

PACIFIC COMMUNITY VENTURES

Investing in Good Jobs for Working People

In the last six years, our economy created 12 million new jobs, but the fastest-growing ones have been at places like strip malls and fast-food restaurants: low-wage work with few benefits and unpredictable scheduling. We have a moral and an economic imperative to change that.

As our nation's job creators, small businesses can create enduring jobs with living wages and growth opportunities for their employees. PCV's unique combination of expert advice, access to capital, and measurement of outcomes is helping to create good jobs and strengthen communities.

OUR SOCIAL IMPACT IN 2015



\$20/HOUR
is the average wage at PCV small businesses



20% REVENUE GROWTH
at PCV small businesses



14% JOB GROWTH
at companies that work with us, surpassing National (2%) and State (3%) rates



2,500 HOURS
volunteered by PCV business advisors



1,700 JOBS
created and retained by the small businesses we worked with

PCV SMALL BUSINESS DEMOGRAPHICS

OWNER



EMPLOYEES



\$943,000
lent to small business that couldn't access the traditional financial system

PACIFIC COMMUNITY VENTURES

Driving Economic Prosperity

Small Business Services



237
COMPANIES
advised or funded
across 45 states

In 2015, PCV continued to grow our unique small business loan with advice program, and began lending outside the Bay Area. We supported 50% more small businesses than in 2014, providing \$943,000 in working capital paired with pro bono expertise to help independent California companies create jobs—and we're on pace to double our lending again in 2016. A full 100% of the companies we worked with had been turned down by the traditional financial system. We also completed our first joint loans with partner Community Development Financial Institutions (CDFIs)—a trend that will let us get more capital in the hands of more small business owners.

PCV's online business advising program continued on its strong national growth trajectory in 2015. We enabled 280 new matches between small business owners and pro bono advisors, breaking through 1,000 total enrolled businesses for the first time while improving participant satisfaction to the highest rates in the program's history. And we're now supporting small businesses in over 40 states! Business Advising launched a successful partnership with Super Bowl 50, and continues to gain traction with an increasing amount of corporate, nonprofit, and governmental partners. In 2015 PCV also won the prestigious James Irvine Foundation Leadership Award for our Business Advising program.



“ We supported 50% more small businesses than in 2014, providing \$943,000 in working capital paired with pro bono expertise to help independent California companies create quality jobs. ”

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Investing in Social Good

Impact Advisory Services

In 2015, we set the stage for a national discussion on creating quality jobs, and gave the Community Development Financial Institution industry practical tools to measure and invest in them. Our research combined reviews of industry and academic reports with in-depth interviews of foundations, CDFIs, researchers, and impact investors to create the first-ever synthesized definition of a quality job. You can read the results at www.pacificcommunityventures.org.

This shared definition is just the first step in evolving America into a quality jobs economy. As a CDFI ourselves, we're on the front lines, working with the small businesses that are responsible for 50% of all American jobs.



We continued to work with clients such as CalPERS for California, The Annie E. Casey Foundation, and The Northwest Area Foundation, to measure and communicate the social outcomes of their investments. As a result of our services, our clients were able to implement strategies to drive more capital to underserved communities and to further shift markets toward social good across America.

Through our partnership in the Accelerating Impact Investing Initiative (AI3) we've sparked a national conversation about the role of government policy in expanding impact investing. In 2015, IRS and Department of Labor policies began to evolve on mission-related and economically-targeted investments made by foundations and pension funds—which hold over a trillion dollars in endowments. We're using these policy changes to identify ways in which foundations and pension funds can increase their investing in underserved communities.

“Our research has helped to create the first-ever synthesized definition of a quality job.”

2015 FINANCIALS SOURCES OF REVENUE



Building An Economy That Works for Everyone

Pacific Community Ventures is a nonprofit social enterprise that engages small businesses, investors, and policymakers to build an economy that works for everyone.

We achieve our mission in two ways.

First, we provide small businesses with access to a unique combination of capital and expertise so they can grow and create quality jobs for working people in low- and middle-income communities. *Second*, we work with impact investors to help define, measure, and communicate the social outcomes of their investments.

Our programs strengthen local economies, create new quality jobs, and stimulate private and public investment in underserved communities. Join PCV in creating stronger communities and investing in quality jobs for working people. Your support makes this kind of positive economic progress possible.

“Join PCV in building stronger communities and investing in quality jobs for working people.”

EXPENSES BY CATEGORY

TOTAL: \$3,387,635



28%
Business Advising



25%
Impact Advisory



18%
Business Investing



15%
Business Lending



8%
HR, IT & Administration



6%
Fundraising