

# OUR YEAR

*Reinventing Prosperity*

PACIFIC   
COMMUNITY • VENTURES

2013 ANNUAL REPORT



*Investing More than Money*

PCV knows that investing in small business means more than writing a check. In 2013, we connected 256 companies across 11 states with expert advisors from PCV's extensive volunteer network. PCV Advisors provide entrepreneurs with the skills they need to take their businesses to the next

level and create quality jobs that offer living wages, benefits and opportunities for advancement to employees in disadvantaged neighborhoods. PCV SAIL Fund borrowers and equity fund investees also receive this expert-level advice in addition to the affordable capital that

is so critical to small business growth. By making these kinds of investments in small businesses, PCV is helping more entrepreneurs build more businesses that benefit the residents of lower-income neighborhoods.

### Jobs Created

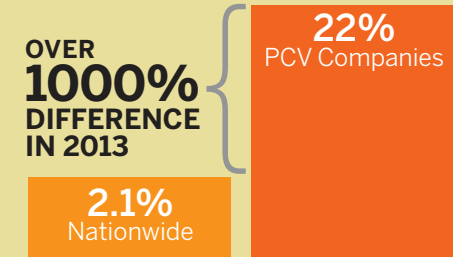


### Lifeline for LMI Residents!

2 out of 3 employees are residents of LMI communities



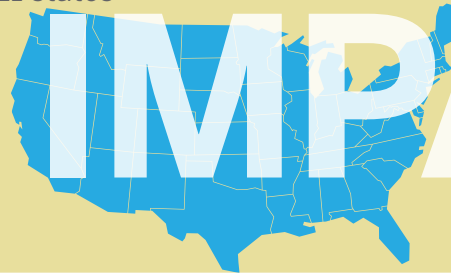
### Job Growth



**Diversity Exists!** Minority employees make up 56% of PCV Companies workforce



**Across the U.S.** 256 companies matched across 11 states



**3,332 at Work** Number of employees supported at PCV Companies



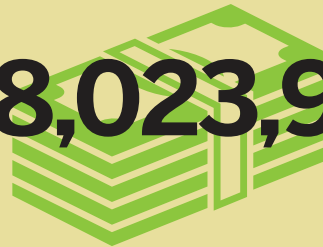
# OUR IMPACT

**Small Business Support** PCV Advisors volunteered 4,500 hours



**Over 68 Million Reasons** LMI employee wages totaled over \$68 million!

# \$68,023,989



**Trends of Equality** 50% of PCV companies' owners are female



### *Measuring What Matters, Demonstrating What Works*

Each year, PCV's in-house impact evaluation team measures the social impact that we have had in vulnerable communities across the country. In 2013, PCV companies saw 22% job growth, much higher than the national average that hovered just above

2%. Not only did PCV-advised companies create more jobs than those without advising, but the jobs they created had more positive impact on their communities. Over 65% of jobs are held by LMI employees, and these employees earned over \$68 million

in wages in the last year. Small businesses that receive PCV support create more of the quality jobs that are the foundation of healthy and vibrant local economies.



# DOING GOOD HERE

## *Helping Build Businesses that Make a Difference*

PCV's on-the-ground programs, Business Advising and SAIL Small Business Lending, help small business owners create more quality jobs for people in the communities that need them most. Jobs for people like Lupe Garcia. Lupe had been unemployed

for two years when he was hired by PCV-advised company Discount Glass & Mirror in San Diego as an installer. With on-the-job training and plenty of opportunities for career advancement, Lupe is now Project Manager at DGM,

a job that allows him to support his family of 5. PCV works directly with small businesses to create opportunities like these that strengthen communities one company, one worker, one job at a time.



# WHILE ALSO DOING GOOD HERE

## *Extending Our Impact into the Future*

In addition to creating prosperity in lower-income communities through capital and advice, PCV's research and policy programs work to level the playing field so that future entrepreneurs will have equal access to the capital and resources they need. PCV

supports policymakers in driving private investment to address social issues while also earning a financial return. Similarly, by researching and sharing best practices, PCV helps investors succeed in delivering both social and financial value. PCV also

evaluates the social impacts of some of the world's most prominent investment institutions, demonstrating that investors can use the tools of business to create lasting social change in communities often overlooked by the mainstream economy.



“ I CO-FOUNDED PCV IN 1998 when I realized that small businesses could transform communities if they had the same advice and capital that was being made available to venture-backed technology start-ups. Sixteen years later, PCV is continuing to use innovative tools and services to create jobs and grow businesses through loans, mentoring and sharing research and best practices.”

— BUD COLLIGAN —  
Co-Founder & Chairman Emeritus, PCV

# DRIVING ECONOMIC PROSPERITY



**CAPITAL:** PCV's Small Business Advising Integrated Lending Fund (SAIL Fund) provides affordable small business loans and expert-level advising to California businesses creating quality jobs in lower-income neighborhoods.



**ADVICE:** PCV Business Advising matches entrepreneurs with expert-level business advisors who volunteer their time to provide tailored, hands-on assistance to help these businesses grow and create economic opportunities across the US.



**IMPACT EVALUATION :** PCV Impact Evaluation provides comprehensive social return data to investors seeking to align capital with impact. PCV is recognized as one of the most experienced, specialized providers of these services in the US.



**RESEARCH & POLICY:** PCV Research & Policy advances impact investing, the practice of deploying capital for both financial returns and positive social impact in underserved communities, by analyzing and sharing investment best practices and policy innovations.



**\$80,000**

SAIL Funds borrowed in 2013

**5**

Jobs Maintained

**66%**

LMI employees as percentage of total PCV-advised workforce

**360**

Number of jobs created at PCV-advised companies.



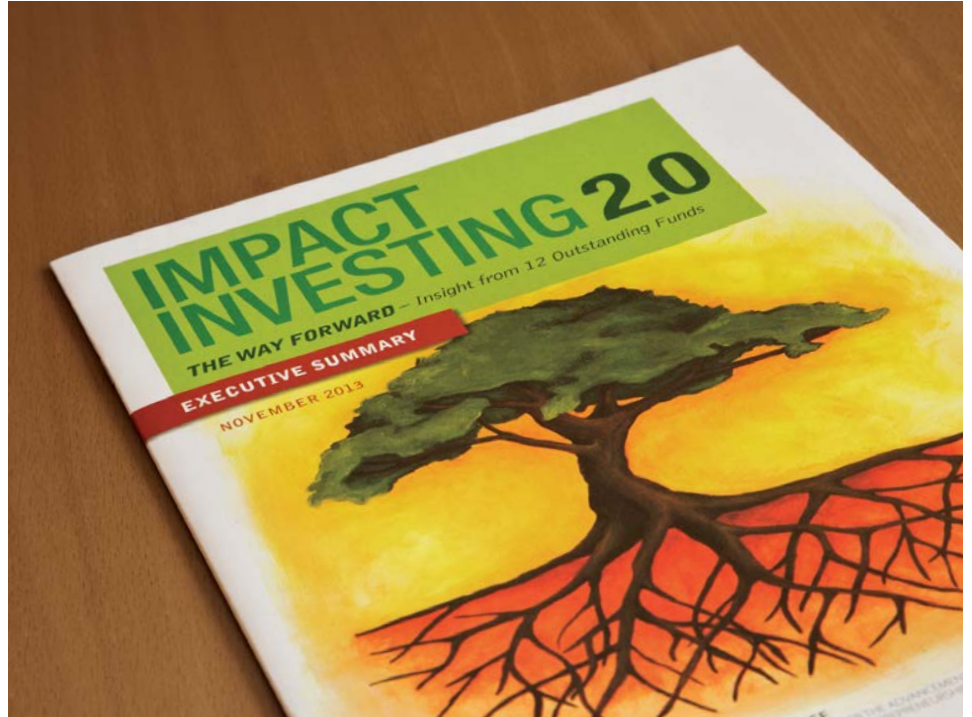
**CAPITAL:**  
**Tokyo moto**

Nanse Kim Parker and her husband opened the doors of Tokyo moto, a motorcycle retailer and repair shop, in 2011. An \$80,000 SAIL Loan has helped Tokyo moto become the exclusive San Francisco retailer of a high-end product line and has them poised to build their team in the coming year.



**ADVICE:**  
**BusinessAdvising.org**

In 2013, PCV launched BusinessAdvising.org, an online platform that uses an algorithm to match entrepreneurs nationally with PCV's expert advisors. PCV is now able to work with more entrepreneurs, grow more businesses and create more economic opportunity in low income communities.



**3,128**

Estimated jobs created  
by Assembly Bill 32

**\$460,400,000**

Estimated total economic impact  
of Assembly Bill 32

**\$3Billion**

Assets managed successfully for social and  
financial return by the 12 profiled funds

**80**

Countries in which the 12 funds invest



**IMPACT EVALUATION**  
**California Organized  
Investment Network  
(COIN)**

PCV's comprehensive analysis of existing legislation and projections of future impact helped persuade the California legislature to adopt Assembly Bill 32, estimating that it would create over 3,000 jobs and have an economic impact of \$460 million. AB 32 increased the availability of tax credits that incent investment in underserved communities.



**RESEARCH &  
POLICY INFLUENCE:**  
**Impact Investing 2.0**  
**– The Way Forward:**  
**Insight from 12  
Outstanding Funds**

PCV's latest report, produced in collaboration with CASE at Duke University and ImpactAssets, profiles 12 outstanding impact investing funds and reveals four industry best practices. This report serves as a guide for investors looking to produce both financial and social returns.



April 2014

**Dear Friends:**

Pacific Community Ventures is building an economy that works for everyone, including the most disadvantaged among us. PCV provides tools that empower entrepreneurs to grow businesses that provide quality jobs, healthy products/services and economic opportunities to the residents of high-poverty communities. Our direct work with entrepreneurs, providing expert-level business advice and small business loans, helps them get the support they need right now to expand their businesses. As these businesses grow, they create quality jobs that offer living wages, benefits

and opportunities for employees that live in lower-income communities.

As you've seen in this report, we are 'doing good' on-the-ground while also 'doing good' on a systemic level to create economic growth in vulnerable communities. Small businesses that worked with a PCV Advisor or received a SAIL loan in 2013 saw a job growth rate of 22% — compared to the national average of just 2.1%!

However, we know that to create lasting change in the still-uncertain economy, PCV's work must extend beyond this on-the-ground effort. The same team that evaluated PCV's

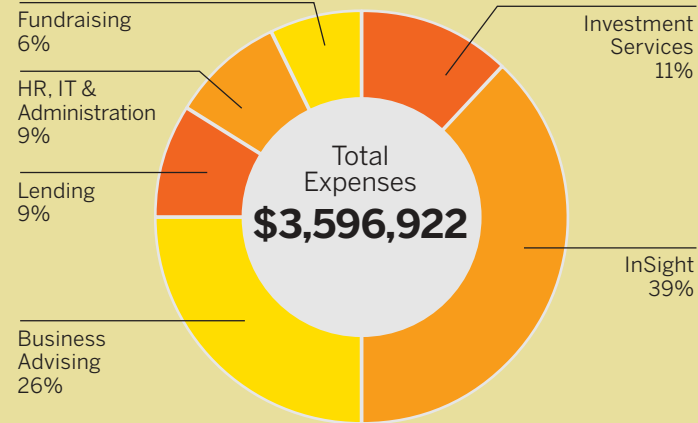
2013 impact and provided the social return figures that you see in this report also evaluated the social impact of investments made around the world. This year, PCV's research team prepared in-depth profiles of investments that have been successful on both fronts — creating social benefit in low-income communities while also earning financial returns. These profiles detail best practices and pitfalls to avoid. When investors understand the social impacts of their investments and learn how to invest for both social and financial return, they are more likely to do so.

In these ways, PCV is investing in small businesses today while also ensuring that tomorrow's entrepreneurs have access to the supports they need. As our programs grow and create even more impact, we are harnessing the power of small businesses to create a stronger and more vibrant economy that works for everyone.

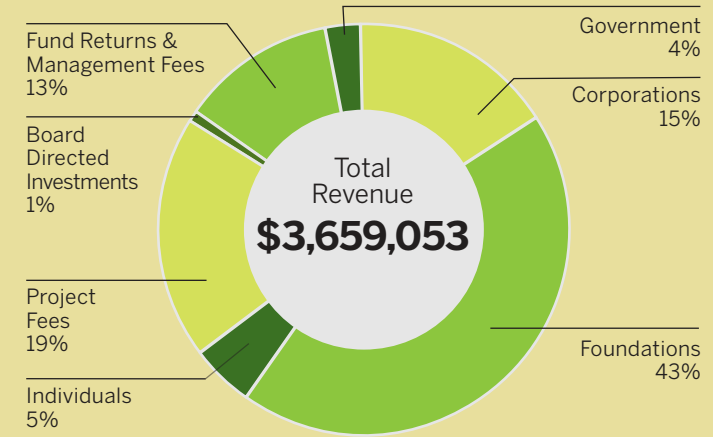
Please join us.

*Thank you,*  
**The PCV Team**

## Expenses by Category 2013



## Sources of Revenue 2013



# FINANCIALS 2013



## Help Create a Job

In 2013, every \$3,300 invested in PCV's lending and business advising programs created one job that pays an average wage of \$43,000. Your support makes this kind of positive economic progress possible.

Please consider contributing to PCV to help us reinvent prosperity.

[www.pacificcommunityventures.org/donate](http://www.pacificcommunityventures.org/donate)

## *Donors*

### **INDIVIDUAL**

#### **\$25,000+**

Bud & Rebecca Colligan  
William & Betsy Pace

#### **\$10,000-\$24,999**

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Gordon & Carolyn Davidson  
Gregory & Carolyn Gretsches  
Eric & Elaine Hahn

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Lisa Maibach  
Teresa Pahl  
Eduardo & Sylvia Rallo  
Ron Yara & Margaret Eaton

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#### **\$50,000-\$999,999**

Annie E. Casey Foundation  
Blackstone Charitable Foundation  
Citi Foundation  
San Francisco Office of Economic  
and Workforce Development  
Ford Foundation  
JP Morgan Chase Foundation  
MacArthur Foundation  
Office for Civil Society (UK)  
Omidyar Network  
Rockefeller Foundation  
Surdna Foundation, Inc.  
Union Bank of California  
W.K. Kellogg Foundation

#### **\$25,000-\$49,999**

Bank of America  
Charles Schwab Bank  
Pacific Gas & Electric  
The Case Foundation  
Wells Fargo

#### **\$1,000-\$24,999**

Association for Corporate Growth  
San Francisco  
California Bank & Trust  
Charles and Edna Levine Family  
Foundation  
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Hanson Bridgett, LLP  
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Moss Adams, LLP  
New Resource Bank  
Presidio Bank  
San Diego Gas & Electric  
Sensiba San Filippo, LLP  
Silicon Valley Bank  
Silicon Valley Community  
Foundation  
SpencerStuart  
The San Francisco Foundation  
The Upjohn Fund of San Francisco  
US Bank

## *Team*

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Daniel Brett  
Impact Investing Fellow  
Carolyn Clarke  
CFO & Director of Lending Initiatives  
Colby Dailey  
Director, Policy  
Jillian M. Galbete  
Program Manager, Business Advising  
Nicole Gates  
Staff Accountant  
Allison Kelly  
COO & Director of Business Advising  
Brenna McCallick  
Project Coordinator, Policy  
Robyn Miller  
Associate Director of Finance, Controller  
Kendra Ott  
Associate Director, Business Advising  
Amelia Pentecost  
Marketing Manager  
Carly Perera  
Loan Officer  
Shanti Sankar  
Office Coordinator  
Rebecca Shepherd  
Project Manager, Impact Evaluation  
Beth Sirull  
President  
Reece Soltani  
New Sector Alliance Fellow  
Ben Thornley  
Managing Director, Thought Leadership  
Tom Woelfel  
Associate Director, Impact Evaluation

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Shotspotter  
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Wells Fargo Bank  
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Facebook  
PCV Board Secretary  
Mathilda Khabbaz  
Citibank North America  
Paul Levitan  
Galaxy Desserts  
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SpencerStuart  
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University of California, Berkeley  
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Clearly Next  
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Teresa Pahl  
Hanson Bridgett, LLP  
Beth Sirull  
Pacific Community Ventures

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Administrator, US Small Business  
Administration (Former)  
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Pacific Community Ventures  
Penelope Douglas  
Co-Founder, President Emeritus,  
Pacific Community Ventures  
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CEO & President,  
Jackson Hole Group

## Partners

3CORE, Inc.  
B Corp  
CalFor  
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Central Coast Small Business Development Center  
Central Valley Business Incubator  
Cruzio  
El Pajaro Community Development Corporation  
Everwise  
Facebook  
Impact HUB  
Inner City Advisors  
The Jacobs Foundation  
Jewish Vocational Services  
JumpStart, Inc  
Kitchen Table Advisors  
Kiva Zip  
La Cocina  
Manex  
Mills College  
Montana Community Development Corporation  
Mountain Association for Community Economic Development  
New Resource Bank  
Oakland Business Development Corporation  
Opportunity Fund  
Region Four Development Council  
Renaissance Entrepreneurship Center  
RSF Social Finance  
Rural Community Assistance Corporation  
SAFE-Bidco  
Salinas Small Business Development Center

Salinas United Business Association  
San Francisco Economic Development Alliance  
San Francisco LGBT Center  
San Francisco Small Business Development Center  
Small Business Administration  
Small Business Majority  
Tuolumne County Economic Development Corporation  
Urban Solutions  
Valley Economic Development Corporation  
Women Impacting Public Policy  
Women's Initiative for Self Employment  
Working Solutions  
Zero Divide

## Advised Companies

18 Rabbits  
4505 Meats<sup>19</sup>  
A Street Auto<sup>2</sup>  
Aedifice Architecture<sup>2</sup>  
Alicia Van Fleteren<sup>19</sup>  
All Hands Carwash<sup>2</sup>  
Alphagraphics 421<sup>2</sup>  
Anaheim Rent a Car<sup>2</sup>  
Anda Piroshki<sup>8</sup>  
Ann Rea, Inc.<sup>11</sup>  
A-Plus Properties<sup>2</sup>  
ARC Roofing<sup>2</sup>  
Arizmendi Bakery San Rafael  
Audio Crafters<sup>2</sup>  
Avista Audio Visual Rentals & Services  
Awesome Bars<sup>12</sup>  
B Street Express Car Wash<sup>2</sup>  
Bay Area Visual Arts Network<sup>13</sup>  
Benison International Transportation<sup>2</sup>  
Big Dipper Baby Food<sup>12</sup>  
Blaine Convention Services<sup>2</sup>  
Brew U Chico, LLC<sup>1</sup>  
BS Hand & Sons, Inc.<sup>2</sup>  
Business Communications Solutions<sup>2</sup>  
Business Matters  
Bywater Films<sup>12</sup>  
C&G Petroleum<sup>2</sup>  
Cake Coquette<sup>19</sup>  
CalGreen Distribution<sup>12</sup>  
California Habanero Blends<sup>1</sup>  
Callina Style<sup>19</sup>  
Candystore Collective<sup>19</sup>  
Canyon Pottery, Inc.<sup>2</sup>  
Carousel Consignment<sup>19</sup>  
Carson Valero<sup>2</sup>  
Casablanca Market<sup>19</sup>  
Chiefo's Kitchen<sup>17</sup>

ChildWise Institute  
China Pavilion<sup>2</sup>  
Cinemagical Media<sup>18</sup>  
Ciro's Landscape<sup>2</sup>  
City Model Management, Inc.<sup>12</sup>  
Civinomics<sup>3</sup>  
ClaireSquares<sup>19</sup>  
College Nannies + Tutors<sup>12</sup>  
CORE Foods, LLC<sup>19</sup>  
Corn Maiden<sup>2</sup>  
CR Studio 4<sup>2</sup>  
Cryogenic System & Parts<sup>2</sup>  
Dance Arts Education Industries, Inc.  
Detect All Security & Fire  
Dine In 2Nite<sup>2</sup>  
Discount Glass & Mirror<sup>2</sup>  
Discovery Street Tours<sup>13</sup>  
Double Dutch Sweets, LLC<sup>12</sup>  
Double Team Inc.<sup>19</sup>  
E3Ed.org  
Earth Support Systems<sup>2</sup>  
Eclogue Go-Blankets<sup>19</sup>  
EDO Salon & Gallery  
Element Theory<sup>17</sup>  
EmeryCloud<sup>12</sup>  
Empire Enterprise<sup>19</sup>  
Entech Environmental<sup>2</sup>  
Essential Coaching Services, Inc.  
Everwise  
Express Automotive Enterprises<sup>2</sup>  
Felix's BBQ with Soul<sup>6</sup>  
Firebird Feather<sup>17</sup>  
Fitiquette<sup>13</sup>  
Flora Grubb Gardens  
Flour Craft Bakery<sup>19</sup>  
Fog City Tutoring & Academic Services<sup>13</sup>  
Franconeri Design<sup>5</sup>  
From the Fields

The FundWell  
Future of Fish  
G.Reedy Wines<sup>19</sup>  
Gallofornia Getta Grip Sewing Clip<sup>19</sup>  
Gama-Go  
Gerber Hinge<sup>2</sup>  
Goldie Blox  
Green Guru Network<sup>8</sup>  
Groundwork San Diego Chollas Creek<sup>6</sup>  
Harrington Galleries<sup>19</sup>  
Heath Ceramics  
Highest Bidder<sup>2</sup>  
Hip Chick Farms<sup>19</sup>  
Hi-Teck Auto Repair<sup>2</sup>  
Hutchins Motor Sports<sup>2</sup>  
I Heart Closet<sup>19</sup>  
Idylwild

### REFERRING PARTNERS

- 1 3CORE, Inc.
- 2 CDC Small Business Finance
- 3 Cruzio
- 4 El Pajaro Community Development Corporation
- 5 Everwise
- 6 Jacobs Family Foundation
- 7 Kitchen Table Advisors
- 8 Kiva Zip
- 9 La Cocina
- 10 Mountain Association for Community Development
- 11 New Resource Bank
- 12 Oakland Business Development Corporation (OBDC)
- 13 Renaissance Entrepreneurship Center
- 14 RSF Social Finance
- 15 SAFE-Bidco
- 16 Southland Economic Development Corporation
- 17 The San Francisco Lesbian Gay Bisexual Transgender (LGBT) Community Center
- 18 Women's Initiative for Self Employment
- 19 Working Solutions

Il Cane Rosso  
Ineke Perfumer <sup>19</sup>  
InnerStellar Pilates <sup>19</sup>  
Interior Design Fair  
International Rescue Committee  
Intraline, Inc.  
Isidore Electronics Recycling <sup>14</sup>  
J Solar Jewelry <sup>15</sup>  
J.E. Higgins Lumber Company  
Java Mama <sup>2</sup>  
Jeff Kerber Pool Plastering <sup>2</sup>  
Joshu-Vela <sup>19</sup>  
JunkGirls <sup>17</sup>  
JuvEssentials <sup>18</sup>  
Kasa Indian Eatery  
Kassir Import-Export Company <sup>2</sup>  
Kid Ventures  
Kidspace  
Kika's Treats <sup>9</sup>  
Koco Sky <sup>19</sup>  
Kuli Kuli  
Lally Steel, Inc. <sup>2</sup>  
Leading Legacies <sup>6</sup>  
Level 8 Construction  
Lila B. Design  
Little Genius Montessori <sup>19</sup>  
Local Mission Group  
Lolo Health  
Lyris Laser Studio <sup>13</sup>  
Makeshift Society <sup>19</sup>  
Maria Wright Copywriting <sup>10</sup>  
Marin City CDC <sup>2</sup>  
Marlin Machine Products <sup>2</sup>  
Matthew H. Clark Law <sup>5</sup>  
Mendeola Transaxles, Inc. <sup>2</sup>  
Mendocino Meats  
MetalFab <sup>2</sup>  
Mi Pueblo <sup>2</sup>  
MicroLite Tech, Inc.

Mistress of Cakes  
Modern Bite, LLC  
Mole TDB <sup>4</sup>  
Morton Microphone Systems <sup>19</sup>  
Moving Portraits <sup>18</sup>  
MVP Retrieval  
National Testing <sup>2</sup>  
Nationwide Telecommunications Corp.  
Natural Maidens, Inc. <sup>11</sup>  
Net Micro Technologies <sup>2</sup>  
New Container Line <sup>2</sup>  
Nibnaks <sup>19</sup>  
Nora's Patisserie <sup>13</sup>  
Northern California Dance Conservatory <sup>2</sup>  
Noyes-Works <sup>18</sup>  
Omega Industrial Marine <sup>2</sup>  
Painted Rhino <sup>2</sup>  
Paladar Café Cubano  
Palomar Reprographics <sup>2</sup>  
Panama Hospitality, LLC <sup>2</sup>  
Parisian International <sup>2</sup>  
Parties That Cook  
PB Bar & Grill <sup>2</sup>  
Peacecare  
Petit Collage <sup>19</sup>  
Pinkie's Bakery <sup>13</sup>  
Pizzaiolo  
PKG <sup>17</sup>  
Platinum Partners  
Potter's Crackers  
Pressline Ink and Supplies <sup>2</sup>  
Professor Plumb <sup>13</sup>  
Promex Automotive <sup>2</sup>  
Pure Earth Beauty <sup>19</sup>  
Quantum Press <sup>2</sup>  
Quick Serve Carpet Care <sup>2</sup>  
R & R Learning Center <sup>19</sup>  
R Mo, LLC <sup>19</sup>

Raven Restoration <sup>19</sup>  
Raw Green Organics  
Red Oak Design <sup>13</sup>  
RNX International <sup>2</sup>  
Robert A. Jacobs and Associates <sup>19</sup>  
Robindira Unsworth, Inc.  
Robyn Rhodes, Inc.  
Rudy's Machine Shop <sup>2</sup>  
Saint Benoit Yogurt <sup>19</sup>  
Saint Harridan, Inc.  
San Diego Tire Pros and Service  
San Diego Youth Football and Cheer <sup>6</sup>  
San Francisco Sewing and Quilting Collaborative <sup>17</sup>  
Sanborn A/E, Inc. <sup>2</sup>  
Sarai LLC  
Sasa Designs by the Deaf  
Savanna Bar and Grill <sup>2</sup>  
Scholastic Expeditions  
Sculpt Gardens  
Seesaw <sup>19</sup>  
Ses Petites Mains  
SF Hound Lounge  
SF Reiki Center <sup>17</sup>  
SF Skate Club <sup>19</sup>  
Shine Lighting <sup>2</sup>  
Sidekick Delivery <sup>11</sup>  
Sisters & Brothers, Inc.  
Skipco Grading & Paving, Inc. <sup>2</sup>  
Skylon Sports ESI Watersports <sup>2</sup>  
Smarter Cookie  
Sonic Training <sup>12</sup>  
Sow Juice <sup>13</sup>  
Spirit Graphics and Printing <sup>2</sup>  
Spot on Square <sup>19</sup>  
Station Cafe <sup>19</sup>  
StereoLove  
Strength and Movement  
Strong Arm Construction <sup>6</sup>

Studio Patro  
Sunwest Pool Safety (aka All-Safe Pools) <sup>2</sup>  
Suspension Plus <sup>2</sup>  
Sweet Smiling Home <sup>16</sup>  
SweetBar  
Syntropy <sup>19</sup>  
Tax and Accounting Concerns, Inc. <sup>2</sup>  
Taylor Stitch  
Team Underground Electric <sup>2</sup>  
Terra Bella Family Farm <sup>7</sup>  
The Biscuit  
The Cheese School  
The Curiosity Shoppe <sup>19</sup>  
The Good Bean  
The Little Acre  
The Liquid Garden <sup>17</sup>  
The Upholstery Factory <sup>2</sup>  
The Yeomen, Inc.  
Three Babes Bakeshop <sup>8</sup>  
Tiptoes Nail Spa  
To-Go Ware <sup>19</sup>  
Tokyomoto  
TopShelf Boutique <sup>17</sup>  
Toute La Nuit <sup>19</sup>  
Triple BK Landscape Gardening  
True Waxology & Skincare <sup>12</sup>  
Urban Picnic  
Vin Ambassador  
Viva el Espanol  
Walard Enterprises, Inc. <sup>2</sup>  
Wantful  
Watsi  
Winslow & Associates  
Wireless Voice & Data, Inc.  
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YM Medical Supplies <sup>2</sup>  
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General Information  
info@pcvmail.org  
pacificcommunityventures.org

51 Federal Street  
Suite 100  
San Francisco, CA 94107  
Phone: (415) 442-4300  
Fax: (415) 442-4313

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