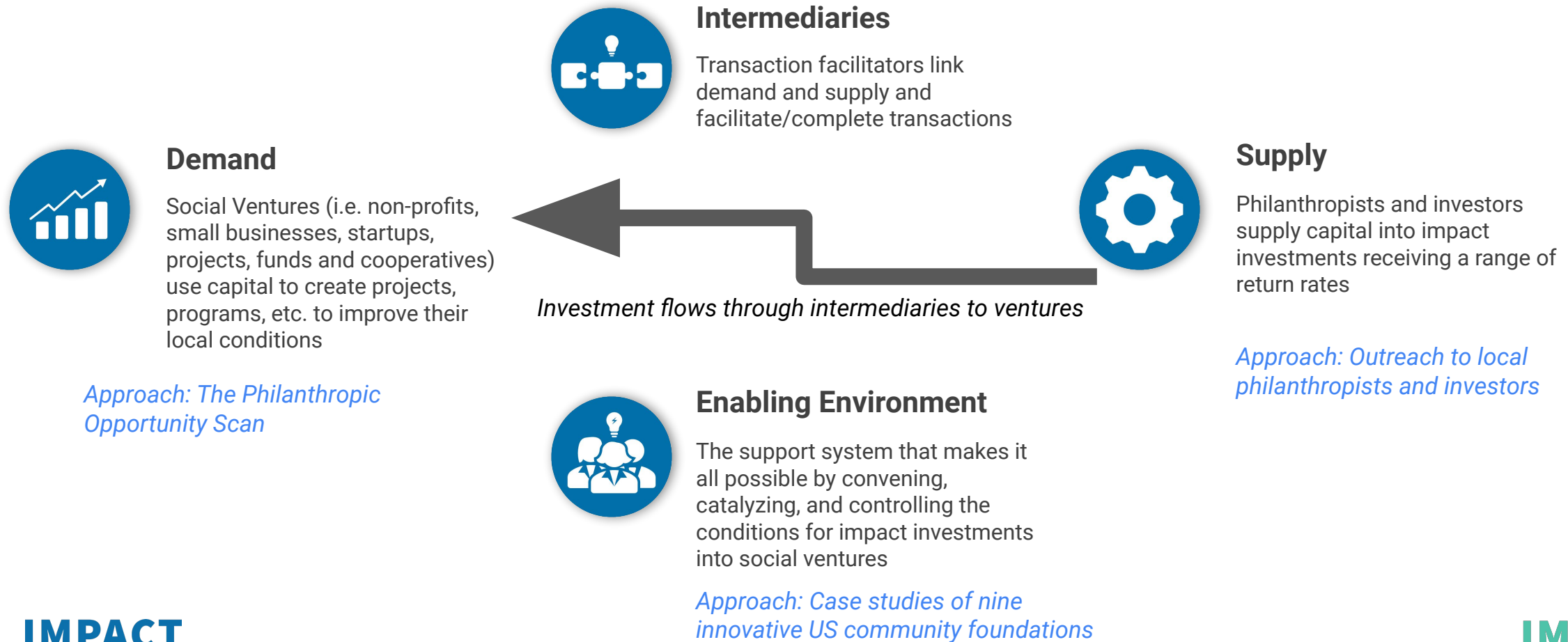
SAINT PAUL
& MINNESOTA
FOUNDATION





Strategic Plans

Elements of an Impact Investing Ecosystem





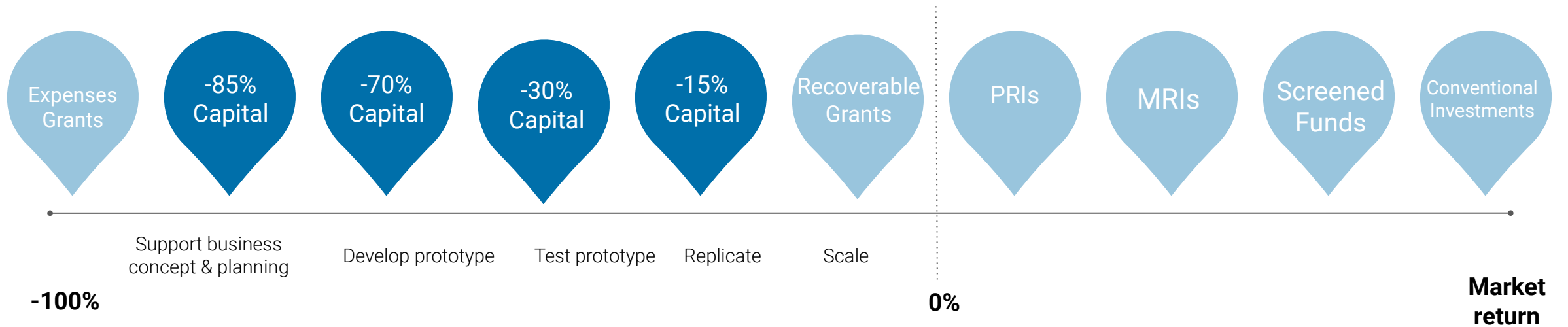
Full Spectrum Capital



\$500,000 @ -50% Investment
For Profit Sustainable Seafood Company
Leveraged \$6M Public Investment



Full Spectrum Capital





Philanthropic Opportunity Scan

Gilson Family Foundation

Case Study - Philanthropic Opportunity Scan

About Gilson Family Foundation

- \$55M Foundation
- 3 trustees and no staff
- Started with Impact Finance Center's 10-session fellowship
- Focus areas:
 - Place-based investing in Colorado, Massachusetts & New England
 - Impact investing infrastructure and ecosystem building
 - Co-investing to increase impact

Gilson Family Foundation

Learning Journey Part 1

1. Event: Who's Who in Impact Investing
2. Education: Fellowship
3. Marketplace: Colorado Impact Days
4. First Transaction: First PRI
5. Infrastructure Investment: IFC Partnership Grant/PRI
6. Source Investments: Philanthropic Opportunity Scan

Gilson Family Foundation

Learning Journey Part 2

7. MA Investor Club
8. Grantee Technical Assistance
9. Community Foundation Activation
10. National Community Foundation Landscape Scan
11. MA Intermediary Landscape Scan

Philanthropic Opportunity Scan

Gilson Family Foundation



Gilson staff discussion about Impact Investing



Gilson hosts **Nonprofit Financial Innovation & Impact Investing Webinar** for grantees



Distribute **Philanthropic Opportunity Scan Survey** with 3 questions to 32 grantees



14 grantees responded



Identified 17 potential impact investments



OUTCOME: Gilson Family Foundation discovered 17 potential impact investments to expand resources to their community partners



Gilson staff discussion about Impact Investing



Gilson hosts
**Nonprofit Financial
Innovation & Impact
Investing Webinar**
for grantees

Philanthropic Opportunity Scan Survey Questions

- ☐ **Do you have any outstanding loans that can be refinanced?**
- ☐ **Do you have any assets (e.g. building, vehicles, or technology) that are due for an upgrade?**
- ☐ **Do you have a social enterprise idea?**



14 grantees responded



**Identified 17 potential
impact investments**



Refinance Asset



Refinance passenger van
at a lower rate



Improve Asset



Upgrade greenhouse
infrastructure to allow
year-round farming



Social Venture



Scale existing, proven
operation by providing
up-front capital to
build-out dental clinics



Pay as You Save



Partner with State Labor
and Workforce Division to
train immigrants for the
local job market



OUTCOME: Gilson Family Foundation discovered 17 potential impact investments to expand resources to their community partners

Gilson Family Foundation Philanthropic Opportunity Scan

17 potential impact investments identified



2

Loans to
refinance



8

Assets to
upgrade



7

Social enterprise
ideas

- Surveyed 32 nonprofits, received 14 responses
- Response rate = 44%
- 0.5 investments for every nonprofit surveyed
- 1.2 investments for every survey response

ECCF Philanthropic Opportunity Scan

128 potential impact investments identified



- Surveyed 380 nonprofits, received 75 responses
- Response rate = 20%
- 1 investment for every 3 nonprofits surveyed
- 1.7 investments for every survey response

Philanthropic Opportunity Scan Survey Questions

- ☐ Do you have any current or future loans that can be financed/refinanced?
- ☐ Do you have any assets (e.g. building, vehicles, or technology) that are due for an upgrade or could provide liquidity?
- ☐ Do you have a social enterprise idea? Can you sell a good or service?
- ☐ Do you have an intervention that could save someone else money?
- ☐ Would you be interested in a recoverable grant to hire a fundraiser and/or a capital campaign consultant?

Thank You!



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