

Closing the Gap



> A Leader in Responsible Lending

While access to credit remains a central challenge for most small business owners, the credit market is exploding with alternative financing options. Small business owners seeking capital can find a wide range of new financing products - but many are short-term, high-cost, and can do more harm than good. This year, Opportunity Fund expanded our efforts to combat predatory lending on multiple levels.

Products

Provided a record-breaking **2,200 loans** to underserved small business owners, helping them build their credit towards a bankable future.

Research

Published *"Unaffordable and Unsustainable: The New Business of Lending on Main Street,"* a first-of-its-kind analysis of high-cost, short-term 'alternative' loans that reveals punishing loan terms, including an average annual percentage rate (APR) of 94 percent.

Policy

Led a collaboration of non-profit and for-profit lenders, brokers, and advocacy groups to push for greater transparency and affordability in small business financing through the *Small Business Borrower's Bill of Rights*.

OUR IMPACT

> ENTREPRENEURSHIP



- 2,200 new loans to small businesses
- \$70 million loan portfolio, the largest in the U.S.
- 8,672 cumulative loans, creating and sustaining 25,000 jobs

> EDUCATION



341

New families saving
for college or a rainy
day

- 5,741 accounts opened to date
- \$20 million in cumulative savings deposits and incentives

> RESEARCH



2:1

Ripple Effect

- Published *"Ripple Effect: The Macroeconomic Impact of Small Business Lending,"* showing that every \$1 we invest generates \$2 of new annual economic activity

> Serving more Californians

- More than 4,300 households served.
- Served clients in 44 of 58 counties in California in FY16.
- Surpassed our five-year, **\$100 million investment goal** two years early!

> Financial Strength

\$9.9 Million
Earned Income

+ **\$8.9 Million**
Philanthropic Contributions

Strong and Sustainable Business Model

> Trust and Transparency

- Fifth consecutive 4-Star rating from Charity Navigator.
- Gold rating from GuideStar for transparency.



> Entrepreneur Spotlight

Jorge Rodriguez | Los Balcones del Peru | Los Angeles | Loan amount: \$100,000

When Jorge's bank of 25 years turned him down for a loan, he turned to an unregulated 'alternative' lender who charged him an APR of 80%. Opportunity Fund helped Jorge escape the debt trap by refinancing his high-cost loans, and providing additional, affordable funding to finish the remodel of his popular Peruvian restaurant.



"The loan from Opportunity Fund saved my business. Everything I'd worked so hard for was slipping away. I got into so much trouble so fast with the merchant cash advance lenders. Opportunity Fund truly cares about helping business owners!"

> Join Us! Upcoming Events

OCTOBER 13
2016
6PM-9PM

Menlo Park

Sharon Heights
Country Club

Tickets on sale 8/16

Economic Inequality: Is the Deck Stacked?

A conversation with Michael Lewis, benefiting Opportunity Fund

Opportunity Fund invites you to join us for a powerful conversation with *New York Times* best selling author Michael Lewis, exploring the role of access and information in our financial system. Reception features #OpportunityFunded clients and a chance to meet Mr. Lewis.

Taste of Microfinance | #EatDrinkGive

Join us for a cocktail party, food tasting and fundraising event featuring cuisine from culinary entrepreneurs and gourmet food trucks, each of whom used an Opportunity Fund loan to launch or grow their business. Enjoy good company, tasty bites, drinks, and music – and get that giving feeling!



MARCH 23
2017
6PM-9PM

Los Angeles

SmogShoppe
Tickets on sale 1/17

MAY 18
2017
5:30PM-8:30PM

San Francisco

Terra Gallery
Tickets on sale 3/17