



## 2020 IMPACT REPORT

# Investing for a More Equitable World





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[@JennPryce](#)

[in/jennifer-pryce](#)

[forbes.com/sites/jenniferpryce](https://forbes.com/sites/jenniferpryce)

“Calvert Social Investment Fund has a vision that the world can be different. And it’s going to make the world different. Calvert’s source of power is in the belief and knowledge of this vision. High social impact investing is one way the Fund is encouraging change... In a very real way we can all be about changing the world. Poor people need a chance, not charity. By sharing a chance and making change, the paradigm shifts. We can solve poverty in this country. We can solve poverty in the world.”

—**Rebecca Adamson**, founding board member, in a 1990 speech that led to the creation of Calvert Impact Capital

This month marks an important anniversary for Calvert Impact Capital. Twenty-five years ago, on October 25, 1995, we sold the first Community Investment Note®. Today, our cumulative Note sales are over \$2 billion, but that journey began with a single check. What started as a novel, somewhat eccentric idea—aligning your investments with your values—is now gaining significant momentum.

Over the past twenty-five years, we have grown from a three person shop, sending fliers through direct mail to teachers, nurses, and firefighters, to a firm with over \$575 million<sup>1</sup> in total assets, raising capital from hundreds of brokerage firms and institutions and thousands of individuals, who can now invest with us for as little as \$20. We’ve made nearly 1,000 loans and investments to over 500 organizations across 100+ countries, supporting hundreds of thousands of businesses and benefitting millions of lives around the world.

Despite the challenging year, we’ve continued to do what we do best: build a more equitable and sustainable world by connecting capital with communities that need it. And the need is stronger than ever. We have deployed \$100 million this year to new and existing portfolio borrowers. In March 2020, we began arranging COVID-19 recovery funds to support Main Street businesses across America, designing them intentionally to reach low-income communities, women-owned businesses, and entrepreneurs of color through trusted local community lenders. We were named mid-sized [Asset Manager of the Year](#) by Environmental Finance, and our Community Investment Note® balance passed \$500 million<sup>1</sup> for the first time in our history.

We are proud of our success, but know our work is far from over. This is especially important to recall now, when a global pandemic, stark displays of systemic racism and injustice, and near-daily evidence of a rapidly changing climate have made it clear our systems are failing us.

The clarity of our vision, the strength of our mission, and the experience and knowledge we have built up over the past 25 years anchor our work and point us towards the future. Our history shows that it is possible to use the capital markets in service of sustainability and opportunity. But it will require matching the lofty rhetoric that often characterizes this space with equally inspiring action. The challenges we face are daunting, but we remember that the journey to \$2 billion started with one check and the refusal to believe the status quo was the best we could hope for.

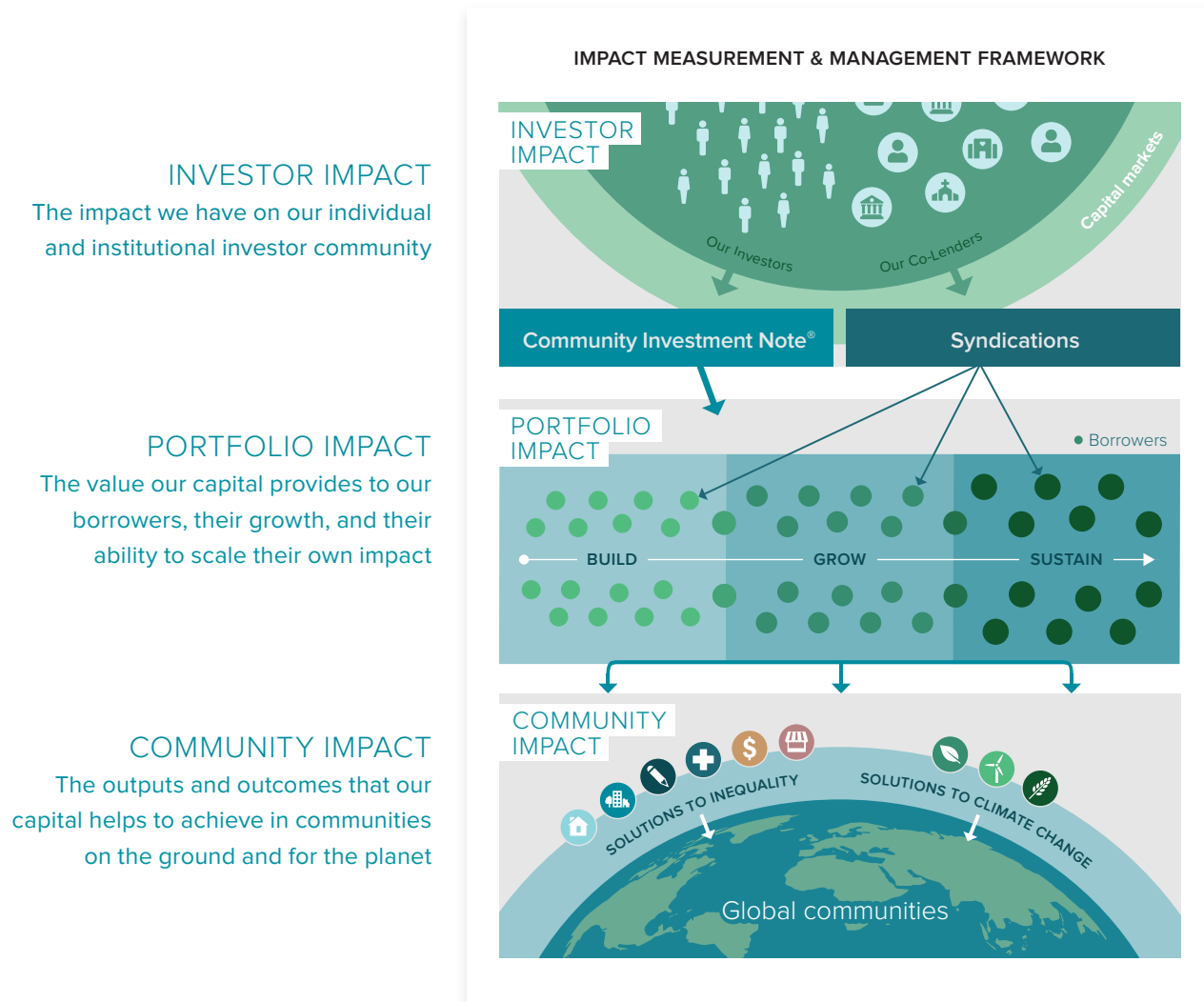
We must think bigger, move faster, and work together. To that end, Calvert Impact Capital is forging new partnerships, developing new products, and reaching new audiences and new markets. We are committed to meeting this moment with the urgency it demands and we are grateful to have you all as partners in our work. Together with your support, we can continue connecting capital and communities, working towards a more equitable world.

Jennifer Pryce  
President and CEO

<sup>1</sup> Unaudited figure as of Q3 2020. Audited financial statements will be made available on our website within 120 days of the end of the fiscal year.

# We connect capital and communities to create equity and impact for people and the planet.

Our impact does not begin and end with the loans and investments we make; we assess the impact we have on the market as a whole, on our individual and institutional investors and co-lenders, and on our borrowers and the communities in which they work. We measure and manage our impact in three different ways.



**Impact Measurement & Management** is the process of identifying the impact we seek to achieve, assessing the projected and realized impact of our loans on communities and the planet, and managing our investment process in order to maximize positive impact and minimize the negative. To achieve these goals, we embed our impact measurement and management tools within each step of the process—from due diligence to annual reporting.

For more information on our framework and report methodology, please see [Our Impact Practice on page 38](#) or visit [calvertimpactcapital.org/impact/measurement](https://calvertimpactcapital.org/impact/measurement).



## INVESTOR IMPACT

We raise capital from a diverse group of investors—some invest \$20 and others invest more than \$20 million.



For more on our Note investors and Syndication lenders, see the **Investor Impact** section starting on [page 10](#).



Ezequiel received a small startup loan from our borrower ECLOF in the Dominican Republic, and has now expanded his business to include four employees and a delivery service, supporting his family and community.

## PORTFOLIO IMPACT

Our capital strengthens our nearly 100 borrowers operating in 107 countries around the world.



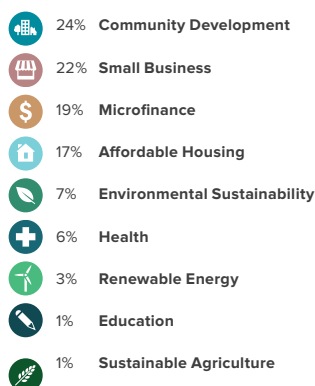
For more on how our loans and investments help our borrowers build, grow, and sustain their impact in communities, see the **Portfolio Impact** section starting on [page 14](#).



Our loan to Capital for Change helps support health centers like Fairhaven Community Health Care in New Haven, CT.

## COMMUNITY IMPACT

Our borrowers operate across nine sectors, channeling capital to positively impact people and the planet.



Azure Source Capital, an initiative that mobilizes capital and technical expertise to upgrade and expand water services for the poor, helps to create healthy communities across El Salvador.



For more on our impact in communities and on the environment, see the **Community Impact** section starting on [page 20](#).

## Our Contribution to the Global Sustainable Development Goals

Our work directly supports 16 out of the 17 global Sustainable Development Goals. Visit [calvertimpactcapital.org/portfolio/sdgs](https://calvertimpactcapital.org/portfolio/sdgs) for more information.



CAPC partners with local community builders and contractors in New Jersey to rehabilitate and return properties to use as quality, affordable housing.

### Fostering Equity and Opportunity

Calvert Impact Capital's mission is rooted in addressing structural inequalities. Our impact strategy is to channel capital to communities traditionally excluded from our financial system, particularly women and communities of color, and this is a key reason for why, in 2020, we signed the [Racial Justice Investor Pledge](#).<sup>2</sup> Our impact strategy is supported by our investor community: 36% of investors state racial justice and equity is a top concern, 26% state gender equity is a top concern, and 70% are more interested in investing to support racial equity since spring 2020.<sup>3</sup>

For more on our gender equity work and our gender impact, see **Spotlight on Gender Equity** on [page 32](#).

### Our Response to COVID-19

Since the COVID-19 pandemic hit the US economy in March 2020, we have mobilized to support our borrowers in responding to their communities' needs, and have worked to guide state and regional efforts to leverage the existing community development infrastructure to provide quick and efficient relief to small businesses across the country.

For more on our actions, see **Our Response to COVID-19** on [page 34](#).



Everytable, a client of our borrower Greenline, is a social enterprise with a mission to make nutritious, fresh food affordable and accessible.

<sup>2</sup> See [racialjusticeinvesting.org/our-statement](https://racialjusticeinvesting.org/our-statement) for more.

<sup>3</sup> According to our 2020 Investor Survey. Learn more at: [calvertimpactcapital.org/insights/survey](https://calvertimpactcapital.org/insights/survey)





Elvis is a loyal client of CrediCampo, a cooperative in El Salvador that seeks to alleviate poverty and empower rural communities through access to credit and community development services. CrediCampo is a client of our borrower MCE Social Capital.

# 25 YEARS OF INVESTING FOR IMPACT

Over 25 years ago, Calvert Research and Management (then known as Calvert Investments), Ford Foundation, MacArthur Foundation, and Mott Foundation came together to fund a bold new idea: that investing directly in communities was not only a good investment, but one that everyone should be able to make, regardless of wealth. Today, we are proud to have worked with over 18,000 investors who agreed.

However, this does not feel like a year to celebrate. This year has exposed much of what we already knew about society's failures, but in more stark terms: deep, structural inequities exist in our financial system and our economy; our climate is changing more furiously than ever, leaving too many vulnerable to its effects; and access to basic services like quality healthcare remains vastly uneven. That's why we mark our 25<sup>th</sup> year with reflection and a renewed commitment to think bigger, move faster, and work together to tackle these global challenges.

## OUR HISTORY AND CUMULATIVE IMPACT



**\$2  
BILLION**  
Raised



**18,000**  
Lifetime  
Investors

**Community Investment Note®**  
Balance, 1995–2020



**1995** Calvert Impact Capital, then Calvert Social Investment Foundation, launched to help all people and institutions invest for a more equitable world

**1995** October 25 - first Community Investment Note® sold

**1996** Our first set of loans were approved (check out the next page for more on our first borrowers)

**1997** Shari Berenbach became Executive Director and led the organization through its formative years until 2010

**1999** Created the Community Investment Partners program to support investors with due diligence and helped nonprofits create more than a dozen impact investment products

**2000** Created the Calvert Giving Fund, a socially responsible donor advised fund, that was spun out as a separate organization, ImpactAssets, in 2010

**2005** Began offering the Note through Incapital's national network of brokerages with a CUSIP, which increased the appeal and accessibility of the Note

**2008** First sold the Note online for \$20 through MicroPlace, expanding retail access to impact investing



“Calvert Impact Capital created the unique opportunity for individuals of modest means to invest in building sustainable and just communities. Now, billions of their dollars have worked to lessen inequality around the world.”

**John G. Guffey, Jr.**, co-founder and Director Emeritus



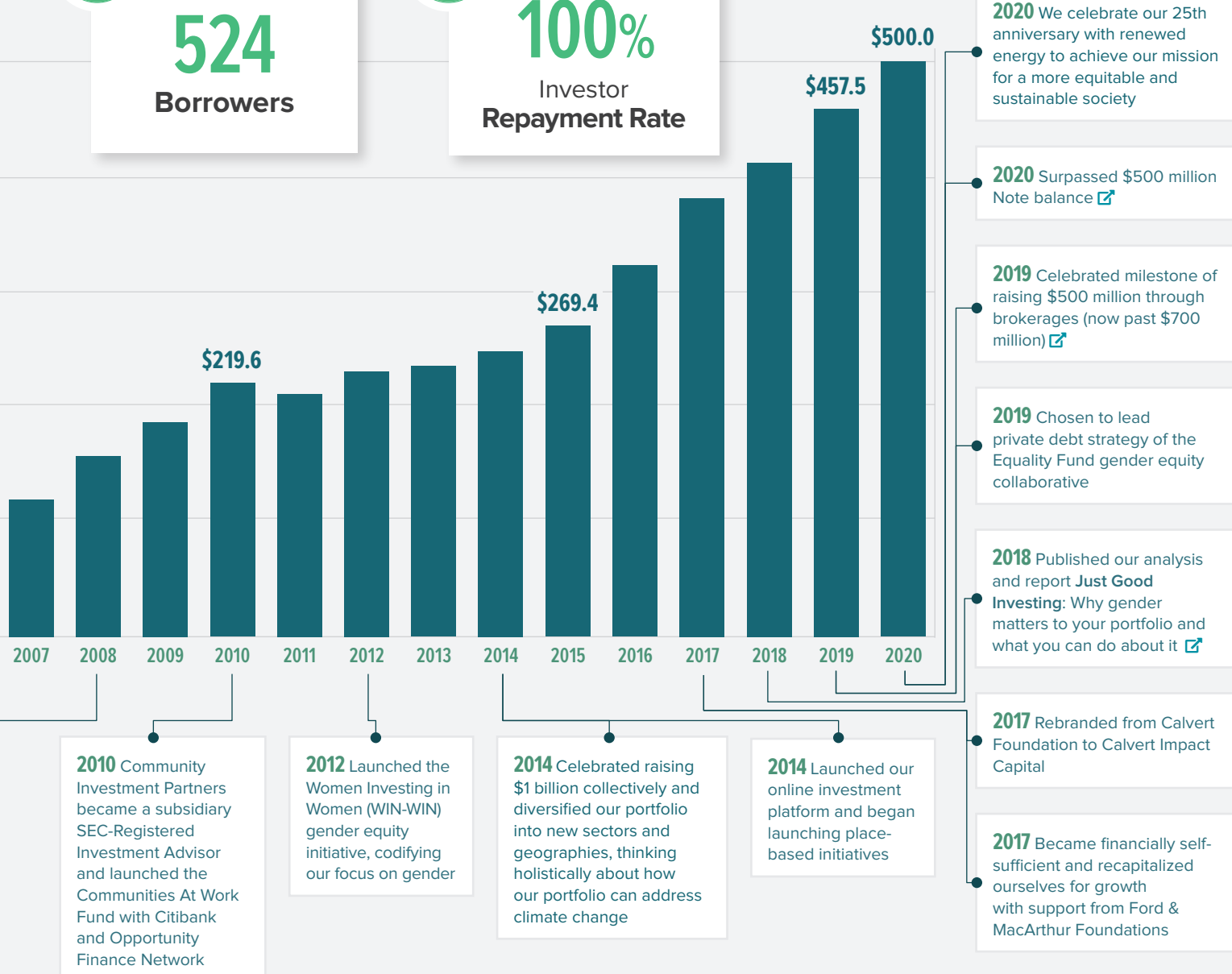
Members of our founding team, Wayne Silby, Shari Berenbach, and Terry Mollner, with Grameen Bank founder and Nobel Peace Prize Laureate Muhammad Yunus, at the first Microcredit Summit in 1997.

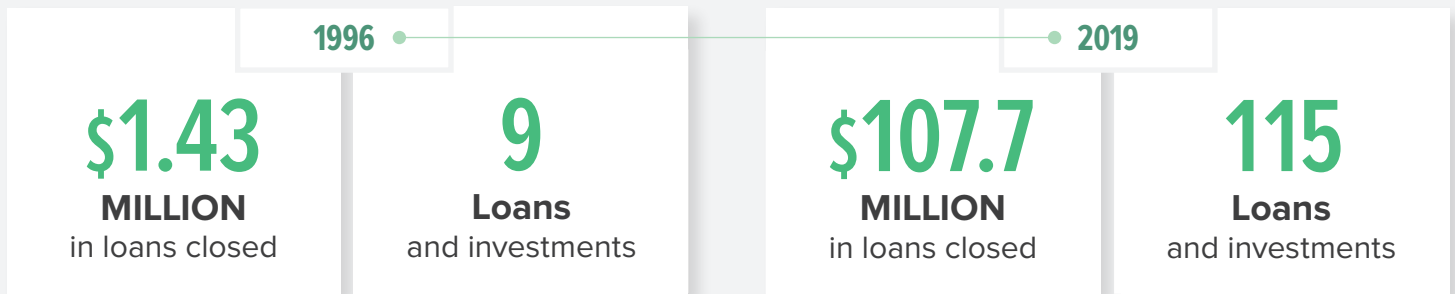


**524**  
Borrowers



**100%**  
Investor  
Repayment Rate





We deployed \$1.43 million in our first year of lending, across nine community development financial institutions (CDFIs) and funds in the US and internationally. We are pleased to feature several of them here, to celebrate all we have collectively achieved and how much impact they have created over the last 25 years.



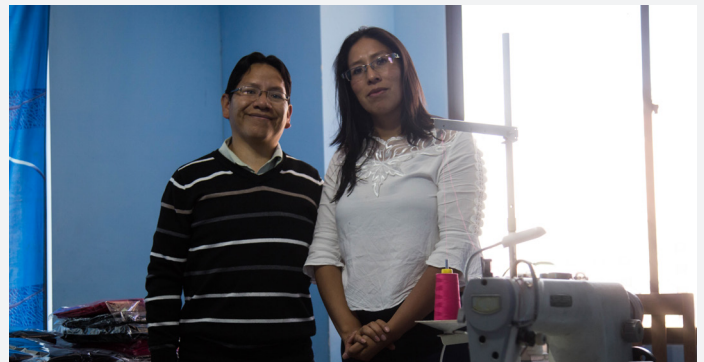
Central City Concern's Flip the Script (FTS) program links individuals exiting incarceration to housing, employment services, peer connections, and advocacy opportunities.

## Central City Concern

**Central City Concern (CCC)** has remained in our portfolio since our first \$200,000 loan in 1996—the only borrower to do so. Established in 1979, CCC is one of Portland's oldest, largest, and most trusted providers of human services. To date, CCC's work has transformed the lives of thousands of individuals and families through its comprehensive services that integrate treatment for mental health and substance use disorders with primary care, peer-mentoring, employment services, and supportive and affordable housing.

"It's great to have a lending partner like Calvert Impact Capital who understands the financial constraints of a nonprofit. Since 1996, CCC has received a loan from Calvert that we have used for both housing and clinic development in Portland's Old Town as well as other neighborhoods throughout the Portland metro area. These projects have contributed to Portland's transformation to thriving mixed-use and mixed-income neighborhoods and have helped us support tens of thousands of people transitioning from homelessness to stability and recovery."

**-Sean Hubert, Chief Housing & Strategy Officer**



Carolina Cano Huanca and Rómulo Ferrel Rodríguez, clients of Accion partner BancoSol in Bolivia. [🔗](#)

## Accion

**Accion** is a global nonprofit committed to creating a financially inclusive world, with a pioneering legacy in microfinance and fintech impact investing. For nearly 60 years, Accion has helped millions of people through more than 160 partners in 55 countries. The \$175,000 loan we made to Accion was the only international loan we made in 1996, and to a sector—microfinance—that is now 19% of our portfolio. We also made a \$130,000 loan to Accion USA, which in 2020 merged with another former borrower of ours, Opportunity Fund, to form the newly minted entity Accion Opportunity Fund.

"Calvert Impact Capital's early support of Accion's loan guarantee program in Latin America and our small business lending in the US helped demonstrate that financial services for historically underserved populations can be both socially impactful and financially sustainable. Your bold leadership before 'impact investing' became a common term paved the way for other investors to join these important efforts."

**-Michael Schlein, President and CEO**



## Self-Help Ventures Fund and Credit Union

We made a \$200,000 loan to Self-Help Ventures Fund, which was founded in 1984 to expand Self-Help's financing capabilities beyond more conventional lending standards. We also opened a \$100,000 certificate of deposit in Self-Help Credit Union, founded in North Carolina in 1980 to provide responsible financial services to now nearly 170,000 members in California, Florida, Illinois, North Carolina, South Carolina, Virginia, and Wisconsin. Since their founding, the Self-Help family has had the following impacts:

**\$9.1 billion** in financing provided

**47,900 jobs** created or maintained

**\$1.5 billion** small business and nonprofit loans

**66,400 home loans** to families



Self-Help borrower Stephanie Terry is the owner of the award-winning Sweeties Southern & Vegan Catering in Durham, NC.

“Since the beginning of our relationship in 1996, Calvert Impact Capital's steadfast support has made a difference for the families and communities we serve. Investments from institutions like Calvert are key to our success. I'm grateful to Calvert for their work as a thought leader and role model in impact investing. They've inspired countless peers to put their endowments to work supporting their missions, and have impacted not just Self-Help, but the entire community development finance field.” -**Martin Eakes, CEO**



CEI borrower Pen Bay Scallops in East Penobscot Bay, Maine.

## Coastal Enterprises, Inc.

We made a \$250,000 loan to Coastal Enterprises, Inc. (CEI) in 1996. CEI helps to grow good jobs, environmentally sustainable enterprises, and shared prosperity in Maine and in rural regions across the country by integrating financing, business and industry expertise, and policy solutions. Since their founding in 1977, CEI has had the following impacts:

**\$1.4 billion** deployed

**2,951 businesses**

**41,869 jobs** created or maintained

“In defining and setting the industry bar for impact investing, Calvert Impact Capital was one of the first to recognize the importance of CDFIs as asset managers advancing place-based impact. The \$250,000 loan from Calvert in 1996 helped us to invest \$5.3 million in rural businesses that year and grow our loan fund to over \$51 million today. Calvert's leadership inspires others to recognize that social responsibility can mean investing in non-publicly traded products, like CEI Investment Notes, which Calvert helped us launch in 2009.” -**Betsy Biemann, CEO**

## Low Income Investment Fund

The Low Income Investment Fund (LIIF) is a national nonprofit CDFI with a commitment to invest \$5 billion for racial equity by 2030. For more than 35 years, LIIF has created innovative financial solutions that mobilize capital to achieve opportunity, equity, and well-being for people and communities. We made our first loan of \$225,000 to LIIF in 1996. Our early and consistent support helped LIIF to grow its loan portfolio by more than five times, from \$71 million to \$415 million over the past 15 years alone.

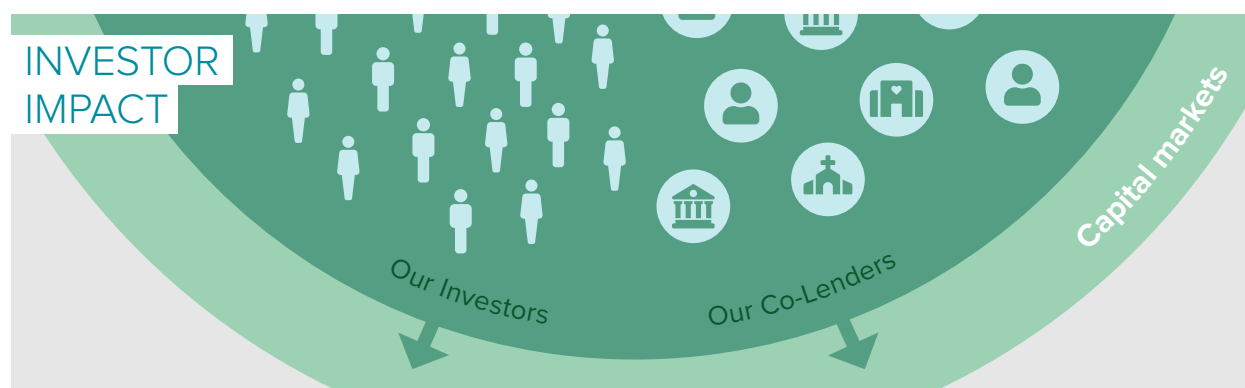
**\$2.5 billion** deployed    **2 million** people served

“Calvert Impact Capital has been at the leading edge thinking about how finance can be used to improve neighborhoods and lives. Their support has been critical to the Low Income Investment Fund, particularly in creating innovative, flexible financing. Most recently, their partnership has led to critical resources to respond to our nation's affordable housing crisis, like the Fund to Preserve Affordable Communities.” -**Kimberly Latimer-Nelligan, President**

LA Mission is among the nation's largest service providers for those experiencing homelessness, providing shelter, meals, and other critical rehabilitation services. One of LA Mission's investors referred them to our borrower Clearinghouse CDFI, which provided a \$5.9 million loan.

# We make impact investable.

We offer two main ways to invest for impact: through our Community Investment Note® (the Note) and co-lending through our Syndication services.



## COMMUNITY INVESTMENT NOTE®

- ✓ 25-year track record of 100% repayment of principal and interest to over 18,000 investors\*
- ✓ Terms from 1-15 years, rates from 0.50–3.50%
- ✓ Widely available online and in brokerage accounts
- ✓ Minimums: \$20 online, \$1,000 brokerage
- ✓ Exposure to our diverse portfolio
- ✓ Intentional, measurable social and/or environmental impact

## SYNDICATION SERVICES

- ✓ One-stop solution for institutional co-lenders
- ✓ A diverse range of risk/return profiles, geographies, and sectors
- ✓ Competitive financial returns
- ✓ Efficient for co-lenders and borrowers
- ✓ Direct exposure to discrete deals
- ✓ Intentional, measurable social and/or environmental impact

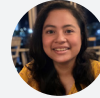


## The Community Investment Note®

The Community Investment Note® (Note) is the main way we engage investors across the US. Our retail investors range from the impact investing ‘newbie’ making their first \$20 impact investment to the veteran impact investor managing their entire portfolio with impact strategies. Our institutional investors range from financial institutions to foundations, faith-based institutions, and other nonprofits.

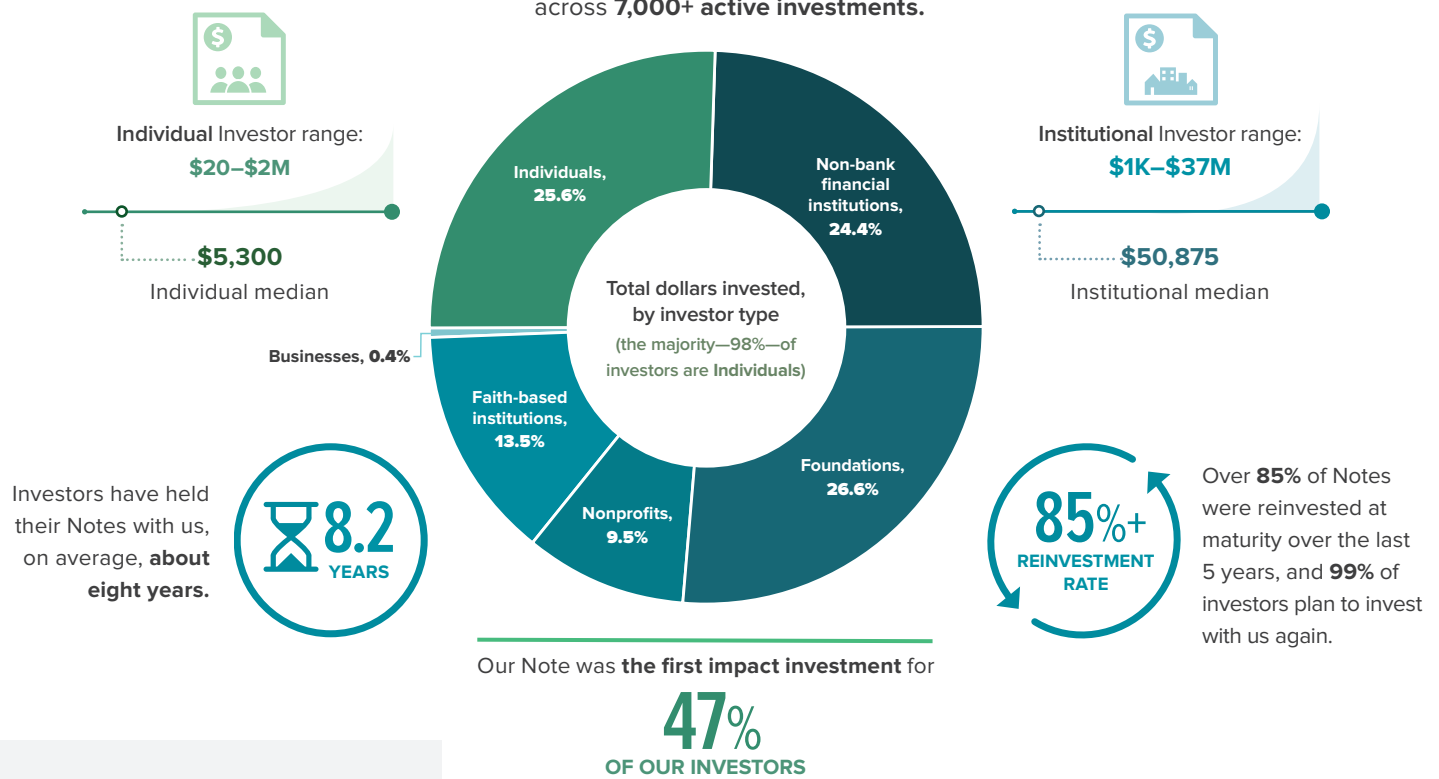
In 2020, Calvert Impact Capital has engaged over **5,400 investors** who currently invest over **\$500 million** through the Note.

“It’s really special to work with investors who are at the beginning of their impact investing journeys. Many of our investors have had life-long passions for social justice and equity and want to know more about how they can align their values with their investments.”



**Anastasia Pechler**  
Investor Relations Analyst

Our 5,400 investors range from **individuals** to **institutions** across **7,000+** active investments.



**500+**  
**financial advisors**<sup>4</sup> who have transacted a Note

**58%**  
More than half of our investors are **women**.



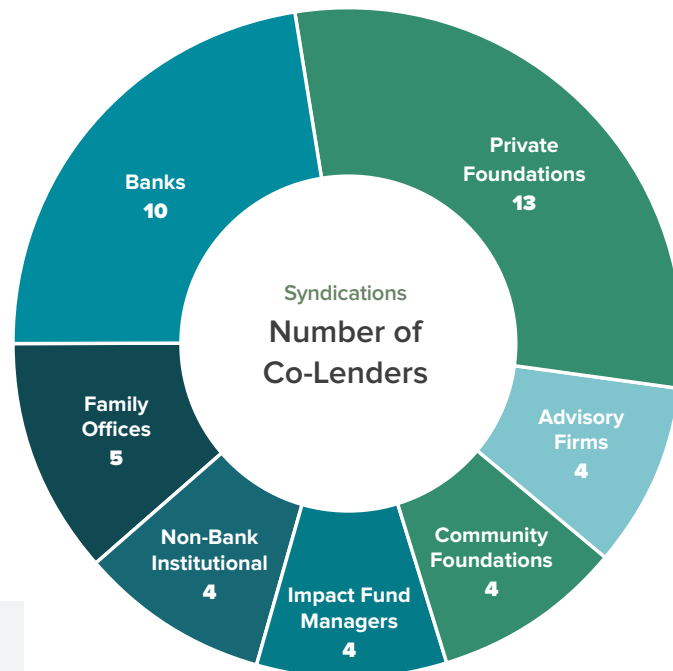
The Note is broadly accessible to retail and institutional investors across the US. With a minimum investment of \$1,000 via a brokerage account, investors or their financial advisors can purchase and hold the Note in their portfolios alongside their traditional investments. There are currently over 120 brokerage firms offering the Note, and this number is growing. The Note is also available through our online investment platform ([calvertimpactcapital.org/invest](https://calvertimpactcapital.org/invest)) with a minimum purchase of \$20, meaning **impact investing is not limited to wealthy investors with large portfolios, but open to all investors.\***

<sup>4</sup> Learn more about our advisor community at: [calvertimpactcapital.org/invest/advisor-map](https://calvertimpactcapital.org/invest/advisor-map).

\* Past performance is no guarantee of future results. Please read our prospectus before investing.

## Syndication Services

In 2017, we launched a new line of business in response to a growing gap in the market. On one hand, we saw an increased demand from institutional investors looking to lend to mission-driven organizations, but that lacked the capacity to source and structure transactions. At the same time, we witnessed our borrowers and other community intermediaries struggling to work with lenders to raise capital in a manner that was efficient and timely. In response, we built our Syndication services to reduce the friction between the supply of capital and the demand for it. Since launching this service, we have achieved the following impacts:<sup>5</sup>



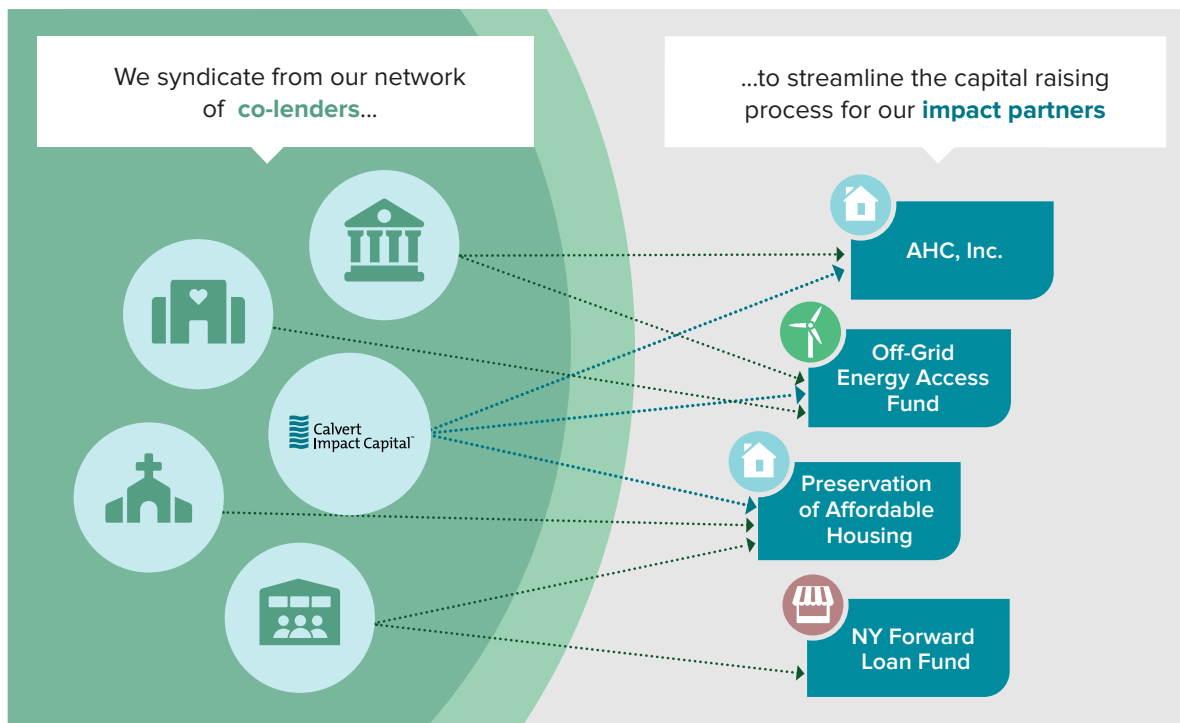
**\$300.08**

Million  
Total \$ syndicated

**44**


Total # of lenders in  
our syndicated deals

## How Our Syndication Services Work



<sup>5</sup> In 2020, we expanded our Syndication services to include structuring and capital raising for community recovery vehicles that channel affordable capital to small businesses and nonprofits that are struggling to access credit as they reopen and recover from the COVID-19 health and economic crisis. More information on the New York Forward Loan Fund—the first recovery program to launch—can be found on page 35. Calvert Impact Capital is not a lender in these transactions.





The Apex is one of AHC's newest affordable apartment communities in Arlington, VA. The \$100 million redevelopment was designed to reduce environmental impact, boasting one of Northern Virginia's largest solar roof installations that will provide 130 kW to the property as well as permeable green areas, which will help reduce water run off by 80%. Other positive community benefits include indoor space for resident services, a fitness room, a playground, an outdoor sports court, and fresh produce delivery from a local community garden.

#### CO-LENDER TESTIMONIAL

"Calvert Impact Capital's syndications offering provides us with access to a pipeline of pre-packaged, niche opportunities which complements and enhances our impact investing service offering. Calvert's syndications have enabled us to offer bespoke opportunities, such as the AHC facility, to our clients that align directly with their theories of change and targeted impact objectives. We are excited to be able to work in this way with Calvert, a trusted partner with deep expertise and a long-standing commitment to the impact investment space."



**Justina Lai**  
Wetherby Asset  
Management

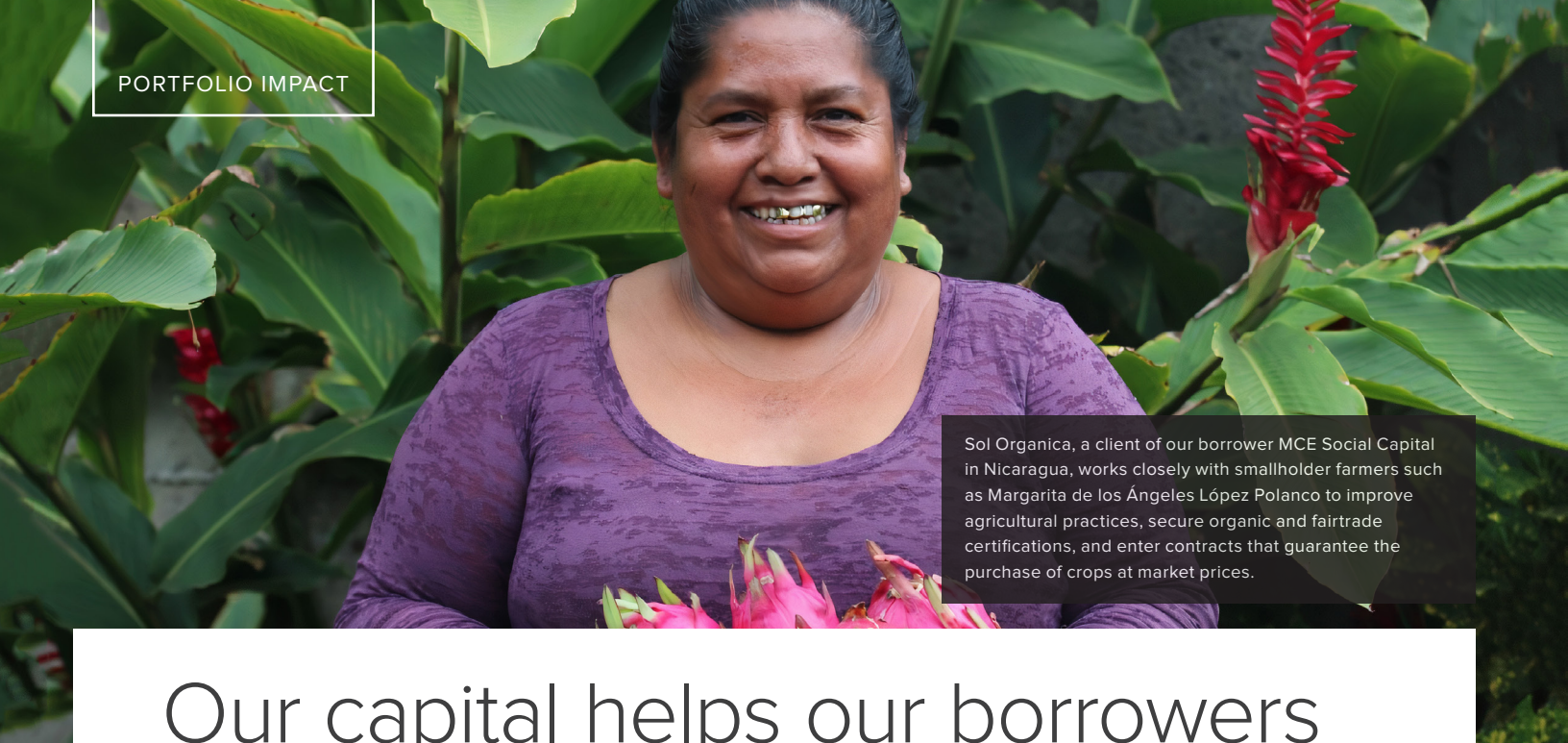
#### BORROWER TESTIMONIAL

"Calvert Impact Capital's syndication process provides AHC with a flexible, nimble source of capital that enables AHC to respond quickly to affordable housing acquisition opportunities in the intensely competitive markets we serve. AHC leverages Calvert's syndicated loan with traditional loans and local government loans, multiplying the capital available to develop affordable housing for communities across the mid-Atlantic region. Over 1,000 low-to-moderate income households are residing in affordable, safe, decent housing with the help of Calvert Impact Capital."



**Steve Smith**  
AHC, Inc.

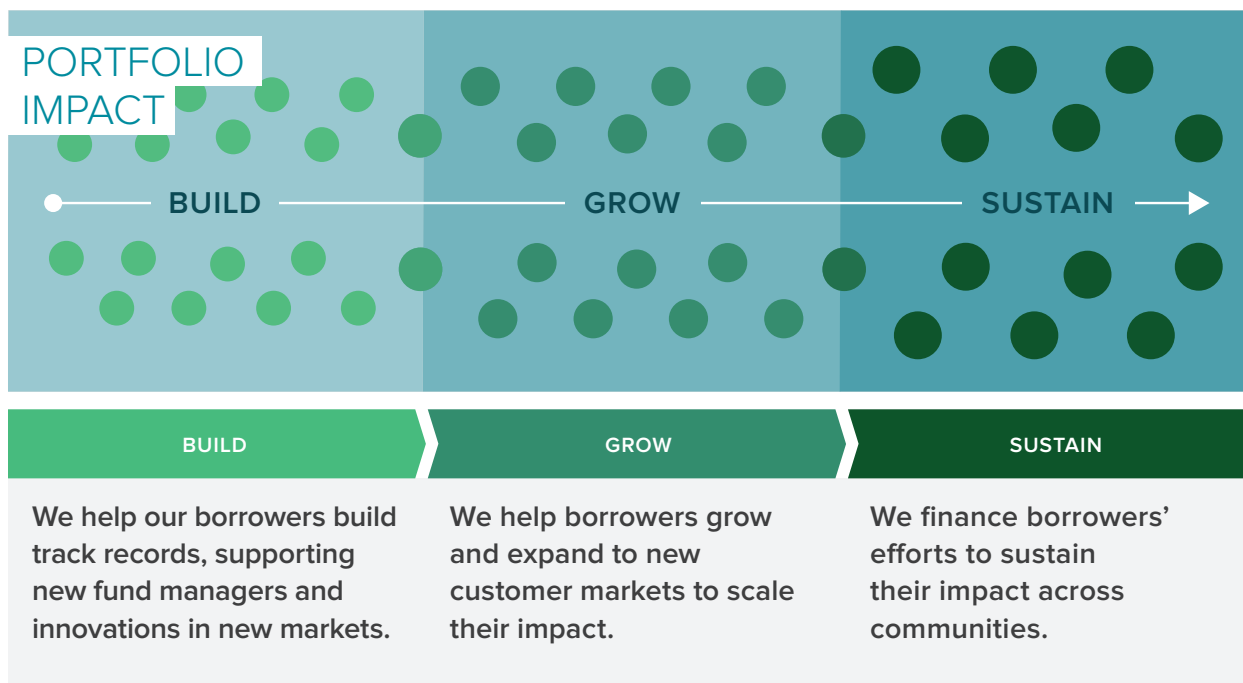




Sol Organica, a client of our borrower MCE Social Capital in Nicaragua, works closely with smallholder farmers such as Margarita de los Ángeles López Polanco to improve agricultural practices, secure organic and fairtrade certifications, and enter contracts that guarantee the purchase of crops at market prices.

# Our capital helps our borrowers build, grow, and sustain their work in communities.

Our borrowers and the communities they serve have grown and thrived despite decades of disinvestment by the capital markets, which often perceive the sectors and geographies they work in as “too risky.” Our capital works to change that perception by empowering our borrowers to **build**, **grow**, and **sustain** their portfolios, organizational strength, and impact they have on the ground.



## BORROWER FEATURES



BUILD

## Azure Source Capital

Calvert Impact Capital made a loan in 2019 to Azure Source Capital, an initiative that works to upgrade and expand water services for the poor in rural and peri-urban communities of El Salvador, where more than 20% of the population does not have access to piped water into their homes and 40% of the population has unreliable access to water. We have helped them to **build** out and validate their investment strategy after their initial pilot, which has the potential for replication in other countries in the region.

Other borrowers that we have helped to **build** in more nascent markets include Appalachian Community Capital, Lendable, and the Forest Resilience Bond (featured on the next page).



GROW

## Greenline Ventures

Greenline Ventures is a financial services company that specializes in serving the unmet capital needs of small businesses. In December 2016, Greenline Ventures launched a \$20 million Small Business Capital Fund (SBCF I) to provide affordable loans to underserved small businesses in distressed census tracts throughout the US. SBCF I leverages federal tax credits with mission-driven capital to provide flexible, patient financing to small businesses. After the success of SBCF I, Greenline launched the SBCF II in 2018 with the same goal of creating quality jobs and wealth-building opportunities for low-income populations in under-invested communities. Calvert Impact Capital syndicated both funds and made a larger loan to Greenline's second fund to help them **grow** their impact.

Other borrowers that we have helped to **grow** their operations and impact include Community Asset Preservation Corporation, MCE Social Capital, and SunFunder's Solar Energy Transformation Fund.



SUSTAIN

## Chicanos Por La Causa

Chicanos Por La Causa (CPLC) is a community development corporation that serves individuals and families with low- to moderate-income in the southwestern US, including Arizona, Nevada, and New Mexico. Their mission is to drive economic and political empowerment of the people they serve to help them achieve self-sufficiency. For more than 50 years, CPLC has provided an array of bilingual and bicultural services to promote healthier and stronger communities.

We made a loan in 2019 to fund activities associated with CPLC's real estate portfolio, allowing them to provide flexible capital to developers to meet the housing needs of their communities and provide housing stability to those who need it most, with a strong focus on senior, at-risk, and migrant populations.

Other borrowers that we have helped to **sustain** impact in their communities include the New Hampshire Community Loan Fund, Global Communities, and LISC.

Learn more about Azure, Greenline, and CPLC, as well as the rest of our borrowers, on our portfolio list at [calvertimpactcapital.org/portfolio/list](https://calvertimpactcapital.org/portfolio/list).





“We couldn’t have had the kind of collaboration and teamwork efforts that we have had on the North Yuba Project without the FRB and without the Blue Forest team coming to us and initiating this whole concept.”

—Willie Whittlesey, Yuba Water Agency General Manager

#### CASE STUDY: BUILD

## Forest Resilience Bond

Calvert Impact Capital borrower the [Forest Resilience Bond \(FRB\)](#) takes an innovative approach to funding increasingly urgent fire prevention projects and supporting overwhelmed environmental agencies in the face of climate change. Developed by Blue Forest Conservation, the World Resources Institute, and the US Forest Service (USFS), the FRB is an investment vehicle that supports public-private partnership to fund the upfront costs of forest restoration in the North Yuba watershed of California. By investing in projects that protect forest health, the FRB mitigates the risk of catastrophic wildfire while also protecting water resources, avoiding carbon emissions, and creating quality jobs in rural communities.

Investors like Calvert Impact Capital cover the upfront costs of forest restoration work, allowing the USFS and other beneficiaries to pay back investors over time and enabling a greater amount of forest restoration work to happen sooner. The FRB concept is unique in that it contracts with the beneficiaries to share in the costs of forest restoration and ultimately, enables multiple beneficiaries of the restoration to each pay less than the full cost of the work. As Bri Tiffany of the National Forest Foundation (NFF) puts it, “The Forest Resilience Bond is a unique financial instrument that has accelerated the pace and scale of forest restoration work in the collaborative Yuba Project. The FRB allows nonprofit organizations like the NFF to have funds on hand, so contractors can immediately be paid for the work they complete.”

You can learn more about this exciting project at [calvertimpactcapital.org/portfolio/list/forest-resilience-bond](https://calvertimpactcapital.org/portfolio/list/forest-resilience-bond).



# 15,000

acres of  
forestland to be  
protected

# 50,000

acre-feet water supply to  
be made resilient





The eco.business Fund finances organizations that attain high sustainability credentials such as the Florverde Sustainable Flowers® certification in Colombia, which requires farms to report their consumption of water, energy, and active ingredients each month.

#### CASE STUDY: GROW

## Finance in Motion

Calvert Impact Capital has been working with Finance in Motion, a fund manager based in Germany, since 2017.

Our initial investment was in [eco.business Fund](#), which supports business practices that contribute to biodiversity conservation, the sustainable use of natural resources, and climate change mitigation and adaptation in Latin America and the Caribbean. In 2018, we increased our investment in eco.business Fund and also invested in Finance in Motion's [SANAD Fund for MSME](#), which provides financing to institutions in the Middle East and North Africa (MENA) for on-lending to micro, small, and medium enterprises (MSMEs) and low-income households. In 2020, we committed additional capital through loan participations with Finance in Motion managed funds, directly supporting five financial institutions to help grow their lending to sustainable businesses.

Finance in Motion values our financing because it has allowed them to grow their base of private investors, says their Managing Director Sylvia Wisniwski. "Calvert Impact Capital's financing has had a positive impact on our ability to raise additional capital for the funds we manage, particularly from US investors. **Their support has had a signaling effect, as many of our other investors see Calvert's financing as a stamp of approval given their reputation as a robust and serious impact investor. Calvert Impact Capital has a name that travels.**"

Learn more about both the eco.business Fund and SANAD Fund for MSME on our portfolio list at [calvertimpactcapital.org/portfolio/list](https://calvertimpactcapital.org/portfolio/list).



# 650,000

**acres farmland**  
under sustainable  
management

# 6,000

**businesses** financed



**115**  
**loans**  
and investments



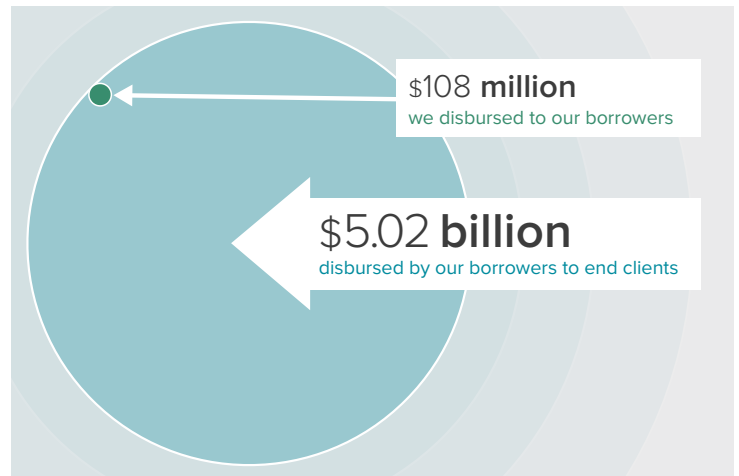
**2x**  
**portfolio growth**  
2015-2020



**\$415.9**  
**million**  
portfolio

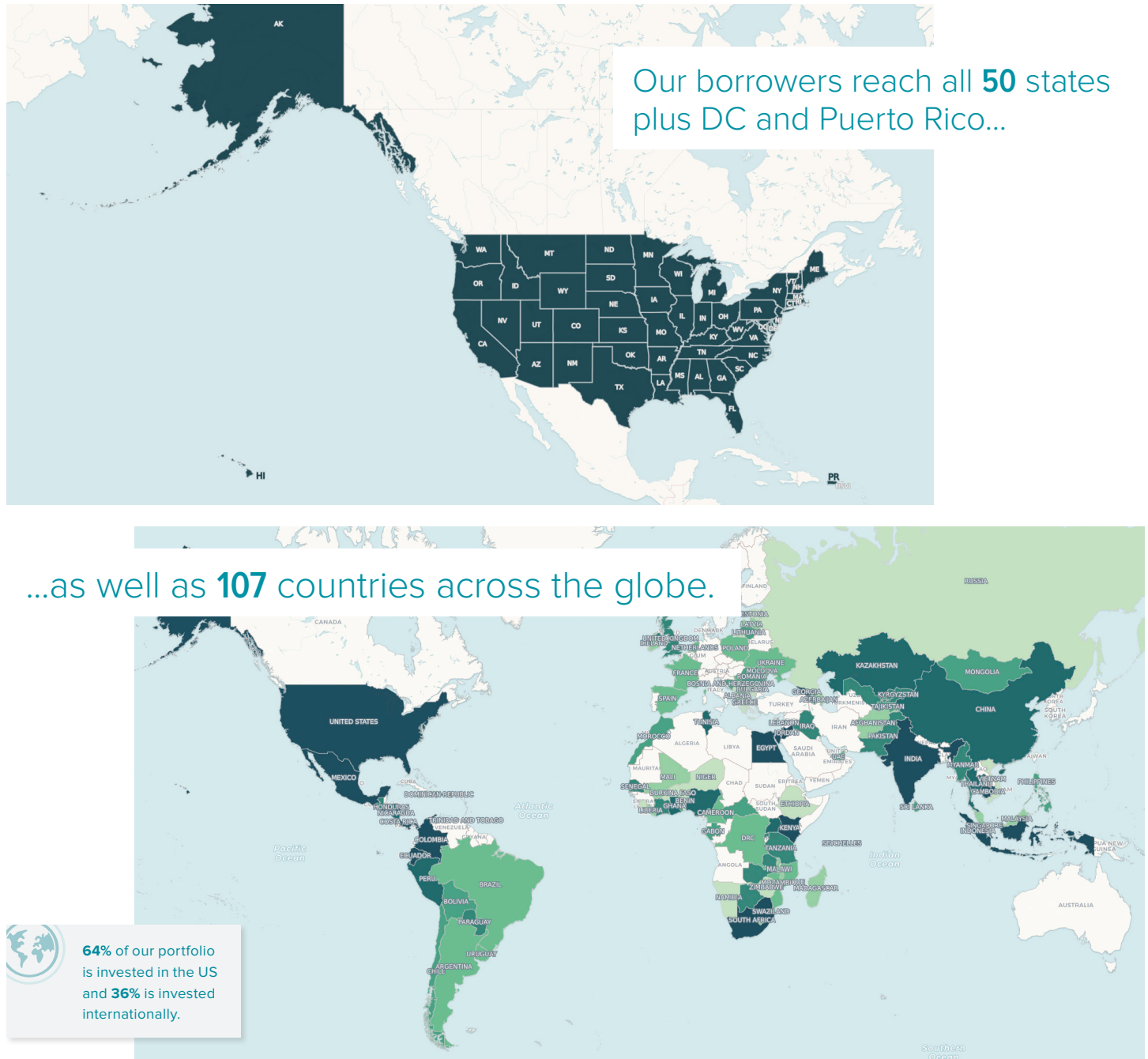
Our portfolio has doubled between 2015 and 2020. With the capital we raise through the Note program and Syndication services, our loans and investments provide financing for funds and intermediaries that have identified a local market need and have developed scalable solutions to address it. Our goal is to help our borrowers build and grow their operations and impact, and over time sustain a track record of performance, repayment, and positive returns. With this track record of success, our borrowers can prove their business models and attract more capital through increased access to the financial markets.

We disbursed \$108 **million** in new and renewed loans and investments throughout 2019. Our borrowers then disbursed \$5.02 **billion** in loans to their clients—entrepreneurs, SMEs, community facilities, and affordable housing developments—leveraging our capital and that of others to expand equity and opportunity in the communities they serve. This leverage, while of course reliant on additional investor capital, demonstrates that our strategy of lending to funds and intermediaries can **build, grow, and sustain** the ecosystem and capacity to channel capital to communities at scale.



CPLC Corazón in Phoenix, AZ is a client-centered, multicultural center with bilingual staff offering a variety of substance abuse treatment programs, including group, individual, family, and couples therapy. Their residential facility provides all meals, an on-site laundry facility free of charge, a basketball court, and a community garden. They also offer holistic health techniques including yoga, tai chi, and qi gong.

Our borrowers' geographic reach also demonstrates their capacity to channel capital to reach more places and more people. In 2019, our borrowers reached over **54.9 million clients** and entrepreneurs across **all 50 states** plus DC and Puerto Rico, as well as **107 countries**—this comprises over half the globe!



These maps show how capital from Calvert Impact Capital in Bethesda, MD reaches end clients across the globe, demonstrating the extensive geographic exposure we gain from our strategy of lending to intermediaries and funds.

Our impact map and full portfolio list, including descriptions of all of our borrowers, are available at [calvertimpactcapital.org/portfolio](https://calvertimpactcapital.org/portfolio).



**REVISION ENERGY**  
EMPLOYEE-OWNED SOLAR COMPANY

ReVision Energy, along with our borrower New Hampshire Community Loan Fund, is working to bring solar power to the community organizations that could most benefit from it.

# We impact people + planet.

The borrowers in Calvert Impact Capital's portfolio invest to address global inequality and climate change, creating diverse impacts across sectors:



In 2019, we invested across nine impact sectors and achieved tangible impact in communities around the world.



# 54.9

million **client individuals** our borrowers served in 2019



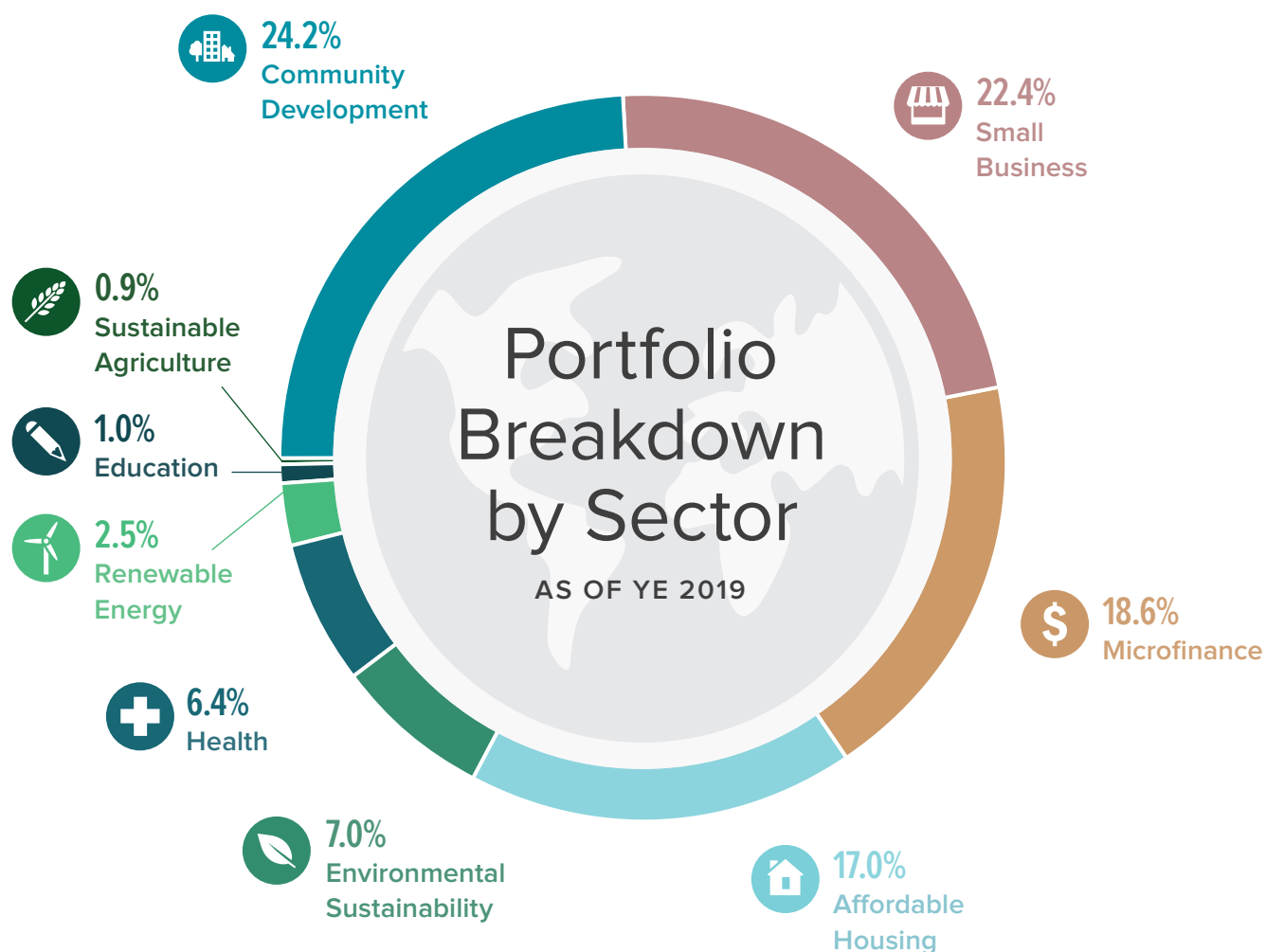
# 137,644

**client organizations** our borrowers served in 2019



# 107

**countries** in which our borrowers and their clients operate





# Affordable Housing

We invest to create and preserve safe, stable, and affordable housing for low- and moderate-income families.

**72,404**

**homes** created/preserved

**317,500**

**people** housed

**49,069**

**clients** received housing counseling

The COVID-19 pandemic has highlighted the essential role that housing plays in protecting health and well-being. It is more clear than ever that access to safe, stable housing is a critical determinant of an individual's and a family's health, happiness, and economic future. By providing flexible capital in support of affordable housing development and preservation, we help lenders and developers meet the housing needs of the low- and middle-income individuals and families in their communities.

In 2019, our capital helped **create and/or preserve 72,404 affordable homes**. To put this in perspective, that number of affordable rental units could fill the affordable housing gap of the entire Detroit metro area. Our borrowers also provided housing counseling to **49,069 client individuals** and worked with over **3,200 women-headed households** (29% of all household clients served), creating better informed and empowered homeowners across the US.

SDGs impacted:



After enrolling in Affordable Homes of South Texas' homebuyer program, Ms. Barrera was able to get the support she needed on her journey to homeownership.



When Breary Farms and Meadowcreek Apartments in Sanford, Maine, were facing bankruptcy in 2016, The Caleb Group was able to purchase and preserve these 62 vital multifamily affordable housing units after receiving funding from a local CDFI, supported by our borrower OFN.



Capital for Change has been working with Darrell Brooks and New Haven's Beulah Land Development Corporation for more than 20 years to revitalize the inner-city neighborhood where he grew up.



# Community Development

We finance community development institutions so they can meet the needs of the communities they serve.

## 5.5

million community members served

## 2.1

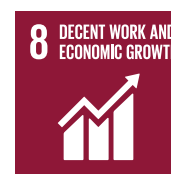
million sq. ft. of community facilities supported



Our capital enables communities to develop a tailored approach to serving local needs and revitalizing neighborhoods. Many of our borrowers are community development financial institutions (CDFIs) that serve neighborhood organizations and are responding to the COVID-19 pandemic by continuing to do what they do best: providing financing solutions for local developers, community service organizations, and social enterprises. Community development finance helps build local wealth and strength, providing capital for quality, affordable spaces for businesses, nonprofits, education and athletic programs, and other community service organizations.

In 2019, we provided flexible financing to community facilities that served nearly **5.5 million community members** across the US. These facilities spanned over **2.1 million sq. ft.**, or about the size of 53 grocery stores. You can learn more about our work with CDFIs and COVID-19 relief funds in the [Our Response to COVID-19 section on page 34](#).

SDGs impacted:



## Benefit Chicago

In 2016, The Chicago Community Trust, the MacArthur Foundation, and Calvert Impact Capital launched Benefit Chicago to mobilize \$100 million to finance nonprofits and social enterprises that lack access to traditional financing throughout the Chicagoland region. One of those social enterprises is Sweet Beginnings, which produces beelove®—a line of honey-based products—and provides job training to community residents who, due to former incarceration or other circumstances, have found it difficult to find gainful employment. While Sweet Beginnings had to pause production for some time, they received a Paycheck Protection Program (PPP) loan and are back to producing at full capacity once again.

Building from a new commissioned report, The Equity Capital Gap ([nextstreet.com/portfolio/equity-capital-gap-chicago](https://nextstreet.com/portfolio/equity-capital-gap-chicago)), Benefit Chicago is focusing on providing flexible equity capital to entrepreneurs of color in the city.



# Education

We invest in education to enhance the economic and social potential for students in under-resourced communities.

**4,361**  
schools financed

**3.86**  
million students  
enrolled

**129,652**  
teachers employed

Now more than ever, it is clear that quality education and childcare contributes to the economic and social success of students and their families, and is thus an essential component of any healthy community. By investing in organizations, projects, and funds that work to improve access to affordable, quality education for low-income students, we support the tremendous potential of the students in these communities.

In 2019, our capital helped finance **4,361 quality, affordable schools** in the US and internationally, primarily in India. These schools employed **129,652 teachers** and enrolled **3.86 million children** and individuals. Our borrowers' capital also financed the creation of **2,783 entirely new student seats**—which is like financing five new average-sized US public schools.

Interested in how COVID-19 has impacted schools in our portfolio? See the story of Spark Montessori on [page 34](#).

SDGs impacted:



"We wouldn't have succeeded without the New Hampshire Community Loan Fund," said Sandra, whose child attends Country Day School. "They financed us on terms we could afford, helped us lower our operating costs, and provided stability and security."



Lirio Montessori, funded by our borrower Wildflower, is a micro-school that offers a child-centered learning environment to support children and families from diverse backgrounds.



# Health

We invest to increase access to quality, affordable healthcare and clean water to enable individuals and families to learn, work, and thrive.

## 5.7

million patients served

## 276

healthcare facilities financed

## 183,000

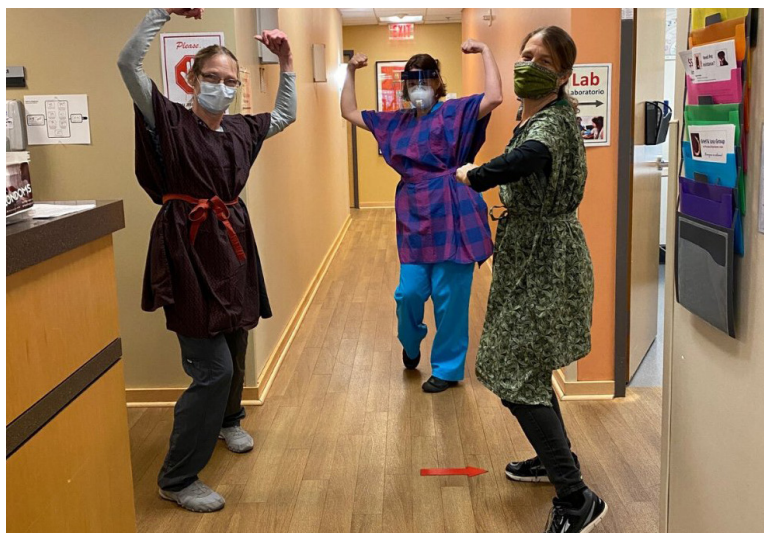
people gaining access to improved drinking water



We invest in intermediaries that operate and finance healthcare facilities and work to improve reliable access to quality water and sanitation. Our borrowers address market gaps in health services for low- and moderate-income communities in the US and globally. In 2019, we helped to finance **276 healthcare facilities** that served **5.7 million patients** in the US and around the world. These facilities not only provide affordable access to care, but also increase job opportunities for trained medical professionals, many of whom are women.

Throughout the COVID-19 pandemic, our borrowers have been on the ground supporting their local communities with enhanced services during this time of great need. For example: Central City Concern was recently awarded \$100,000 from Kaiser Permanente to buy masks, gloves, gowns, and cleaning supplies in an effort to support Portland's homeless population. Across Sub-Saharan Africa, Medical Credit Fund (MCF) has used innovative financing solutions and digital technologies to cater to the specific needs of health SMEs during the pandemic. To date, MCF has issued more than \$1.3 million for COVID-19-specific loans to manufacturers and suppliers of pharmaceutical supplies in Kenya and Uganda.

SDGs impacted:



Three Central City Concern frontline medical workers pose for a photo after a long day of work during the COVID-19 pandemic.



Azure Source Capital, an initiative that mobilizes capital and technical expertise to upgrade and expand water services for the poor, helps to create healthy communities across El Salvador.



## Microfinance

We invest to improve access to finance so individuals around the world can meet their household and business needs.

**\$2,113**

**average loan size**  
disbursed

**45.84**

**million clients**  
active

**75.4%**

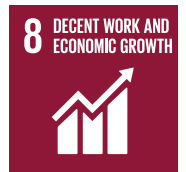
**clients** who are  
women

Increased access to quality financial products and services allows more individuals, regardless of income level or geography, to improve their lives, along with the lives of their families and communities.

Supporting micro-entrepreneurs and small businesses, those that form the foundation of economies around the world, is now more important than ever. While many micro-enterprises are hurting as a result of the COVID-19 pandemic and related lockdowns, these same businesses will ultimately form the basis of a strong economic and social recovery.

In 2019, our borrowers made **loans to 980 microfinance institutions** and networks that produce innovative financial products and services, which include credit, insurance, and savings products, as well as payment platforms and financial education. These institutions served **45.84 million clients, 75.4% of whom are women**, and supported **26.1 million micro-businesses**.

SDGs impacted:



Mrs. Alamelu belongs to a women's self-help group in Kanchipuram, India. ECLOF's financial support has enabled her to develop a pottery business and finance the education of her two sons.



# Small Business

We invest in small business as the engine of inclusive economic growth.

## 497,972

**small and medium enterprises (SMEs) financed**

## 486,357

**jobs created or retained**

## 241,774

**SMEs owned by women or entrepreneurs of color**

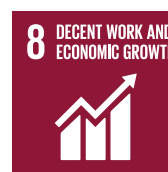


Small and medium-sized enterprises power inclusive economic growth around the world. In the US alone, small businesses employ nearly half of the private workforce, or 59.9 million people. Access to financial products and solutions that uniquely meet small business/SME needs help to create economic opportunity, quality jobs, and community-driven development.

SMEs currently face a wide financing gap, especially in the face of the COVID-19 pandemic. We support intermediaries that are developing products and services to fill this gap. In 2019, our capital helped finance **497,972 SMEs** and supported the creation or retention of **486,357 jobs** worldwide.

Interested in how COVID-19 has impacted small businesses across our portfolio? See the story of La Esperanza on [page 34](#) and learn more about our COVID-19 small business relief efforts on [page 35](#).

SDGs impacted:



Dylan Gehrken and his company Greasecycle, which received a loan from Natural Capital Investment Fund, collect and refine millions of pounds of used cooking oil and waste trap grease from North Carolina businesses to use for biofuel and compost.



Alan and Kare Williams opened Tucson, AZ's Milo Fitness Factory, funded by our borrower Chicanos Por La Causa, with the intention to build a fun, supportive, functional fitness community where anyone can pursue their fitness goals.



## Environmental Sustainability

We invest in efforts to conserve the planet's natural resources to address climate change and its adverse effect on communities.

# 27

**million metric tons CO<sub>2</sub> avoided** due to conservation, agroforestry, carbon offsets, and waste reduction

# 160,633

**tons of waste** reduced

We know that climate change disproportionately affects lower-income communities with less resilient infrastructure. We seek to demonstrate scalable strategies for private capital to build resilience and generate positive environmental benefits. As the market develops, we are focusing on solutions that support natural resource management and climate change adaptation and mitigation.

Land conservation, agroforestry, and sustainable land use and cultivation are important ways of accomplishing these goals; in 2019, our borrowers managed **1.5 million acres of land sustainably**. This land, in addition to timberland conserved by our borrowers, avoided or offset the production of **26.6 million metric tons of CO<sub>2</sub>**.

The recycling industry is another example of how private capital can finance sustainability. In 2019, our borrowers recycled **160,633 tons of waste**, which equates to nearly 23,000 garbage trucks of waste being recycled instead of diverted to landfills. Reduction in landfill waste has a number of positive environmental benefits, including reduction in greenhouse gas (GHG) emissions. The waste diminished by our borrowers **reduced approximately 461,017 metric tons of CO<sub>2</sub>**.

SDGs impacted:



With the financial support of Banco Davivienda, a borrower of the eco.business Fund, Upala Agrícola grows and exports sustainable pineapples produced according to environmental best practices. The company utilizes an environmental risk matrix to identify potential impacts of pineapple cultivation based on soil studies and landscape assessments.



# Renewable Energy

We provide financing to expand renewable energy solutions around the world, while improving access to energy, air quality, and health.



## 17.7

**million end users**  
with improved  
access to energy

## 4.3

**million metric tons**  
**CO<sub>2</sub>** reduced

## 12.3

**million kWh of**  
**energy conserved**

## 2.4

**billion kWh of clean**  
**energy generated**

Increased access to efficient and affordable clean energy creates opportunities for businesses and communities to grow in a sustainable way. Internationally, our strategy is focused on providing reliable access to energy, particularly for communities not connected to the grid. In the US, we work to meet the needs of intermediaries that are filling market gaps in the renewable energy sector. We pursue cross-sector opportunities to increase clean energy access and affordability for underserved communities across the US, often with community development and affordable housing partners.

In 2019, our capital provided 17.7 million people with improved access to energy and will help reduce **4.3 million metric tons CO<sub>2</sub>** over the lifetime of the energy products sold and replaced. That's like decommissioning an entire coal-fired power plant for a full year. In addition, the **546,346 renewable energy products** and projects financed or sold by our borrowers will generate **2.4 billion kWh of clean energy**, which is enough to power 19,471 average US homes for a year.

SDGs impacted:



Panasolar, a 12.4 MW solar photovoltaic energy project in Aguadulce, Panama funded by our borrower H-REFF, is expected to reduce 24,000 tons of CO<sub>2</sub> annually and generate 19 GWh per year of clean energy.



LaToya Smith has been a DC Solar for All participant since April 2018. She installed her rooftop solar array through Solar United Neighbors and Solar for All, which seek to share the benefits of going solar with low-income households and are supported by our borrower the DC Sustainable Energy Utility.



## Sustainable Agriculture

We invest in projects that increase food security and promote economic development through sustainable agricultural practices.

**73,945**

**smallholder farmers**  
supported

**1.33**

**million rural clients**  
served

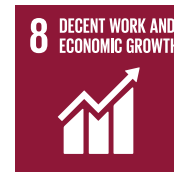
**1.26**

**million women**  
served

By connecting farmers with market opportunities and strengthening global food supply chains, we help provide sustainable livelihoods for agricultural producers while contributing to greater global food security. To continue to strengthen this sector, we support the growth of emerging intermediaries that encourage sustainable agricultural practices through their financing.

In 2019, our borrowers supported **73,945 smallholder farmers** and **1.33 million rural clients** across the globe. They also financed **137,254 microenterprises** that cultivate products ranging from fruit like lemons, avocados, and papayas, to seaweed, Andean moss, and organic hydroponic produce. **69% of these microenterprises were owned by women.**

SDGs impacted:



The eco.business Fund supports the promotion of business and consumption practices that contribute to biodiversity conservation, the sustainable use of natural resources, and climate change mitigation and adaptation.



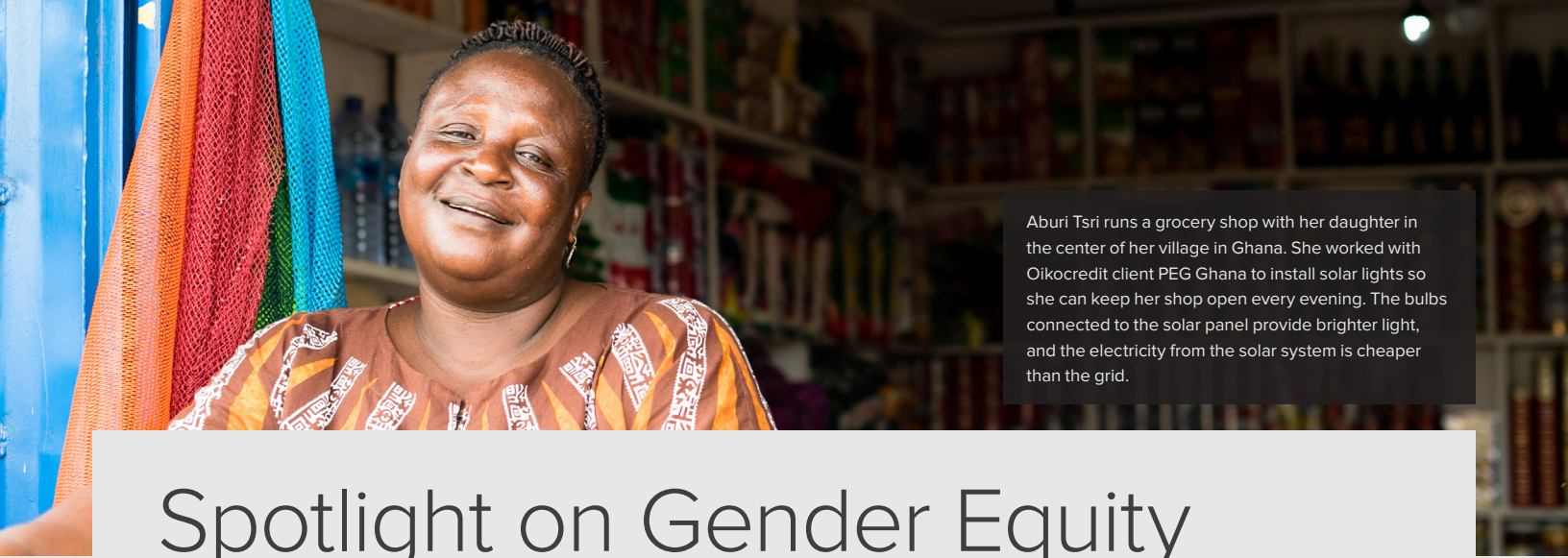
ECLOF offers tailored products and services that are accessible to clients that are often left behind by traditional finance. More than 60% of ECLOF's clients worldwide reside in rural areas and 30% of their loan portfolio is dedicated to agricultural loans.





Artemio Tello works with Inka Moss, a client of our borrower MCE Social Capital and a B Corp certified social enterprise that works with remote communities in the Peruvian Andes to source, process, and export 100% organic moss that grows naturally in the region.





Aburi Tsri runs a grocery shop with her daughter in the center of her village in Ghana. She worked with Oikocredit client PEG Ghana to install solar lights so she can keep her shop open every evening. The bulbs connected to the solar panel provide brighter light, and the electricity from the solar system is cheaper than the grid.

# Spotlight on Gender Equity

Calvert Impact Capital considers gender across all of our investments. Why? Gender equity is not just good for women—it's good for investment, good for business, and good for society. In short—it's good for us all. As a recognized leader in the gender lens investing field, Calvert Impact Capital works to move gender lens investing from a relatively niche practice to a standard part of all investing. When women are valued, they have more power and influence over the broader economy and when gender is paid attention to, better investments are made.

## Gender Metrics Across Our Portfolio

In 2019, 91% of our borrowers from whom we collected impact data also reported on gender disaggregated metrics across three levels: their management and staff, the gender metrics they collect from their own borrowers, and the end clients who use the products and services financed.

Our **Borrowers** supported

**38.7**  
million women clients

**175,401**  
women-owned businesses

**Women** represent

**71%**  
of the end clients of our borrowers  
and their investees

**44%**  
of our borrowers' senior leadership

**54%**  
of our borrowers' staff on average

**36%**  
of the Boards of Directors of our  
borrowers

## Spotlight on Gender Equity in Renewable Energy

Investing with a gender lens has the potential for outsized impact, particularly in the renewable energy sector internationally. Energy poverty disproportionately affects women and girls; over 789 million people around the world lack access to electricity, concentrated heavily in Sub-Saharan Africa. **Access to clean energy can improve women's health by reducing indoor air pollution, and can enable more opportunities for education and entrepreneurship.** By strengthening the gender lens approach in this relatively young sector, we can ensure that as it grows, its dedication to gender inclusion grows with it.



**20%**

increase in clean energy  
products sold by businesses our  
borrowers finance



**708,288**

women with improved access  
to clean energy products



**2.4**

billion kWh clean  
energy generated for  
household use



## Our Gender Lens Strategy

Calvert Impact Capital looks at gender in several ways. We **use it as a lens** to see risk and opportunity more clearly **and as a lever** to pull for greater impact. Gender is nuanced and contextual; there is no one way to incorporate gender into a strategy and our borrowers' diverse approaches demonstrate this. We're proud to work with our borrowers to introduce, improve, and enhance their gender strategies. Read below for three examples of how gender is present in a range of our borrowers and their strategies:



### SunFunder: the importance of gendered data and a diverse team

SunFunder is a solar finance business that has directly impacted the lives of girls and women by providing energy access to households across Sub-Saharan Africa and Asia. SunFunder **began collecting gender disaggregated data** which helped them better understand how to serve their solar company client base. They developed a gender policy and action plan, including assessing how their clients approach hiring as well as the gender diversity of their own team, directors, and credit committee. They are now working with gender experts to **embed gender into their investment process** through credit appraisals and monitoring as well as internal operations.



### Grameen America: helping women build small businesses for big success

Founded by Nobel Peace Prize recipient Muhammad Yunus, Grameen America is a microfinance nonprofit that helps women build small businesses to create better lives for their families. They offer microloans, training, and support to transform communities and fight poverty in the United States, and **explicitly tailor their loan products and other offerings to suit the needs of their women clients**, like Mitzie, shown left, who owns a salon in New York. 100% of their clients are women, as well as 85% of staff and 63% of senior leadership.



### SANAD: partnering to offer products that empower women entrepreneurs

The SANAD Fund for MSME is dedicated to supporting entrepreneurs in the Middle East and North Africa. SANAD has been a partner of the Microfund for Women (MFW) since 2015, **working together to expand financial inclusion to Jordan's underbanked women entrepreneurs**. One such entrepreneur is Bara'a al-Thawra, the founder of Tabeetna Organic Beauty Products, who was turned away by banks because "unfortunately, gender still plays a role here." It was through MFW that she was able to access the financing she needed to invest in a stock of high-quality ingredients and hire additional staff.

## Gender Lens Toolkit

Calvert Impact Capital is dedicated to sharing our lessons learned and resources with the field to encourage the adoption of gender lens investing. You can find these and more at [calvertimpactcapital.org/insights/gender](https://calvertimpactcapital.org/insights/gender).



**Just Good Investing:** Why gender matters to your portfolio and what you can do about it



**Gender Lens Survey & Legal Toolkit:** How investors can incorporate gender into legal documentation

# Our Response to COVID-19

## Support for Communities During a Time of Crisis

To say we are living in extraordinary times would be an understatement. The world is facing an enormous amount of uncertainty, putting a strain on families, communities, companies, and markets. We believe that impact investors can play a critical role in our recovery from the COVID-19 pandemic—not only in strengthening communities, but in reshaping our economic system to become more resilient and prioritize social and environmental concerns. As impact investing is driven by the connection between finance, people, and planet, the industry can support recovery efforts by taking a stakeholder and solutions-driven approach to investing that focuses on long-term health and well-being. Throughout the pandemic, Calvert Impact Capital has operated with the same core purpose that anchors all of our work: to use capital, in innovative and collaborative ways, to create a more equitable and sustainable world. And we have kept two key questions front of mind to guide our response:

**How can we help our borrowers stay strong and address needs in their communities, while remaining good stewards of our investors' capital?**

**How can we leverage our market position and resources to partner with others and help build the infrastructure for capital to move quickly to communities in need?**



# 44%

of investors are more likely to invest for impact since COVID-19

# 72%

of Millennials said they are more likely to invest for impact since COVID-19

(From our 2020 Investor Survey)

In the face of the COVID-19 pandemic, our borrowers continued to do what they do best—support their communities and clients during a time of great need. Below are two examples of the vital support provided by our borrowers:



### Community Reinvestment Fund

Community Reinvestment Fund, USA (CRF) is committed to spreading economic equity across the country and generating more investment in the

communities that need it most. After only a year of operation, one of CRF's borrowers, Spark Montessori, was faced with Illinois' statewide stay-at-home order and the cancellation of all classes due to the COVID-19 pandemic. While Spark had embraced e-learning strategies, the founder, Sarah Hruska, felt the school needed to reduce the financial burden for families no longer able to send their children to in-person classes. However, with a reduction in tuition, Spark was faced with the prospect of being unable to pay its 10 employees. Hruska turned to the Paycheck Protection Program (PPP) loan from CRF as a life preserver, and CRF delivered the help that the school needed to survive until in-person classes were able to resume.

"The people on the CRF team were true heroes at a time when we needed it most. The PPP loan was a massive relief. Not only did it help us pay our staff, but it also helped our families access educational support while maintaining this vital connection to our community. We've been so lucky to have such dedicated employees and families, and CRF helped us keep them so we can emerge stronger in the future," said Hruska.



### Advance Global Capital

Advance Global Capital (AGC) is a fund manager that provides debt financing to non-bank financial institutions that offer factoring or invoice discounting services to small and medium enterprises ("SMEs"). One of those SMEs is La Esperanza ("Hope"), a women-led clothing company in Ecuador that sells children's clothing.

The company employs 160 factory workers (80% of whom are women) and also provides work to 200 home-based women workers in rural areas across the country.

Due to COVID-19 pandemic restrictions, Elena, the founder of La Esperanza, had to temporarily shutter her factory. To keep business moving forward, Elena obtained a certificate that allowed her to go to her factory to cut fabric for new orders and deliver it to her staff. With the help of Elena's son, the company has also expanded its product line and landed a contract to create personal protective equipment (PPE) for Ecuador's frontline workers. Since late May 2020, online store activity has increased and the PPE contract has brought in \$150,000 in new sales. With AGC's local financing partner by her side, Elena has been able to expertly navigate shifting markets, stabilize her business, and quickly respond to demand.

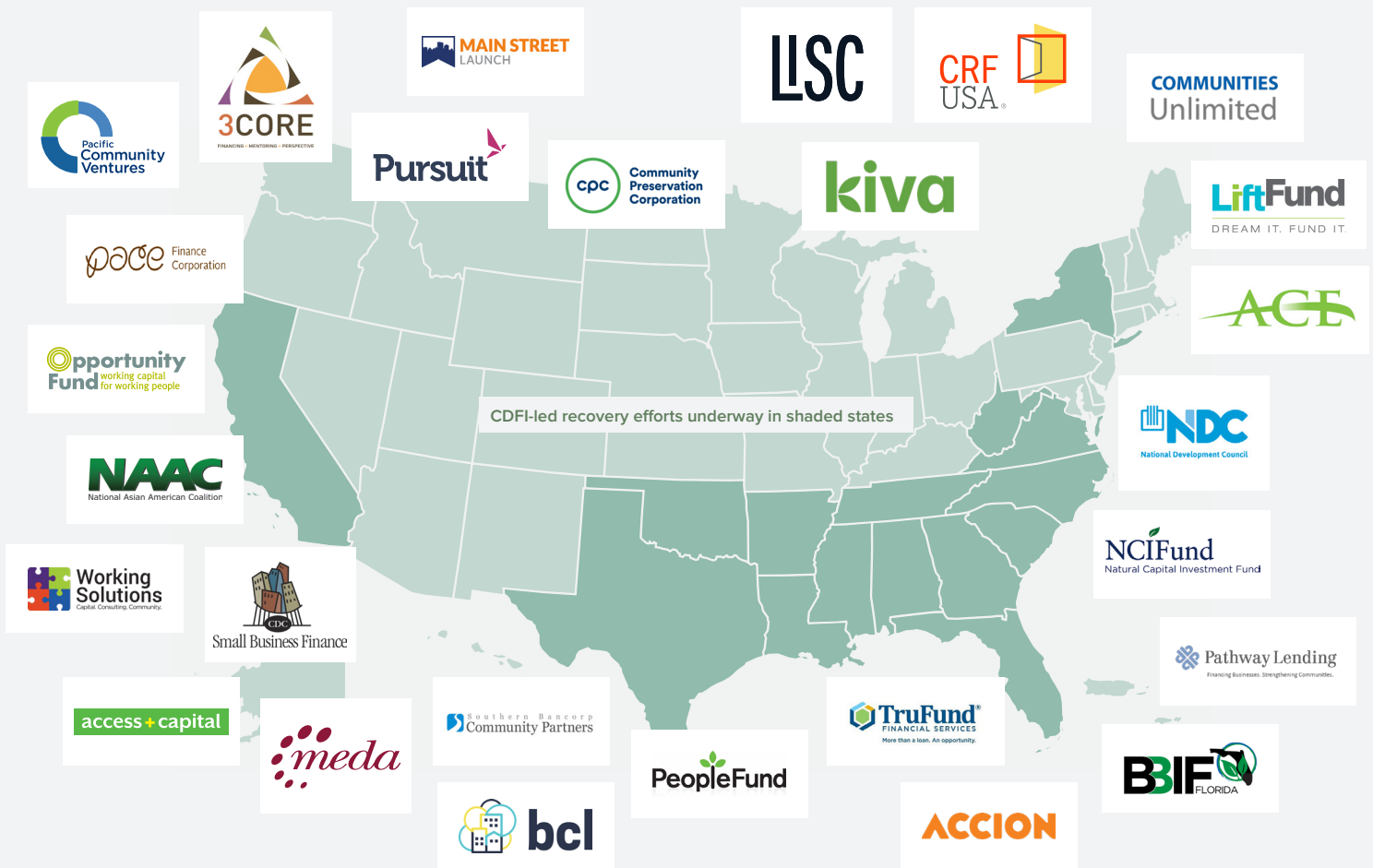


## CDFI Collaboration to Serve Small Businesses

Calvert Impact Capital is built to move capital into communities that otherwise lack access, and often need it most.

Throughout 2020, we continued to activate capital to meet the evolving needs of our borrowers and the communities they serve, including through cross-sector partnerships to develop recovery funds like the New York Forward Loan Fund (NYFLF) and efforts to replicate this structure across the country. These efforts focus on bringing resources to community development financial institutions (CDFIs) so they can support small businesses in their communities.

These recovery funds involve broad collaboration across state and local governments, banks, corporations, foundations, and CDFIs. Throughout the pandemic, CDFIs have been a financial lifeline for small businesses and nonprofits, especially those run by people of color and women, often operating in low-income and harder to reach communities. The recovery funds have leveraged the national network of CDFIs, built over decades, to provide crucial financing to small businesses as they pivot to re-open and recover. This map includes our CDFI partners in this work to date.



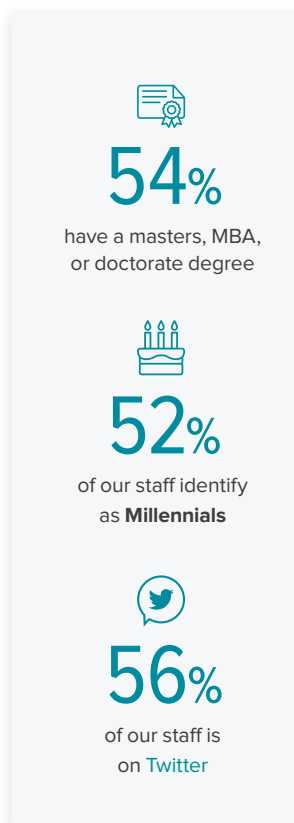
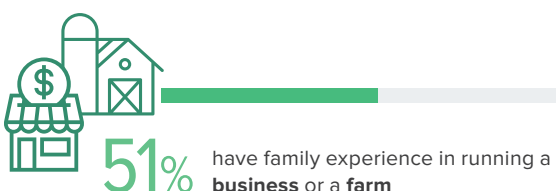
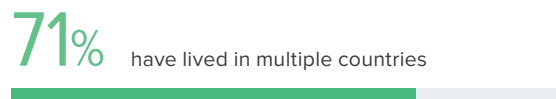
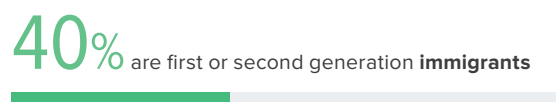
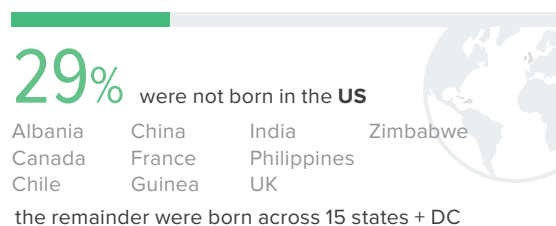
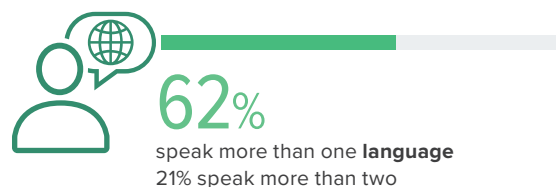
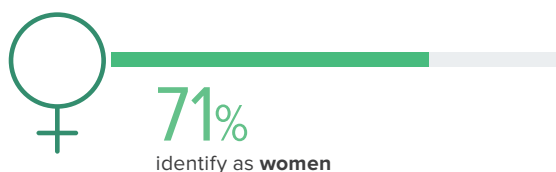
Our recovery from the Great Recession was long and uneven, with many communities left out entirely. We can't afford to let that happen again. We have seen the incredible work of CDFIs and their service to low-income and marginalized communities through our 25 years of lending to and working with them. If properly resourced, they can play a critical role in driving a recovery that is more equitable and more inclusive. We are honored to work with CDFIs and other partners to develop scaled solutions that can support the country's smallest small businesses.

Learn more about our and our borrowers' ongoing efforts to support communities during this crisis on our website at [calvertimpactcapital.org/covid-19-resources](https://calvertimpactcapital.org/covid-19-resources).



# What Makes Us Different

Our staff's diverse backgrounds, experiences, and interests makes our team well-equipped to steward our investors' capital. While the team currently works remotely in the face of a global pandemic, our passion for the mission of Calvert Impact Capital brings us together every day. Our diverse identities and experiences help us channel investor capital more effectively to the communities that need it most.



"Calvert Impact Capital seeks to innovate and create opportunities for impact in unprecedented ways. When I consider qualities that constitute a leader in the industry, I think of organizations that lead the charge into uncharted territory while bringing others with them. That's something that Calvert Impact Capital has done for a long time."



**Derek Strocher**  
Chief Financial Officer

"At Calvert Impact Capital, I'm able to put my words to action. I get to work on the issues I care about alongside others who care about the same things. Not many people get to say the same."



**Caroline Chinhuru**  
Officer, Investments

"Ultimately, we're part of building a broader movement of financially educated people who can make better choices on how they use their economic power, which I view as perhaps the most important way each of us shapes the world every day."



**Justin Conway**  
VP, Investment Partnerships



“I am most excited by our ability to do truly global work. Our work touches each state in this country and more than 100 countries around the globe. All of our work is done in-house by our team of dedicated and passionate professionals.”



Dina Curtis  
Chief of Staff



Questworks, a client of our borrower SunFunder, installs a rooftop solar system in Kenya.

## Methodology

Impact Measurement & Management (IMM) is the process of identifying the impact we seek to achieve, assessing the projected and realized impact of our investments on communities and the planet, and managing our investment process in order to maximize positive impact and minimize the negative. To achieve these goals, we embed our impact measurement and management tools within each step of the investment process—from due diligence to annual reporting.

The way we manage impact through the investment lifecycle aligns with our three layers of impact: capital from our investors (investor impact), capital to our borrowers (portfolio impact), and capital invested in global communities (community impact). Each of these layers is described throughout this report.

By creating impact throughout each of these three layers of impact, we hope to build a more functioning marketplace between the global capital markets and global communities, ultimately creating opportunity and building equity for people around the world.

## Data Sources

We use internal and external data sources to measure the impact reported in this year's impact report. For our portfolio and community impact reporting, we employ industry-aligned indicators and best practices, including IRIS+ and the Impact Management Project's (IMP) 5 dimensions of impact, to collect the most relevant impact data and alleviate the reporting burden on our borrowers. IRIS+ is aligned with most, if not all, other industry and sector reporting initiatives, such as the 2X gender challenge, HIPSO, AERIS, CDFI Fund, GOGLA, SPTF, among others. Most data is self-reported by borrowers on an annual basis, through custom or standard reporting required by our loan agreements. Unless otherwise stated within the report, all data is as of December 31, 2019, and all 2020 financial data is unaudited as of September 30, 2020. Audited financial statements for 2020 will be made available on our website within 120 days of the end of the fiscal year.

**Investor Impact:** The metrics in this report reflect the outputs and outcomes we had on our investors and co-lenders. Data on investor motivations is sourced from our 2020 Investor Survey ([calvertimpactcapital.org/insights/survey](https://calvertimpactcapital.org/insights/survey)). Metrics on Note sales reflect online and direct sales data from our internal systems and brokerage sales data from our brokerage distributor, Incapital. Due to limited individual account and financial advisor information on Note sales through brokerage firms, not all Note metrics will include brokerage channel sales data and some Note metrics may utilize estimation techniques. Syndication data is sourced from our internal loan syndication and accounting system, as well as other internal records. Syndication data is expressed as cumulative outputs and outcomes as of September 2020.

**Portfolio Impact:** Metrics reported are based on internal analysis, borrower reporting, and our internal loan servicing system. These metrics reflect performance in our borrowers' fiscal year 2019, which may vary depending on the borrower. Additional qualitative data was collected from the borrowers themselves and case studies were presented with borrower approval. Some performance reported is the result of a long relationship between us and our borrowers, and thus reflects performance through 2019.

**Community Impact:** Impact metrics reflecting borrowers' outputs and outcomes on the ground and on the environment are collected on an annual basis using a standard process across our portfolio. As of December 31, 2019, our portfolio consisted of 115 active loans across 97 borrowers. 96.3% of borrowers who were requested or required to report, or make impact data available, reported to our team. Metrics reflect performance in our borrowers' fiscal year 2019, which may vary depending on the borrower. This report reflects the aggregate total of this data.

While our investments are a crucial portion of our borrowers' financing, it is important to note that this impact was not financed solely by our capital and we do not 'take credit' for the full impact reported in this report. The impact reported on behalf of our borrowers is a full picture of the impact they had on the environment, in the communities they serve, and the markets they operate in. Borrowers do utilize estimation techniques and proxy indicators where appropriate and in accordance with best practices, in order to capture this full picture of impact.



## More information on our Impact Disclosures

In April 2019, we were pleased to become a founding Signatory of the Operating Principles for Impact Management, a framework spearheaded at the IFC and now adopted by more than 100 leading global impact investors. The Principles aim to ensure that impact considerations are integrated into the entire investment lifecycle and that lessons learned are continuously incorporated into portfolio management.

We have always provided comprehensive impact reporting to our investors on the impact we have on borrowers as well as on the ground in global communities, and by adopting these Principles, we committed to providing investors an ‘under the hood’ view into our impact management practices. Our current Impact Disclosure can be found at: [calvertimpactcapital.org/impact/disclosure](https://calvertimpactcapital.org/impact/disclosure).

## Industry Collaboration

The work we do wouldn't be possible without our industry peers. Likewise, we work with these peers to advance knowledge and expertise of impact investing best practice through the following industry groups and collaborations.

Industry standards we have aligned with or signed on to:



We are also pleased to be acknowledged by the following industry awards:



Chosen for **ImpactAssets 50**, one of the most trusted and recognized databases of impact investment fund managers



Named a **top private investor in blended finance deals** and a **top impact investor in gender-related blended finance transactions**



Awarded **Asset Manager of the Year (Mid-Sized)** by Environmental Finance's 2020 IMPACT Awards

“It has been my pleasure to chair Calvert Impact Capital during this period of growth and innovation. The extraordinary team has raised record amounts of capital, and we are well equipped to continue building on the pioneering efforts that our founders started 25 years ago.”

**Bart Harvey**

Chair of Calvert Impact Capital Board of Directors

**Bart Harvey**

Board Chair

**Aron Betru**

Director

**Ruma Bose**

Director

**Meesha Brown**

Director

**Mario Espinosa**

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**Dr. Jennifer Isern**

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**Kathy Stearns**

Director

**John Streur**

Director

**Jaime E. Yordan**

Director

**Rebecca Adamson**

Director Emerita

**Shari Berenbach**

Director Emerita (in memoriam)

**Margaret Clark**

Director Emerita

**John G. Guffey, Jr.**

Director Emeritus

**Wayne Silby**

Director Emeritus

You, our investors, have made our work and our impact over these past 25 years possible. From all of us here at Calvert Impact Capital,

THANK YOU!



April and her daughter Shineeha used to live on the rural Navajo Reservation outside Phoenix, AZ, which was quite far away from the Phoenix Children's Hospital, where Shineeha needed to go for frequent care. Thanks to a program of our borrower CPLC, which provides subsidized housing for low-income clients, April and her family were able to move closer to the hospital. Through this program, the family's healthcare costs have dropped significantly. But more important to April and her husband Aaron, they are able to provide better care for the most important part of their lives: Shineeha.



## About Calvert Impact Capital

Calvert Impact Capital makes impact investable. Through our products and services, we raise capital from individual and institutional investors to finance intermediaries and funds that are investing in organizations and communities left out of traditional capital markets. We raise retail and institutional capital through our fixed-income product, the Community Investment Note®, as well as institutional capital through our Syndication services. During our 25-year history, we have mobilized over \$2 billion of investor capital. All of our investor dollars are channeled to create measurable social and environmental impact across nine sectors in communities in the US and around the world.

For comments or questions on the 2020 Impact Report, contact us at [impact@calvertimpactcapital.org](mailto:impact@calvertimpactcapital.org). For additional information on our work, visit our Insights page at [calvertimpactcapital.org/insights](https://calvertimpactcapital.org/insights).

Get more information on our Syndication services or Community Investment Note® at [calvertimpactcapital.org/invest](https://calvertimpactcapital.org/invest).

Join us in investing for a more equitable world.

**Learn more at [calvertimpactcapital.org](https://calvertimpactcapital.org)** →

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[calvertimpactcapital.org](http://calvertimpactcapital.org)



[@calvertimpcap](https://twitter.com/calvertimpcap)



[linkedin.com/company/calvert-impact-capital](https://linkedin.com/company/calvert-impact-capital)

We're moving!

As of January 1<sup>st</sup> 2021, please find us at our new address:

**7550 Wisconsin Avenue  
8<sup>th</sup> Floor  
Bethesda, MD 20814**

Until then, our mailing address is:

**7315 Wisconsin Ave  
Ste 1000W  
Bethesda, MD 20814**

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