

October 2020

Community Updates



*|IFNOT:ARCHIVE_PAGE|**|IF:FNAME|*Dear *|FNAME|*,
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Why do we do what we do?

As my co-founder David Lynn says, “Communities need good businesses. Good businesses need access to capital.”

Our flagship portfolio, the [Advance Strategy](#), is short for advancing an inclusive economy. Which is a bit of a fancy way of saying we [flow capital](#) to the kinds of businesses that you think to yourself, “I’m glad that organization exists in our community. I love seeing what new ideas that one on the corner comes up with. We’re lucky to have that one serving our kids and families.”



Many of those great businesses need capital options in the right size and structure—which is where we come in. We design strategies to support underinvested, but community-oriented founders and entrepreneurs who are stuck in the gap between microfinance or credit cards and (enough) bank financing.

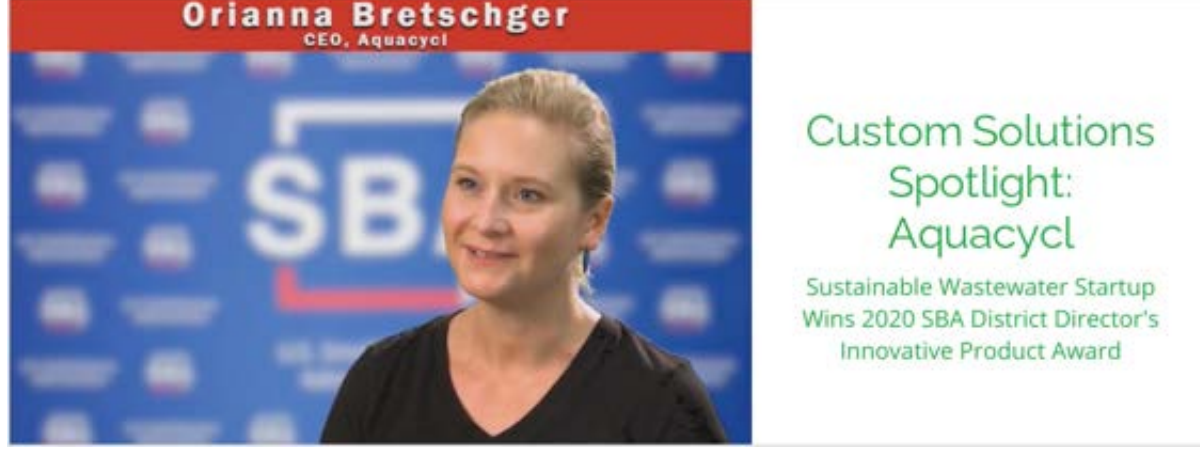
[Connect a Potential Borrower](#)

With the Advance Strategy in San Diego, we close the gap of \$100,000–\$500,000 so that great businesses thrive and support their community with more equitable outcomes in education, health, and wealth.

We have seen during the pandemic that these are the businesses people support, which makes us feel good about investing in them. Whether it is a beloved nonprofit organization or a tenacious small business solving complex challenges with innovation and integrity, we are proud to [work with them](#), and we are proud to share examples of this tenacious spirit below.

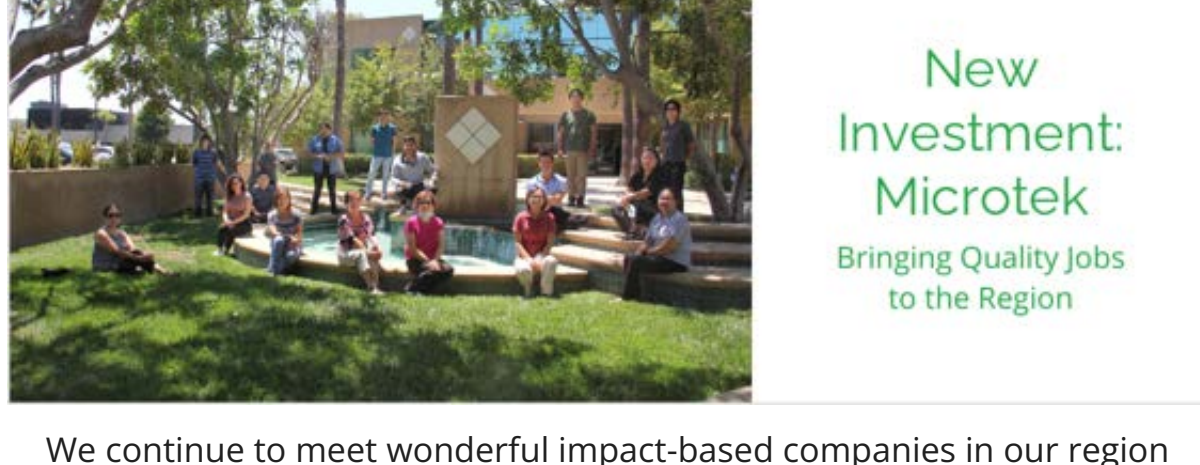
Stay well and take care of each other,

Lauren Grattan
Co-Founder & Chief Community Officer



In addition to our “house blend” Advance Strategy, we create custom solutions to suit specific and sometimes complex needs of investors and the great organizations they wish to support. We are proud to share that [Aquacycl](#), one of our latest custom solutions clients, was recently awarded the 2020 SBA San Diego District Director’s Innovative Product Award.

Watch Aquacycl CEO Dr. Orianna Bretschger’s remarks [here](#).



We continue to meet wonderful impact-based companies in our region and invested in [Microtek](#), a woman-led healthcare company. Their mission is to improve human health by integrating engineering with life sciences and are also bringing quality jobs to the region.



In these challenging times, the work of nonprofits is more critical than ever. We’re proud to help nonprofits continue serving their communities in our role as a deployment partner of [The San Diego County COVID-19 Small Business & Nonprofit Loan Program](#). Meet the latest nonprofits that have received funding from the program:

- [Anza-Borrego Foundation](#)
- [Fred Finch CARES](#) (Center for Autism Research Evaluation and Service)
- [SAY San Diego](#)
- [Be there San Diego / San Diego Healthcare Quality Collaborative](#)

[The loan program is still accepting applications](#). Please share with small business and nonprofit leaders you know!

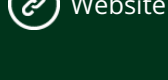


Portfolio companies in the news:

- [Deodorant in recyclable metal packaging? It's on the way](#) [Resource Recycling]
- [New Pivot for The New Children's Museum in San Diego](#) [Times of San Diego]
- [San Diego Foundation Grants \\$1.3 Million For Early Childhood Programs](#) [Times of San Diego]
- [Kid Ventures Preschool Academy ranks in the top 10% out of 274 San Diego preschools evaluated](#) [Expertise]
- [San Diego Habitat for Humanity to install solar panels at its offices and facilities with support from CollectiveSun's SunForAll fund](#) [ImpactAlpha]
- [Gene Tox Lab Solutions Announces Charles Clark as New COO](#) [EIN Presswire]
- [The New Children's Museum will be honored on San Diego's National Philanthropy Day Nov. 14](#) [San Diego Magazine]

What else we're reading:

- [How to Spot \(and Ward Off\) an Impact Vampire](#) 🧛‍♂️ [B The Change]
- [San Diego Foundation Sends First \\$1.5 Million To Nonprofits Hit By COVID-19](#) [KPBS]
- [San Diego County expands small business loan program to include businesses in cities](#) [The San Diego Union-Tribune]
- [Freedom for Immigrants' Christina Mansfield & Mission Driven Finance's Lauren Grattan Talk About the Freedom100 Fund](#) [Vimeo — Toniic]
- [Scaling playful learning: How cities can reimagine public spaces to support children and families](#) [Brookings Institution]
- [Stakeholder Capitalism](#) [B Lab]
- [How Covid-19 Inspired Oakland to Get Real About Equitable Urban Planning](#) [Next City]
- [Antiracism: How the finance industry can be better](#) [Fortune]



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