Rising to the Challenge
We invite you to view our complete 2020 annual report online: report.lisc.org/2020-annual-report [+]

LISC 2020 ANNUAL REPORT

Rising to the Challenge

Message from Leadership

Portraits of Impact

By the Numbers
We invite you to view our complete 2020 annual report online. [+]
Like most Americans, our teams across the country spent much of 2020 grappling with the shock and grief of the pandemic. We approached our work with a clear focus on addressing socio-economic and racial disparities and we worried about the escalating impact of job loss and financial uncertainty.

But we were also in a position to rapidly respond. Having spent four decades investing in the social and economic infrastructure of communities, LISC had the capacity to reach people whom the conventional financial market does not directly serve. Last year, our experience proved to be vital.

When corporations and philanthropies began looking for new, rapid ways to address the year’s challenges, they turned to LISC because we already had a well-tested capital distribution system in place. We already understood how to lend and invest in under-resourced communities and to help people recover from financial and climate disasters. We were already deeply engaged on issues related to equity, inclusion and economic opportunity.

As a result, LISC invested more than $2 billion in grants, loans and equity during 2020. We launched creative new initiatives, like Project 10X and the Black Economic Development Fund, both of which are deepening our efforts to address racial gaps in health, wealth and opportunity. We quadrupled our grantmaking, with support for both urban and rural communities, and we connected with new impact investors so we could expand LISC-managed community investment funds on behalf of our partners, as well as raise capital through our LISC Impact Notes.

Though much of 2020 was defined by evolving tragedies, LISC also continued to invest in core community assets like affordable housing, economic development, health, safety and education. Our

“We launched Project 10X and the Black Economic Development Fund, both of which are deepening our efforts to address racial gaps in health, wealth and opportunity.”
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National Equity Fund affiliate, for example, made record housing investments for the year, keeping projects on track despite the economic uncertainty of the pandemic.

LISC’s lending efforts grew as well, not just on the strength of Paycheck Protection Program (PPP) loans, but also through a range of flexible, affordable financing that helped fuel childcare centers and schools, retail, small manufacturing, services firms and more—each of them serving low- and moderate-income communities, each creating jobs and supporting local incomes.

You can read more on all of that throughout this year’s annual report. But we also urge you to look beyond the numbers. Our 2020 experience offers some clear takeaways for the future.

First, community development financial institutions (CDFIs) like LISC are critical to our national well-being. When pandemic relief programs failed to reach many low-income communities and minority-led businesses last year, CDFIs helped sustain many of those enterprises. We focused on reaching businesses and nonprofits led by people of color, women, and veterans, especially those operating in communities that were already economically vulnerable, with emergency grants and PPP loans. In fact, the CDFI sector, as a whole, proved to be a remarkable resource, bridging gaps that neither the public, private nor philanthropic sectors could address on their own.

Second, LISC continues to recognize that widespread economic well-being and economic growth are interdependent. Long-standing disparities regarding race, class, gender and geography negatively affect our communities and country. This is one reason why so many corporations have launched or expanded impact investing programs focused on diversity and inclusion. The cost of entrenched inequality is simply too high.

Finally, in all of this, scale is important. There are whole communities that never recovered from the last recession more than a decade ago, and they include many of the same people and places affected most deeply by loss in 2020. They require large-scale, long-term commitments of capital in order to build stability and resilience. For our country, this is an economic imperative, as well as a moral one. It will require ambitious public policies, private investment strategies and program support in order to succeed.
“There are whole communities that never recovered from the last recession more than a decade ago, and they include many of the same people and places affected most deeply by loss in 2020. They require large-scale, long-term commitments of capital in order to build stability and resilience.”

In closing, we would like to acknowledge our extraordinary LISC team and their remarkable efforts over the past year. They managed an incredible 800,000 applications for small business relief. They quickly built new processes and educated new partners about community development finance. They worked tirelessly to help lawmakers understand the needs of underserved communities so that funding gaps could be addressed. And they did it all while scattered across the country, dealing with their own health and family challenges, navigating their own deep concerns about the future.

Because of their efforts, LISC is in a stronger position than we ever have been, both financially and programmatically. We are long-term partners and investors, and we are committed to building a more broadly shared prosperity, where everyone has the chance to succeed.

Lisa L. Glover
PRESIDENT & CEO

Robert Rubin
LISC BOARD CHAIR
We invite you to view our complete 2020 annual report online. [+]
The Small Business Owners

Small businesses have borne the brunt of the pandemic’s economic fallout. LISC, with support from donors new and old, stepped up to get emergency support out the door to entrepreneurs.

Watch their story online [+]

The Community Partner

LISC’s community-based partners, like Native American Connections in Phoenix, AZ, moved mountains last year to safeguard the health, safety, homes and economic survival of clients and residents in the face of the pandemic.

Read the full story online [+]

Portraits of Impact
The Executive Director

A silver lining of 2020 was the extraordinary dedication of our staff as we pivoted to meet the challenges of the pandemic. Executive directors of LISC’s local offices, like Charlotte, NC’s Ralphine Caldwell, helped lead the charge.

Listen to her story online [+]

PORTRAIT OF IMPACT

The Nursing Assistant

LISC’s financial capability and employment programs quickly shifted gears last year to provide services online and address skyrocketing unemployment. And still we celebrated client successes, like that of Guillermmina Molina, who landed a CNA job she loves.

Watch her story online [+]

2020 was a year of resilience for the LISC staff. The team continued to build our strategy and agenda and assist our communities, all while encountering the impact of the pandemic on their families and loved ones.”

Ralphine Caldwell
EXECUTIVE DIRECTOR
LISC CHARLOTTE
The Rural Disaster Response

In the wake of the pandemic and a series of devastating hurricanes, Rural LISC responded with relief grants to entrepreneurs and support for business development organizations, helping buoy a critical rural industry: Louisiana Gulf fisheries.

Read the full story online [+]

The AmeriCorps Members

In 2020, our 180 AmeriCorps members working with community groups across the country had to shift to new ways of meeting community needs—which, in many cases, were more urgent than ever.

Read their story online [+]

PORTRAIT OF IMPACT
The Board Member

All of our board members share a diversity of expertise with LISC. One of our newest members, Dr. Alisahah Cole, a leader of CommonSpirit Health, is lending her insight in our mutual mission to close the racial life expectancy gap.

Listen to her story online [+]

The Artists

From Alicia Keys to Dan Levy, and from Janelle Monáe to Usher, LISC was grateful for the generosity and public attention these stars brought to our mission and work.

Watch the recap online [+]

PORTRAIT OF IMPACT

PORTRAIT OF IMPACT
The Venture Capitalist

Women of color launch more businesses than any other demographic group in America—but they also have more limited access to capital and business support than other entrepreneurs. LISC and the Atlanta-based Fearless Fund are working to change that.

Watch her story online [+]

The Community Safety & Justice Partnership

Throughout a profoundly tumultuous year, dozens of community-led safety partnerships supported by LISC kept lines of communication open and their neighbors involved and as safe as possible. See how this unfolded in Rochester, N.Y.’s El Camino neighborhood.

Read the full story online [+]

LISC 2020 ANNUAL REPORT
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A record breaking year

Invested in 2020

$2 billion

Leveraged in 2020

$4.6 billion

18,965 affordable homes & apartments

4.5 million square feet of commercial space
2020 Benchmarks of Impact

Jobs created through our real estate financing

20,500

- Operations: All
- New Markets: Construction
- NEF: Construction
- LISC: Construction

More people to be served annually by new community facilities

56,282

- Health
- Charter Schools
- Childcare
- Sports & Recreation

New resources for community development

$121.6 M

- Impact Notes
- Employers
- Sports
- High Net Worth Individuals
- Technology
- Healthcare

Investments in community services

$54.5 M

- Youth
- Financial Stability
- Community Leadership
- Health & Safety
- Economic Development
- Housing

Tax revenues generated through our investments

$264 M
41 Years of Transformation

Invested since 1979
$24 billion

Leveraged since 1979
$69 billion

436,320 affordable homes & apartments

74.4 million square feet of commercial space
5-Year Growth

Invested

Leveraged

$ in Billions

Fiscal year

Affordable Homes & Apartments

Sq. Feet of Commercial Space (millions)

Fiscal year
## Condensed Statement of Financial Position

**AS OF DECEMBER 31, 2020**

### Assets

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; investments</td>
<td>$ 364,053,897</td>
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<tr>
<td>Contributions receivable</td>
<td>47,924,958</td>
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<tr>
<td>Loans to CDCs &amp; affiliates, net</td>
<td>469,156,439</td>
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<tr>
<td>Investment in affiliates</td>
<td>107,185,019</td>
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<tr>
<td>Other assets</td>
<td>115,592,972</td>
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<tr>
<td><strong>Total assets</strong></td>
<td><strong>$ 1,103,913,285</strong></td>
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</table>

### Liabilities & Net Assets

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Liabilities</td>
<td>$ 637,368,997</td>
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<tr>
<td>Grants payable</td>
<td>43,295,401</td>
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<tr>
<td>Loans &amp; bonds payable</td>
<td>501,625,088</td>
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<tr>
<td>Other liabilities</td>
<td>92,448,508</td>
</tr>
<tr>
<td>Net assets</td>
<td>466,544,288</td>
</tr>
<tr>
<td><strong>Total liabilities &amp; net assets</strong></td>
<td><strong>$ 1,103,913,285</strong></td>
</tr>
</tbody>
</table>

The condensed financial statements of Local Initiatives Support Corporation (LISC) include the assets, liabilities, and revenues of LISC Parent Only as well as its equity interest in the net assets of its controlled affiliates National Equity Fund, Inc. (NEF), New Markets Support Corporation (NMSC), immito, LLC, The Retail Initiative, Inc. (TRI), Local Initiatives Managed Assets Corporation (LIMAC), LISC Louisiana Loan Fund, LLC (LLLF), Neighborhood Properties, LLC. These financials do not consolidate the affiliates nor the entities for which NEF serves as general partner of managing member of (as prescribed by FASB ASC 810-20). Copies of the audit reports and the complete financial statements are available upon request to Michael Hearne, CFO, LISC, 28 Liberty Street, Floor 34, New York, NY 10005.
We are grateful to our generous donors whose support makes our work possible.

A complete list of 2020 donors is available in our online report. [+]

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