Creating good jobs—with benefits and wages people can live on—cost-effectively and for the people who need them most. That’s reinventing prosperity and it’s what Pacific Community Ventures is all about. We fulfill our mission through two core nonprofit programs and our affiliated equity funds:

**BUSINESS ADVISING**

We recruit California’s brightest business minds to volunteer their expertise to help promising small businesses grow and create jobs in lower-income communities. PCV’s community of advisors, entrepreneurs, and partner organizations provide small business owners with knowledge and resources to help them—and their employees—excel. Our focus is on brick-and-mortar small businesses, like those in manufacturing and distribution, that have the potential to create quality jobs in vulnerable communities.

**INSIGHT**

Through policy research, analysis and education, PCV works to drive capital and other resources to underserved markets, advancing the field of impact investing. With the tools and advice InSight provides—including social performance due diligence and evaluation—investors can earn competitive financial returns while generating verified social benefits and policy-makers can craft innovative policies to support entrepreneurship in disadvantaged communities.

**EQUITY FUNDS**

Pacific Community Management, an affiliate of Pacific Community Ventures, manages three private equity funds, investing capital in high-potential businesses in California’s underserved areas to yield financial returns for investors and quality jobs for residents of lower-income communities.
Dear Friends,

Why are we optimistic in these uncertain times? PCV is a real-world, evidence-based organization, and we don’t take an assessment of the state of our world lightly. 2010 revealed notes of hope for the economy, and we see many reasons to be positive.

At PCV we are attuned to the particular brilliance that comes when talented business and nonprofit professionals, small business owners, line workers, donors and policymakers come together to solve problems. The silver lining for us is the combination of creative ideas, resourcefulness and hustle that the companies we work with are showing in this, the toughest market any of us can remember.

This annual report highlights real examples of collaborative problem-solving. Read on to see how, with PCV’s support, companies continue to create economic growth for lower-income communities. Their willingness to work together and work hard for a new prosperity reinforces our optimism.

While PCV worked on-the-ground to create sustainable jobs in California, we also worked on a national level to spur the economy from the big-picture policy perspective. In 2010, PCV heightened our influence on the conversation about impact investing—driving capital and other resources to underserved communities—through collaborative research, panel talks, and convening discussions with thought leaders in places as varied as Harvard University, the Rockefeller Foundation and the Aspen Institute.

In conjunction with our policy and advising work, PCV continues to invest capital in high-potential small businesses that create quality jobs for lower-income workers. Capital remains a vital tool for stimulating job growth, especially in our most vulnerable neighborhoods. While the effects of the recession still resonate, and job creation across the country was anemic, PCV’s advised and invested companies experienced nine percent job growth in 2010.

The rebound has begun. PCV invites you to join us in this spirit of optimism as we work together to propel small business growth and deliver prosperity for underserved communities.

With warm regards,

Bill Pace
Board Chair
Pacific Community Ventures

Beth Sirull
Executive Director
Pacific Community Ventures

Eduardo Rallo
Managing Partner
Pacific Community Management
PACIFIC COMMUNITY VENTURES

AT WORK

Advising, Collaborating, Investing

In 2010, PCV worked intensively to increase economic opportunities for lower-income communities.

On-the-ground, our Business Advising program and Pacific Community Management invested time, networks, knowledge and capital into small companies to create economic opportunity in vulnerable neighborhoods.

Nearly 200 companies in California were helped by more than 130 volunteers from PCV’s pool of seasoned business advisors. Collectively, PCV staff and these volunteer professionals dedicated over 5,000 hours of their time to help business owners build a path to prosperity for their entire workforce. Pacific Community Management invested $6.8 million in businesses in California’s lower-income communities.

In-the-field, PCV’s research and analysis informed policy-makers from California to New York to Washington, D.C. with key findings in the growing arena of impact investing. PCV’s InSight program expanded its influence on public policy to develop investment markets that benefit vulnerable communities.

Following are just a few examples of successes from the year.
ADVISING
GAMA-GO | Consumer Giftware Retail & Wholesale Design

Over its 10 years in business, GAMA-GO has become popular for its well-designed, cartoon-inspired clothing and products. With a dozen employees working out of the company's location in San Francisco's South of Market neighborhood, GAMA-GO had strong sales but never had made a profit and continued to grapple with cash-flow challenges, leaving owners and employees alike in a vulnerable position.

After doing some research, Co-Founder Greg Long learned of PCV's services to build capacity for small businesses. He and his team moved directly to working one-on-one with a PCV advisor who "helped us drill down on the hard numbers, review projections, pricing and product shipments." Greg notes, "Our PCV volunteer advisor provided us with reliable, verifiable and high-level advice."

Greg also attends many PCV workshops. "I'm very inspired by the other PCV members I meet - owners of companies I admire a lot." After working with PCV for just nine months, GAMA-GO - for the first time in its history - ended the year profitably.

2010 job growth at PCV companies – 9%
“PCV and CDC cared. They’re professionals who know what they’re doing and found a resolution that works for everybody.”
Reed Hauge, Co-Owner and President of All-Safe Pool Safety Products

COLLABORATING
ALL-SAFE POOL SAFETY PRODUCTS | Pool Safety Products, Installation, and Maintenance

With 35 employees, tens of thousands of customers, and dozens of dealers and vendors across the United States, All-Safe was a small business with a big footprint on the economy—all of which made Co-Owner Reed Hauge fret even more as he contemplated the potential dissolution of his 18 year old family-owned business. But the combination of a stalled economy and a complex financing deal on three business properties presented just this dilemma for All-Safe.

With negative cash-flows, All-Safe was having a difficult time making ends meet. Reed turned to one of his lenders, CDC Small Business Finance, for help. CDC Small Business Finance reached out to Pacific Community Ventures, as an integrated partner, to help All-Safe identify options and understand the implications for the business. PCV assisted in the negotiations between All-Safe, CDC, the Small Business Administration and the commercial lender that ultimately enabled All-Safe to re-finance the business’s properties with new terms and a payment structure that allowed All-Safe to turn cash-flow positive.

INVESTING
PACIFIC CATCH | Full Service Restaurant Chain

For many young people and low-income employees, working in a restaurant is the first rung on the ladder of a successful career. At Pacific Catch restaurants, COO Tom Hanson and his team are committed to training their employees with best work practices: to be on time, to have integrity, and to work as a team. They put effort into supporting their employees by continuing to focus on creating sustainable jobs.

“PCV invests in companies that can perform well, but that will also give back to the community, through hiring, training and supporting people in good jobs,” notes Tom. “When you open a restaurant, you hire upwards of 80 people—PCV is helping us with many different aspects of our expansion. Soon we’ll be opening a fourth restaurant in San Jose, and now we have two PCV advisors working with us. Both of them are experienced in our exact field—restaurants. They bring real-world value, from expertise in real estate law to knowledge of how to schedule and train cooks. PCV’s been a great partner for us.”
INSIGHT

Now in its sixth year, Pacific Community Ventures’ InSight program continues to provide rigorous analysis and research to some of the most prominent investment, government, and philanthropic institutions in the United States. Following are two examples of InSight’s work in 2010.

Impact Investing: A Framework for Policy Design and Analysis
Developed with funding from the Rockefeller Foundation, and in partnership with the Initiative for Responsible Investment at Harvard University, this report presents an innovative method for considering the role of policy in developing financial markets that generate social and environmental benefits alongside financial returns. Included in the report are several rules of thumb that currently are being applied by researchers globally, with InSight’s support.

Following presentations before hundreds of thought-leaders in New York and Washington, InSight’s work caught the attention of policymakers at the highest levels and is influencing the development of an agenda for driving growth in the entrepreneurial economy.

Community Equity Capital: The Opportunities and Challenges of Growth
Since InSight’s founding in 2005, the Annie E. Casey Foundation has relied on PCV’s strategic analysis to evaluate the social impact of the Foundation’s private equity investments in a number of underserved communities.

In 2010, InSight was commissioned by the Foundation to research and analyze the performance of economically-targeted private equity investments more generally. This work, which continues in 2011, resulted in the publication of a groundbreaking report, Community Equity Capital: The Opportunities and Challenges of Growth, discussing the practical difficulties and best practices of investing for a double- or triple-bottom line return.

Innovative public policy can support viable private markets that create social goods efficiently, and potentially at greater scale.
PACIFIC COMMUNITY VENTURES 2010

IMPACT

Driving Economic Recovery

In the wake of the global economic downturn, Pacific Community Ventures is helping small businesses create hundreds of jobs that support lower-income workers, driving economic recovery and opportunity in the communities that need it most. In 2010 PCV worked with fourteen partner economic development organizations and 176 small businesses through our Business Advising program and affiliated equity funds. InSight measured the impact on underserved communities of over $1.5 billion in private capital invested in small businesses, further demonstrating the viability of high impact investing in lower-income communities.

While most companies are still experiencing the aftereffects of the economic downturn, the companies PCV advises are at the forefront of economic recovery. In 2010, PCV companies significantly outpaced the U.S. and California private sectors with nine percent employment growth compared to one percent nationally and statewide. In 2010, over half of PCV companies were headquartered in low- to moderate-income areas and two-thirds of the nearly 3,000 employees were residents of lower income neighborhoods. In total, PCV companies paid over $50 million in wages to residents of lower-income communities in California.

PCV’s impact in 2010 is summarized in the following table with PCV financed companies (companies receiving equity investment) and PCV advised companies (companies participating in PCV’s Business Advising program) shown separately to better highlight their unique impacts and performance in 2010.

<table>
<thead>
<tr>
<th>Pacific Community Ventures 2010 Summary</th>
<th>PCV Financed Companies</th>
<th>PCV Advised Companies</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of companies supported in 2010</td>
<td>10</td>
<td>166</td>
<td>176</td>
</tr>
<tr>
<td>Job creation in 2010</td>
<td>5%</td>
<td>11%</td>
<td>9%</td>
</tr>
<tr>
<td>Low- and moderate-income employees as a percentage of the total workforce</td>
<td>58%</td>
<td>75%</td>
<td>63%</td>
</tr>
<tr>
<td>Percentage of companies offering health insurance to hourly employees</td>
<td>89%</td>
<td>62%</td>
<td>70%</td>
</tr>
<tr>
<td>Percentage of companies offering retirement benefits to hourly employees</td>
<td>78%</td>
<td>24%</td>
<td>40%</td>
</tr>
</tbody>
</table>

Preventing Foreclosure/Retaining Jobs

In 2010 PCV partnered with CDC Small Business Finance in San Diego to begin advising small business owners with real estate debt facing foreclosure. By year-end 2010, PCV had worked with small businesses, lenders and the Small Business Administration to avert foreclosure on nearly $20 million in debt, saving over 200 jobs. In 2011 PCV will continue to partner with CDC Small Business Finance and other lenders to advise these at-risk small businesses, preventing foreclosure and job loss.
Creating Jobs

Overall job growth at PCV companies has significantly outpaced the U.S. and California. PCV companies grew employment by nine percent in 2010. By contrast, employment in the overall private sector increased just one percent in both the United States and California. Over the last four years, PCV companies have consistently outpaced the general economy, achieving superior job growth.
Generating Paychecks

Approximately 90% of PCV companies pay their lower-income workers (tenth and 25th percentile earners) more than lower-income workers in comparable California companies.

Providing Access to Healthcare and Financial Security

PCV companies provide health and retirement benefits to employees at rates that exceed national levels. Health insurance premiums in California increased over eight percent in 2010, outpacing inflation and making health benefits less affordable. PCV companies pay an average of 70% of employee premiums, with the majority of companies maintaining benefits at 2009 levels, ensuring healthcare affordability for their workers. PCV also works with the companies in which it makes a financial investment to reserve a portion of company equity for lower-income workers, enhancing employees’ long-term economic self-sufficiency and improving productivity and morale.

<table>
<thead>
<tr>
<th>Hourly employees (proxy for lower-wage workers)</th>
<th>PCV Companies</th>
<th>United States</th>
</tr>
</thead>
<tbody>
<tr>
<td>Eligible for health insurance</td>
<td>54%</td>
<td>38%</td>
</tr>
<tr>
<td>Eligible for retirement plan</td>
<td>53%</td>
<td>40%</td>
</tr>
</tbody>
</table>

Helping the Underserved

PCV companies provide employment to a total of 2,952 workers. Nearly two-thirds (63 percent) of these employees are residents of underserved communities.

The companies that PCV advises employ a diverse workforce. Female employees make up 46 percent of the workforce, 38 percent of PCV company employees are Hispanic or Latino, 14 percent are Asian/Pacific Islanders, four percent African-Americans, and three percent are either multi-racial or another ethnicity.

For Methodology and footnotes please see: www.pacificcommunityventures.org/annual-report/methodology.html
PCV Staff
Michelle Collier
Finance Manager
Kevin Dillon
New Sector Alliance Resident
Lauren Friedman Dixon
Project Manager, InSight
Penelope Douglas
Managing Partner, Pacific Community Management
Ariel Judasziwier
Associate, Pacific Community Management
Allison Kelly
Director, Business Advising
Peter Mehrberg
Managing Partner, Pacific Community Management
Fabiola Mejia
Office Manager
Kendra Ott
Program Manager, Business Advising
Eduardo Rallo
Managing Partner, Pacific Community Management
David Rosen
Chief Financial Officer
Yolanda Ruiz
Partner, Pacific Community Management
Chuck Sinks
Regional Director, Business Advising, San Diego
Beth Sirull
Executive Director
Ben Thornley
Director, InSight
Meredith Willa
Project Manager, InSight
Tom Woelfel
Analyst, InSight

PCV Board of Directors
Ralph Clark
Shotspotter, Inc.
Bud Colligan
Accel Partners
Gordon Davidson
Fenwick & West LLP
Penelope Douglas
Pacific Community Ventures
Linda S. Graebner
LGA Inc., PCV Board Secretary
Greg Gretsch
Sigma Partners
Lore Harp McGovern
McGovern Institute
Mathilda S. Khhabbaz
Citibank, NA
Paul Levitan
Galaxy Desserts
Julia I. Lopez
College Access Foundation
Zander Lurie
CBS
Lisa Malbach
SpencerStuart
William B. Pace
Pacific Community Ventures, Chairman
Teresa Pahl
Hanson Bridgett, LLP
Beth Sirull
Pacific Community Ventures

PCV Board of Advisors
Dado Banatao
Tailwood Venture Capital
Robert Bellack
Los Angeles Times
Jim Breyer
Accel Partners
Maria Contreras-Sweet
PROMERICA Bank
John C. Dean
Startup Capital Ventures
John Doerr
Kleiner Perkins Caufield & Byers
Jed Emerson
Generation Foundation
Peter A. Fisher
Shepherd Ventures
Dave Gold
99 Cent Only Stores
Wallace R. Hawley
InterWest Partners/FaithWorks
Harry Kellogg
Silicon Valley Bank
Rob Knauss
Munger Tolles & Olson LLP
Zoe Lofgren
U.S. House of Representatives
Doug Mackenzie
Kleiner Perkins Caufield & Byers
Robert M. McGill
Neighborhood Bancorp
Jarl Mohn
Private Investor
F. Gibson Myers Jr.,
Entrepreneur’s Foundation
Ken Newby
Deloitte & Touche
Alfred E. Osborne Jr.,
UCLA Anderson School of Management
Tom Ramirez
The Charles River Company
Kimberly Ruiz Beck
Ruiz Foods
JoAnne Starr
UCSD Rady’s School of Management
Anita Stephens Graham
Opportunity Capital Partners
Jim Swartz
Accel Partners
John Welty
California State University, Fresno
Maria Wilhelm
Multiverse.net
Sharon Williams
JobTrain
Lee E. Winslet
Wells Fargo Bank
Stuart Woolf
Woolf Enterprises

PCV companies paid over $50 million in wages to residents of lower-income communities in California

*Service completed 12/31/10
2010 Donors

Institutional Contributors
$50,000 - $999,999
Bank of America Foundation
The California Endowment
Citi Foundation
City & County of San Francisco (MOEWD)
Community Development Financial Institutions Fund
Rockefeller Foundation
William Randolph Hearst Foundation

$25,000 - $49,999
Annie E. Casey
The Aspen Institute
Bank of America
Charles Schwab
Silicon Valley Bank
Wells Fargo Bank

$1,000 - $24,999
Adelante Capital Management LLC
Bay Area Development Company
CDC Small Business Finance
CitiBank
College Access Foundation of CA
Fenwick & West
Friedman Family Foundation
Hanson Bridgett
Intuit
The James Irvine Foundation
The Mohn Family Foundation
Morrison & Foerster
New Mexico Community Capital
New Resource Bank
OneCalifornia Foundation
Raza Development Fund, Inc.
Silicon Valley Community Foundation
US Bank
Wells Fargo Foundation

Individual Contributors
$10,000+
Bud & Rebecca Colligan
Gordon K & Carolyn S Davidson
Greg & Caroline Gretsch
William & Betsy Pace

$5,000 - $9,999
Ralph & Rebecca Clark
Zander Lurie
Lore Harp McGovem

$1,000 - $4,999
Lisa Colligan
Linda Graebner
Penelope Douglas & James Harrigan
Anne O’Relly & Julia Lopez
Beth Sirlin & Jonathan Shuster
David Sterry

$250 - $999
Jack Bertges
Donald G. Butler
Maria Cleaveland
Keith Cox
Kristin Daley
Robert & Michele Davenport
Todd DeMann
Brent Franson
Dan Hunter
David Krishock
Hammin Liu
Vinay Pai
Eduardo & Sylvia Rallo
Scott Smith
John Volk

Founding Donors
Randy & Nicole Adams
Chris Anderson
Greg and Anne Avis
Martin Babinec
Dedo and Maria Banatao
Mike and Lorna Boich
Shelby and Carol Bonnie
Jim Breyer
Nevin Chaddha
Bill Cleary
Bud and Rebecca Colligan
Ed and Lisa Colligan
Kevin Compton
Gordon and Carolyn Davidson
John Dean
Douglas Paul Devlin

Farzad and Rhonda Dibachi
John and Ann Doerr
Donna Dubinsky
Jim Flach
Tom and Susan Ford
Rob Glaser
Greg and Caroline Gretsch
Eric and Elaine Hahn
Eric Hauteront
Welly Hawley
Jay C. Hoag
Mike and Kristina Homer
Eva and Ofir Kedar
Mitch Kapor and Frieda Klein
Jim Labe
John and Liz Laing
Dan Lynch
Neeru and Vinod Khosla
Doug and Shawn Mackenzie
Halsey Minor
Tyron D. Mitchell
Jarl & Pamela Mohn
Arthur and Louise Patterson
Sunil Paul
Philip Rosedale
Robert Simon
Jim and Sue Swartz
Tom and Janet Untermann
Ron Yara and Margaret Eaton
Linda Yates and Paul Holland

In-kind Donors
Adina for Life, Inc.
Chaac Mool (La Cocina)
Extreme Pizza
Flora Grubb
Heath Ceramics
Layer Cake Wines
Mint Greens
Pacific Catch
Patxi’s Pizza
Bay Area Advised Companies
2Tog Inc, dba Zina Kao Exclusives Inc
Ace Mailing (SFMade)
BTTR Ventures
Buddhasalt company
building Lab
CA Home Performance
Charles Chocolates (SFMade)
Coconut and Spice (La Cocina)
Dawson Custom Workroom
DODOcase (SFMade)
Ecco Caffe
Equator Estate Coffees & Teas, Inc.
Evergreen Lodge
Fireclay Tile
Flora Grubb Gardens (Grubb & Nadler, Inc)
Full Spectrum
Gama-Go
Gentle Parking, LLC (Opportunity Fund)
Glass Plus Inc.
Good Lunch
Ground Cover Landscaping
Healthy Soil
Heath Ceramics
Home Health Advocates
House Kombucha
Inigral, Inc
InterSchola
JCH International Apparel Inc.
Joshu-Vela (Working Solutions)
Kaia Foods
Kasa Indian
Laundry Locker
Lemon Twist (SFMade)
Libaire Leather, Inc.
Little Dot Designs (SFMade)
Loring Smart Roast
McRosley Mattress Co (SFMade)
Mobile Spinach
New Avenue
Nomad Design (SFMade)
Origami Foods
Pacific Shaving Company
Parties That Cook
Patxi's Chicago Pizza
pH7 Design
Poloppo
Pub Bites
Purple Hibiscus (La Cocina)
PV Evolution Labs
Pyramid
Redemption Manufacturing
Rhythm and Motion
Rickshaw Bagworks, Inc. (SFMade)
Saber es Poder
Seesaw (Working Solutions)
Sheila Moon Athletic Apparel LLC
Sidewalk Skincare
Silver Moon Desserts
Siteiler Wash
SJ Sallinger Design for Living
Skychaser Solar
SleepQuest
Spice Boxx (La Cocina)
Taylor's Tonics (SF LGBT Center)
The Animal House (SF LGBT Center)
The Essential Feminine Co.
The Love and Hummus Co. (La Cocina)
Three Twins Organic Ice Cream
Thumbs Up Bay Area
Viva el Espanol
San Diego Advised Companies
Advanced Integrated Technologies
Aerofice Architecture
All Types of Baseboards
ARC Roofing
Arthur Murray Dance School
B Street Express Car Wash
Baja Designs, Inc
BS Hand & Sons, Inc.
Business Communications Solutions
Canyon Pottery Inc.
Carson Valero
Ciro's Landscape
Corn Maiden
Discount Mirror and Glass
D'Mundo Tile
Earth Support Systems
Electro Surface Technologies
Gemini Duplication
Gym Ventures
Hi Tek Auto Repair
Highest Bidder
Invisible Touch
Jimmy's Chicken To Go-Go
Kid Ventures
Merlin Machine Products
Methopedia
Moyes Custom Furniture
Murphy Mechanical
Northwest Circuit Corp
Omega Industrial Marine
Painted Rhino
Parisan International
Promex Automotive
Protein Lounge
Radio Active
Raymond Allen Business Supplies
RB Marchi Concrete
Reynolds Mason Industries, Inc.
RXN International
Shine Lighting
Sierra Pacific Fleet Services
SK Furniture
Skipco Grading & Paving Inc.
Source of Health, Inc.
Spitzlift
Sun Boss
Sunshine Pharmacy
Sunwest Pool Safety (aka All-Safe Pools)
Symcoat Metal Processing
The Upholstery Factory
Telecom Logistics
VBT Concepts Inc.
Vigiltron
Financed Companies
Adina for Life, Inc.
Bentek
Evergreen Lodge
Freshology
Galaxy Desserts
New Leaf Paper
Pacific Catch
Pacific Pharmacy
Saber es Poder
Zoom Eyeworks
Bay Area Volunteer Advisors
Monica Adractas
McKinsey & Company
Omar Ahmad
CEO, SynCH Energy
Charanjit Ajmani
Sr. Research Analyst, Advisor Software, Inc
Chris Andersen
President, Atlas Business Advisors
Bob Angus
Founder, RMA Consulting
Joe Anzalone
SVP & Commercial Banking Group Manager, New Resource Bank
Deborah Armanino
VP Sales and MKTG, Armanino Foods of Distinction Inc.
Jeffrey Barney
Director, Kane and Finkel LLC
Faz Bashir
Founder/Consultant, KLIM Management
George Beardsley
President, QualityEarnings
Joan Bodenstein
Director, Product Marketing, Consultant
Don Bogue
Chairman and CEO, Command Audio Corporation
Rick Browne
President, Terra Verde Renewable Partners
Carolyn Carpeneti
Partner, Bialla & Associates
Alicia Chazen
Project Manager, Ryan Associates
Eric Chen
Partner, WI Harper
Manny Cho
Managing Director, VRT Insurance Services
Lisa Chow
Business Consultant, Palmin
Christine Ciardini
Principal, Saas Corporation
Mark Ciano
Business Consultant
Joan Considine
Market Manager, Citibank
Andrew Constantine
Angel Investor, Constantin Partners
John Darrell
Managing Director, Dare Consulting
Brian Dannen
Director, Transcend Capital
Kathryn Edison
Director of eMarketing, Orion Telescopes & Binoculars
Leah Edwards
Principal, Edwards & Co.
Liz Eimerbren
Communications Consultant, Eimer & Eimer Consulting
Mark Farrell
Managing Director, Quest Hospitality Ventures
Sasha Froiland
Managing Partner, Strategic Enterprise Solutions, Inc
Maureen Futtner
Principal, P.R. for the People
Andrew Giacomini
CEO, Hanson Bridgett
Linda Graebner
PCV Board, LGA Inc.
Gary Groff
VP - Branch Manager, New Resource Bank
Jeffrey Gustafson
Various, Interim CFO
Robert Hale
Attorney-at-Law, Law Offices of Robert V. Hale
Seth Hallo
VP, Finance/CFO, Novariant, Inc.
Mark Hamachek
Consultant, Independent Consultant
Lisa Hannah
Founder, 360 MicroFinance
Dan Heller
Partner, DZH Phillips LLP
James Hipkin
COO, General Manager, Red8 Studios
Gregory Johnson
Director, GWJ Enterprises
Clay Jones
EVP, Presto Bank
W. Shannon Jones
Principal, Brodhin & Jones
Mark Jones
CEO, IMotorMart LLC
Ronald W. Kaiser
Director, Ballard, Inc.
John Karatzas
Partner, Ma Maison
Daniel Katsin
Principal, KDS Marketing Solutions
Daniel Kavanaugh
CFO, Daniel M. Kavanaugh CPA
John Keenan
Business Development Manager, Cisco
Eric King
Managing Director, Gladus Capital Group
Hulya Koc
CEO/President, A & H Enterprises, Inc.
Jules Kragen
Founder, Food Forward
Ellen Lee
Consultant
Jack Lieberman
Vice President, US Capital Partners
Karen Malik
Founder, Savantus Consulting
Bradley Mart
CEO, FogBusters, Inc.
Christine Martin
President, Style & Entertaining
Jeffrey Mazer
Investment Consultant, Silicon Valley Bank
Michael Moradzadeh
CEO, Managing Attorney, Rimon Law Group, Inc.
Rick Moss
Senior Director, Corporate Development, Sun Microsystems
Queed Motwala
Investment Partner, Japan Asia Investments (JAI)
Greta Mowry
President, Verge Innovation Group, Inc.
Arturo Noriega
Managing Director, Centro Community Partners
Sharon Olexy
VP Finance, Syn(CH) Energy
Bill Pace
Board of Advisors, Yale School of Management
Karen Pajarillo
Partner, Riverside Company
Deb Parsons
Consultant
Daniella Peterson
Director, Women’s Product Management, TravelSmith
Bay Area Volunteer Advisors

David Pike
Partner, Hanson Bridgett LLP
Elizabeth Plum
Western Area Account Executive, Birst
Susan Pratt
Architect, Susan Pratt, Architect
Jim Presley
General Partner, Verge
Kathy Prestigiacomo
Financial Advisor, Morgan Stanley Smith Barney
Kelly Pretzer
Director, SF Office of Economic and Workforce Development
Sabrina Pryce
Client Services Manager, Iteon Consulting
Larisa Rapoport
Senior Audit Manager, DZH Phillips LLP
Fernando Rivera
President, Latino Agency
Greg Rivers
Financial Advisor, SGC Financial
Matthew Sade
Founder, Fork in the Road Foods
Shohei Sakazaki
Managing Director, Trans-It Capital
Alan Saldich
Consultant
Sachin Saxena
VP, New Venture Services, GlobalLogic
Richard Schmidt
Consultant
Roger Sexton
Consultant
Dan Shapiro
Vice President, Comerica Bank
Robert Sher
Principal, CEO to CEO
Sanjay Sinha
VP & Relationship Manager, California Bank & Trust
Natasha Skok
COO, Tailwood Venture Capital
Philip Smith
Consulting CFO/COO, Self Employed
Scott Smith
Partner, Hanson Bridgett
Kate Sofis
Executive Director, SFMade
Padmini Srinivasan
Director of Finance, Audubon California
Kenneth Stram
Director, Economic Development, SF Center
Randolph Tom
Chairman, Dynasty Capital Services LLC
Clifford Tong
CEO, Diverse Strategies
Ray Villaman
President, Tahoe Restaurant Group
John Vitti
Founder, CEO, Mobile Spinach
Kathleen White
Erika Williams
Managing Director, The Erika Williams Group
Hugh Williams
President, Continental Painting
Peter Wolf
Product Line Manager, Intel Corporation
Keith Zachow
President, Omega Valuations, Inc.

San Diego Volunteer Advisors

Malam Avner
Consultant/Coach
Mike Bourne
President, Bourne Executive Consulting
Tim Bubnack
Fund Manager, Huntington Capital
Dennis Calderon
Partner, Venture Counsel Group, LLP
Trevor Callan
President, Callan Capital
Richard Canote
Partner, Tatum LLC
Tim Cheng
Qualcomm
Gary Correa
Executive CPA
Joel Gragg
Huntington Capital
Jeremy Hayden
Attorney, Mintz Levin
Terri Horn
Principal Consultant, People Strategies, LLC
Larry Kirsch
University of Phoenix Professor/Consultant
Susan Lamping
CDC Small Business Finance
Tim Ludwig
Partner, Ohana Capital
Mary Mantua
Principal/consultant, Phase Two Communications
Robert McGill
Neighborhood National Bank
Sharon Miller
James Nakamura
HGA Group
Mike Oliver
Silicon Border Development
Tim Orlando
Tech Angels
Tyler Pruett
Director of Development, Halifax Group
Ruben Recio
Owner, RDR Enterprises
J. Andrew Ruff
Principal/COO, TGG Accounting
Haggl Schwartz
Darren Solomon
Founder/CEO, Kid Ventures
Lee Windett
Vice President, Wells Fargo Bank
Ted Yates
Principal, SoCal Development

Partner Organizations

B Corporation
CDC Small Business Finance
Federal Reserve Bank of San Francisco
Goodwill Industries
Hub Bay Area/ SOCAP
Initiative for a Competitive Inner City
Initiative for Responsible Investment at Harvard University
Inner City Advisors
Jewish Vocational Services
La Cocina
Launch Community Ventures
Manex
NCB Capital Impact
New Sector Alliance
OBDC Small Business Finance
Opportunity Fund
Renaissance Entrepreneurship Center
RSF Social Finance
SF LGBT Center
SFMade
Small Business Majority
TMC Working Solutions
Urban Solutions

InSight Clients

California Public Employees Retirement System
The Rockefeller Foundation
The Annie E. Casey Foundation
The California Endowment
The Northwest Area Foundation
Hamilton Lane
Macquarie Funds Management
At PCV, we have built a healthy, diversified revenue stream—designed to weather the storm. We rely on private philanthropy for just one-third of our funding; almost 50 percent of our support is mission-related earned income. Perhaps most importantly, we put our money to work strategically, leveraging our programs for maximum job creation and support for low-income communities in California and beyond.

**Expenses by Category 2010**
- General & Admin: 9%
- Program: Business Advising: 26%
- Program: Insight: 17%
- Program: Investment Services: 45%
- Fundraising: 3%

Total Expenses - $3,110,371

**Source of Revenues 2010**
- Foundation: 27%
- Government: 15%
- Fund Returns & Management Fees: 36%
- Insight Project Fees: 13%
- Board Directed Investments: 1%
- Corporate: 4%

Total Revenue - $3,975,474

90% of PCV companies pay their lower-income workers more than lower-income workers in comparable companies
Pacific Community Ventures builds responsible small businesses to create jobs and opportunities in lower-income communities.

General Contact Information
info@pcvmail.org
pacificcommunityventures.org

San Francisco Office
51 Federal Street
San Francisco, CA 94107
phone (415) 442-4300

San Diego Office
244B Historic Decatur Road, Ste 200
San Diego, CA 92106
phone (619) 818-6872