Dear Friends,

As we celebrated our 25th anniversary in 2019, Opportunity Fund's belief that small amounts of money and the right advice can drive permanent and lasting change in the lives of low-income individuals, building a foundation for economic mobility that helps hardworking entrepreneurs and their families get ahead. Determination, courage, and opportunity are vital to the success of our families, our neighborhood communities, and the nation. Today, we’re more challenged than ever to defend these values.

Poverty, inequality, and predatory lenders persist. And so do we. This year, we invested $160 million in underserved entrepreneurs and low-income communities, and our work provided new opportunities to over 400,000 people. With a growing circle of donors and investors, our resolve to tackle widening income inequality is unshaken; indeed, it is stronger than ever.

My thanks go out to you - an inspiring community of clients, donors, investors, Board members, Leadership Council, Advisory Council, and staff. In a time of uncertainty and polarization, it is beyond inspirational to see all of us coming together for our communities.

With our deepest gratitude,

Luz Urrutia
CEO
Opportunity Fund
Our Impact

- 428,157 people served
- $160,663,593 invested in people and communities
- 11,023 jobs created and sustained
- 39 states served
Robin

As a new mother, Robin went to cosmetology school and started braiding people’s hair to make ends meet. Diligently, she saved, and purchased a home. Seeing a business opportunity, Robin invested all her savings into converting her garage into a salon, but was only able to complete a portion of the construction before her money ran out. She went to her local bank for a loan but was turned down. Repeatedly. But they told her about Opportunity Fund and three days later, Robin got a loan for $10,000. She is now on her fourth loan with Opportunity Fund. Over the years, Robin has employed 42 women and men in her community. All of them say Robin has changed their lives.

“Becoming a business owner changed my life, but I wouldn’t have gotten my start without help from Opportunity Fund. My daughters have the entrepreneurial bug, too. I see Opportunity Fund in their future.”
— Robin, Owner, Braid It Up

<table>
<thead>
<tr>
<th>NUMBER OF LOANS</th>
<th>LOAN DETAILS &amp; PURPOSE</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>LOAN DETAILS &amp; PURPOSE</th>
</tr>
</thead>
<tbody>
<tr>
<td>$50,000 December 2015</td>
</tr>
<tr>
<td>Make salon improvements</td>
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</table>

<table>
<thead>
<tr>
<th>LOAN DETAILS &amp; PURPOSE</th>
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<tbody>
<tr>
<td>$46,980 November 2017</td>
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<tr>
<td>Upgrade the salon</td>
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<table>
<thead>
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<th>LOAN DETAILS &amp; PURPOSE</th>
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<tbody>
<tr>
<td>$10,000 April 2019</td>
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<tr>
<td>Purchase supplies and furniture</td>
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<table>
<thead>
<tr>
<th>LOAN DETAILS &amp; PURPOSE</th>
</tr>
</thead>
<tbody>
<tr>
<td>$10,000 September 2019</td>
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<tr>
<td>Finish construction</td>
</tr>
</tbody>
</table>
$117,571,270 lent to small businesses
3,193 new loans to entrepreneurs
420,087 unique low-income clients served
$43,017,477 invested in NMTC projects
Longtime musician Frank De Santiago began cutting hair to express his artistry. Mohawks were his early specialty. As word of Frank’s talent spread, he quit his corporate job to pursue a career as a barber. For 6 years, Frank has made a living and employs 4 people running his own barbershop in San Francisco. But even though business is steady, rising rent constantly threatens the shop’s future. Two loans from Opportunity Fund helped relieve that pressure, allowing Frank to upgrade his shop and attract more clients. While rising costs have driven many businesses out of the Bay Area, Frank is planning to stay put, create jobs, and support artists for years to come.

“An entire community fits inside this barbershop. But now it feels like tech firms and their workers are pushing us out. My whole universe is here in this business.”

— Frank, Owner, Frank De Barber Shop

Frank De Santiago, owner, Frank De Barbershop. Photo credit: Brenton Gieser.
32% women entrepreneurs

62% low-to-moderate income borrowers

86% minority business owners

679 average credit score

Our Clients
RYSE

RYSE is a community center in Richmond, California that provides a safe space for young people to learn, educate, heal, and transform lives. With a $11.55M New Markets Tax Credit (NMTC) investment provided by Opportunity Fund, RYSE is expanding into RYSE Commons, a dynamic campus that will increase healing-centered youth programming 300%, increasing opportunities for promising youth leaders like D’Ana.

D’Ana Clark became a RYSE member four years ago, receiving services and support as a formerly incarcerated youth. Today, she works as a Youth Justice Fellow at RYSE, advocating for young people who have been systems-impacted.

“I went from being a very troubled child to a person that aspires to be one of the best criminal defense lawyers—someone driven by a series of injustices to pursue success, a person that youth at RYSE can look up to.”
— D’Ana Clark, RYSE Youth Justice Fellow

| 41,600 SQ FT INDOOR AND OUTDOOR RENOVATION AND NEW CONSTRUCTION |
| 6,750 YOUTH SERVED ANNUALLY (ONCE COMPLETE) |
| 56 PERMANENT JOBS CREATED |

$11.55 MILLION INVESTMENT
Highlights from the Year

Advocating for Underserved Communities

In 2019, funding for programs that provide critical financial and social services in low-to-moderate income communities was at risk of being eliminated in the federal budget. We worked with partners to successfully achieve record-breaking funding for the CDFI Fund and the New Markets Tax Credit.

Former Opportunity Fund Policy Advocate Gabriel Villarreal meets with Senator Diane Feinstein’s staff in Washington, D.C.
Highlights from the Year

25th Anniversary Gala

Over 250 friends, donors, and supporters gathered in October to enjoy delicious ‘Opportunity Funded’ food, drinks, and conversation as we celebrated all that has been accomplished over the past 25 years of transforming lives. The night featured food prepared by our talented chef entrepreneurs, each of whom received a microloan to fund their businesses. Hosted by Freada Kapor Klein and Mitch Kapor, this inspirational evening brought together the Opportunity Fund community. Together, we raised more than $860,000 to support the dreams of hard-working business owners!
Accelerating Opportunity examines the environmental, social and financial impact of our lending to independent truck drivers and small fleet owners.

- Each loan eliminates the emissions equivalent of 140 vehicles.
- 4,500+ loans to independent California truck drivers resulted in a decrease of nitrogen oxides equivalent to taking 620,000 cars off the state’s roads.
- $220 million loaned to truck drivers and fleet owners spurred $470 million in new, annual downstream economic activity.
Highlights from the Year

LendingClub Partnership

In 2019, Opportunity Fund partnered with LendingClub - America’s largest online credit marketplace connecting borrowers and investors – in order to increase small business owners’ access to transparent, affordable and responsible credit. By leveraging LendingClub’s technology to provide a seamless customer experience that includes prequalified offers to underserved small businesses, Opportunity Fund can meet the credit needs of the most underserved borrowers that visit the online credit marketplace. This partnership expands Opportunity Fund’s lending to 45 states. Furthermore, larger small businesses with stronger credit profiles are referred by Opportunity Fund to Funding Circle - the leading small business loan platform in the United States - ensuring the greatest possible coverage for small business credit needs online through a seamless technology integration.

“By combining LendingClub’s leading credit technology with Opportunity Fund’s mission-based, high-touch lending model, we can dramatically expand access to affordable and responsible capital to underserved small business owners across the country.”
— Luz Urrutia, CEO
Highlights from the Year

Advancements in Responsible Lending

Opportunity Fund continues to advance responsible lending policies including a bipartisan Congressional resolution in support of the Small Business Borrowers’ Bill of Rights.

"I hear frequently about the challenges entrepreneurs face in securing financing to grow… This resolution will help achieve the balance of ensuring new sources of capital remain available, while protecting small businesses from unscrupulous actors."

— Representative Nydia Velazquez, Chairwoman of the House Small Business Committee
Highlights from the Year

Record Year in Loan Sales

The Capital Markets Team had a record year in loan sales, increasing volume by 55% year-over-year to $53M. Loan sales are an important part of Opportunity Fund’s funding strategy, allowing the organization to help more borrowers access affordable and responsible loans.

2019
$53M

2018
$34M
Financial Highlights

- **$180,000,000** portfolio of active loans under management
- **93%** of borrowers repay their loans
- **$1 donated** deploys $22 in loans
- **82%** earned income covers most of operating budget
## Financials

### Assets

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<thead>
<tr>
<th></th>
<th>FY 2019</th>
<th>FY 2018</th>
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<tr>
<td>Cash</td>
<td>$ 9,219,000</td>
<td>$ 9,783,000</td>
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<tr>
<td>Investments</td>
<td>$ 631,000</td>
<td>$ 1,162,000</td>
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<tr>
<td>Cash for Programs</td>
<td>$ 10,153,000</td>
<td>$ 11,078,000</td>
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<tr>
<td>Current Loans &amp; Other Receivables</td>
<td>$ 33,641,000</td>
<td>$ 27,789,000</td>
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<tr>
<td>Long Term Loans &amp; Other Receivables</td>
<td>$ 66,856,000</td>
<td>$ 51,500,000</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$ 120,500,000</strong></td>
<td><strong>$ 101,313,000</strong></td>
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### Liabilities and Net Assets

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<thead>
<tr>
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<th>FY 2019</th>
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<tr>
<td>Current Liabilities</td>
<td>$ 23,166,000</td>
<td>$ 9,463,000</td>
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<tr>
<td>Long Term Liabilities</td>
<td>$ 71,011,000</td>
<td>$ 65,437,000</td>
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<tr>
<td>Net Assets</td>
<td>$ 26,323,000</td>
<td>$ 26,414,000</td>
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<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$ 120,500,000</strong></td>
<td><strong>$ 101,314,000</strong></td>
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### Revenues

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<tr>
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<th>FY 2018</th>
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<tbody>
<tr>
<td>Contributed Revenue</td>
<td>$ 5,668,000</td>
<td>$ 6,704,000</td>
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<td>Earned Revenue</td>
<td>$ 25,523,000</td>
<td>$ 17,515,000</td>
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<tr>
<td>Interest on Cash and Investments</td>
<td>$ 103,000</td>
<td>$ 32,000</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>$ 31,294,000</strong></td>
<td><strong>$ 24,251,000</strong></td>
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### Expenses

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<tr>
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<th>FY 2019</th>
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<tr>
<td>Program Expenses</td>
<td>$ 24,241,000</td>
<td>$ 21,049,000</td>
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<td>Support Expenses</td>
<td>$ 7,144,000</td>
<td>$ 5,234,000</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$ 31,385,000</strong></td>
<td><strong>$ 26,283,000</strong></td>
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### Change in Net Assets

<p>| | | |</p>
<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Change in Net Assets</td>
<td>($ 91,000)</td>
<td>($ 2,032,000)</td>
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</table>

All numbers rounded to the nearest $1,000
Community

“Opportunity Fund provides a chance for the American dream, allowing people to use their talents to enrich themselves and our economy. I am thrilled to see real transformation right here in my back yard.”
Joni Cropper, Board Member

“Supporting Opportunity Fund translates to support not only for the borrowers but also for their employees. Job creation through micro-lending provides a better life for the families of all involved.”
Ron Gonen, Board Member

“Opportunity Fund supports hard-working, but under-served entrepreneurs to achieve their dreams. I believe this helps create a better world for us all, and I am proud to support their efforts.”
Linda Ba, Board Member
Individual Donors

Up to $99
Lawrence Abraham
Becca Ackerman
Tristan Adams
Christian Arana
Arnoldo and Alma Avalos
Christine Barnes
Kimberly Bassett
Arvind Bhusnurmath
Tor Fredrik Bjerke
Sarah Bowles
Luke and Molly Brown
Virginia and Gary Brown
Marta Buchanan
Amanda Byrd
Timothy Carter
Michael Chae
Masha Chernyak
Svetlana Chernyak
Liliana Chiou
Pilar Diaz
Kenny Diekroeger
Tini Doland
Marcia Duckens
Maria Esteves-jaramillo
Cathrine Evanilla
Jennifer Evanilla
Jessenia Francisco
Ellen French
Zhenia Frie
Ernesto Fuentes
Eric Garcia
Annemarie Gerace
Alfie Gil
Elizabeth and John Givens
Ana Melara Glenn and Gary Glenn
Krzysztof Goca
Tom Goss
Jon and Kathryn Goulding
Shaun and Greg Kall
James Gregson
Monica and Kieran Healy
Monica Healy
Brett Heeger
Rachel Heredia
Roth Herrlinger
Paul Hinkfuss
Barbara and Joseph Huang
Rosana Huerta
Leah Frei and Dan Kolkowitz
Colin Kovach
Laura Kvalheim
Tonia Leonards
Naasira Lewis
Christine Lias
Tamara Lomas
Matt Hendry and Kevin Lucas
Carolina Martin
Shanna Mcclearn
Derick McGee
Laury Melara
Kristen Mole
Anna Oleinikova
Claudia Olvera
Jamie Patrick
Vrushali Paunikar
Alexandra Pedersen
Xiomara Pena
Jerry Petter
Mary Platerink
Marina Portnova
Gino Ramos
Dara Richman
Annabeth Rickley
Geoff Rogers
Olga Rozin
Philip Ruhl
Pyper Scharer
Samantha Schwartz
Kim and David Selby
Sabrina Smith
Valery Sokolov
Lauren Swartz
Erik Thompson
Osbaldo Velazquez
Yevgenia Weiner
Troy Wickett
Erika Via Williams
Shana Wong-Solares
Marina Yaport
Beizhi Zhang

$100 to $999
Lynn Adler
Josefa and Melissa Alofaituli
Juan Aquino
Arteen Arabshashi
Lorenza Arnal
Karen Askey
Brenda and Regan Avery
Debbie and Stephen Baloff
Dave and Karen Banducci
Annie Jean Baptiste
Mary Ruth Batchelder
Irene Becklund
Christopher Berini and Jeffrey Huang
Patricia Berini and Robert Berini
Rob and Jodee Berini
Dan and Tessie Boado
Gordon Boerner
Marsha Bonner
Charles Chew and Patricia Bossert
Jared Braiterman
Jamila Buckner
Jerome and Marguerite Buttrick
Lorene and Randy Chandler
Dave and Mary Cocca
Holly and Andy Cohen
Hugh and Laura Cornish
Daniel Cox
David and Joni Cropper
Cynthia Dai
Allen and Delphine Damon
Betsy Densmore
Mary Beth and Chris Dorst
Individual Donors, Continued

$100 to $999 cont.
Charlie and Jack Evanilla
Marta Gazzera Ferro
Natasha Kurtova and Tom French
Janice Fry
Adam and Erin Gabler
Gwyneth and Mark Galbraith
Judy Gascoyne
Judy Gaviser
Tammy and Patrick Geary
Fiona Gellatly
Sara Goldhaber-Fiebert
Blake and Katie Griffin
Alma Elizondo-Bailey and Hector Gutierrez
Nick and Kelly Guy
Taylor Haas
Allyson Halpern
Dorima Hamilton
Deborah and Michael Harrison
Kathryn Dunlevie Hayes
Kathryn and Robert Hayes
Donald Hejna
Roshanne Hemmat
Sarah Hinkfuss
Susan Leal and Susan Hirsch
Chris Huang
Christopher Huang
Andrew Hudnut
Peter Massik and Suzanne Joyal
Angie Juenemann
Grace Kangdani
Jonathan Kessler
Siamak Khoubiyari
Pam and Bill Klaus
Patricia Krackov
Max Krieg
Joe and Carole LaTorre
Linda Lazor
Brenda LeCount
Hogan Lee
Scott Lerch
Marina Levinson
Frederick Li
Sara Lomelin
Vic Lucero
Kirsten Ludwig
Susan Petterson Lyndon
Nathan and Lauren Lyon
Angella Mantsch
David Mares
Brian Mascarenhas
Brian Matthiesen
Adam Mays
Scott Wagner and Caitlin McShane
Kirby Sack and Pamela Merchant
Wallace Mersereau
Steven Zuckerman and Debra Meyerson
Cindy and Buff Miller
Bernadette Maya Chorengel and Arpad Molnar
Larry Kuechler and Ionne Montes De Oca
Gail Morabito
Barbro and Mike Moran
Brenda and Greg Munks
Conan Knoll and Erin Musgrave
Brian and Katie Neider
Theresa Nelson
Shauna Nep
Shannon Odam
David Okazaki
Beth and Martin O’Malley
Janine Gardner and Scott Osborne
David and Alice Patrick
Laura and Mark Pitchford
Margi and Tom Power
Megan Pyron
Jane Donahue and Drago Rajkovic
Marc Rand
Lisa and Christopher Reale
Rick Holmstrom and Kate Ridgway
Bill and Connie Ring
Craig and Emanuel Robinson
Rosmary Roca
Steven Roesch
Yohan Ruparatne
Jane Rush
Cindy and Will Rutter
Danna Kozerski and Pete Ryan
Martin Sargeant
Ellen Seidman
Kristine Silva
Laura Singer
Galina Sokolov
Zain Saidin and Joanne Spetz
Jonas and Christine Stafford
S. Andrew Starbird
Joshua Stokes
Kathy Klausner and Beni Strebel
Rachel Sumekh
Philip and Kimberly Summe
Andrew Han and Catherine Sung Han
Christina Sunley
Brandon and Lisa Sweeney
Dawn Dobras and Eric Swergold
Jennifer Tescher
Terry and Allan Thygesen
Tim and Jane Tight
Veronica Tincher
Mike Torres
Agnes Ubalde
Nicholas Wagner
James and Mary Weaver
Mary Dent and Allen Weiner
June Weintraub
Karen Wilmer
Individual Donors, Continued

$100 to $999 cont.
Anthony Chang and Wendy Wong
Kat Yalung
Dwayne Young
Patti Yukawa

$1,000 to $4,999
Carouxline Acosta
Lynn Marie Auzenne
Linda Ba
Kody Bartz
Cyrus and Katie Behroozi
Diana and Dan Bergeson
Annikka Berridge
David Krimm and Peter Bradley
George Brown
William Cummings and Margaret Chau
Bud and Rebecca Colligan
Abraham Darwish
Stephanie Dellari
Tom and Ellen Ehrlich
Kirsten and El Gray
Natasha Case and Freya Estreller

James and Beth Gassel
Sue Gellen
Ron and Ashley Gonen
Judith Grant
Cathy Greenwold
Denise Yamamoto and Josh Hannah
Gina Harman
Deirdre and Paul Hegarty
Ronald and Dianne Hoge
James Bandler and Rebecca Holcombe
Jeff Hoopes
Parker Hudnut
Michael Jameson
Arthur and Nicole Johnson
Jack Kabak
David Low and Dominique Lahaussois
Genni Lawrence
Robert and Connie Lurie
Lynda Marren
James McCann
Douglas Keare Jr. and Jill Morgan
Stephen and Jami Nachtsheim
Lex Nakashima
Donna O’Connell
Ash McNeely and Elisa Odabashian
Jennifer Pence
Emily Avis and Evan Redwood
Pam and Peter Rosekrans
Harry and Carol Saal
Catherine Sanger
Jeffrey Merkowitz and Molly Savitz
Sandie and David Schmaier
Ursula Schorn
Michael Sullivan
Norelle and Lee Tavrow
John Yee
Dan Jurafsky and Janet Yu

$10,000 to $49,999
Swati Bhatia
Thom Bryant
Dickson Chu
William and Tammy Crown
Gregory and Penny Gallo
Eric Weaver and Sarah Jane Holcombe
Tom and Wende Hutton
Mollie Ricker and David ibnAle
Rich and Gina Kelley
Phyllisa Koshland
Wade and Chisato Loo
Cherie Fuzzell and Rick Miller
Lydia and Thomas Moran
Nancy and Joseph Ragey
Judy Heyboer and Brian Shally

$10,000 to $49,999
Todd and Diane Baker
Brian Graham and Torrie Clarke
Andrew and Dana Eckert
Susan Ehrlich
Shelley Harrison
Elizabeth Simons and Mark Heising
Carl Kawaja and Gwendolyn Holcombe
George and Judy Marcus
Mary Porter and Douglas Koshland

$50,000 to $99,999
Debra Engel
Yun-Fang Juan
James and Catherine Koshland

$100,000 and Up
Anonymous
Greg and Anne Avis
Stephen Finn
Bill and Amy Gurley
Institutional Funders

**Up to $9,999**
- Beneficial State Bank
- Boston Private Bank
- Bridge Bank
- California State University Dominguez Hills Philanthropic Foundation
- CTBC Bank
- Dentons US LLP
- Dykema
- FICO
- Goldhirsh Foundation
- GURUS Solutions
- Husch Blackwell LLP
- Manufacturers Bank
- Q2 Software, Inc.
- Robert and Bess Cook Foundation
- Roy and Patricia Disney Family Foundation
- The Barry and Mimi Sternlicht Foundation
- The Kresge Foundation
- The Stocker Foundation
- United Way of Greater Los Angeles
- Whitehill Family Foundation

**$10,000 - $49,999**
- American Business Bank
- Banc of California
- Bank of Hope
- BBVA
- Capital One
- CIT One West Bank
- Citizens Business Bank
- Community Foundation for Monterey County
- eBay Foundation
- Federal Home Loan Bank
- First Republic Bank
- HSBC
- Opus Bank
- Pacific Community Ventures
- Pacific Life Foundation
- Pacific Premier Bank
- Philanthropic Ventures Foundation
- Rabobank N.A.
- Sand Hill Foundation
- Silicon Valley Community Foundation
- Skoll Foundation
- The California Endowment
- U.S. Bank - Statewide
- Vernon CommUNITY Fund

**$50,000 - $99,999**
- Bank of the West
- California Community Foundation
- Cathay Bank - NorCal
- Charles Schwab Inc.
- Citi
- Council on Foundations
- Franklin and Catherine Johnson Foundation
- Heising-Simons Foundation
- Jewish Community Foundation of Los Angeles
- Julia Burke Foundation
- KeyBank
- MUFG Union Bank, N.A.
- Ralph M. Parsons Foundation

**$100,000 - $749,999**
- Annenberg Foundation
- Bank of America
- Bank of America
- Central Valley Community Foundation
- City National Bank
- JPMorgan Chase
- MasterCard Worldwide
- Silicon Valley Bank

**$800,000 and Up**
- CDFI Fund
- Leslie Family Foundation
- The California Wellness Foundation
- Wells Fargo
- Sobrato Family Foundation
- The David and Lucile Packard Foundation
- The Hearst Foundations
- Tides Foundation
- Wurwand Foundation
- Y & H Soda Foundation
Community

“Everyone dreams of upward mobility and economic opportunity. Our family is proud to support Opportunity Fund’s work to ensure underserved communities can achieve their rightful potential.”

Lata Krishnan, Donor

“Access to financial services is not equitable, which means many ideas aren’t given a chance. I support Opportunity Fund because it provides a bridge to financial stability that benefits everyone.”

Sarah Hinkfuss, Donor

“By partnering with Opportunity Fund, we are improving access to financial services for small business owners and ensuring the organization can build on its legacy of innovation and impact.”

Sandy Fernandez, Mastercard
Impact Investors

John A. Sobrato
Anne and Greg Avis
Rebecca and Bud Colligan
Amy and Bill Gurley
Clare McCamy and Harrison Miller
EWCY Foundation
Trillium Asset Management
Yun-Fang Juan
Debra Engel
Greg and Penny Gallo
<table>
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<tr>
<td>Banc of California</td>
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<td>Wells Fargo</td>
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<tr>
<td>Western Alliance Bank</td>
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</table>
Community

“Our clients inspire me every day. It’s their stories, their struggles and successes, that drives my work.”
Robert Zapata, Opportunity Fund Team Member

“Opportunity Fund has shown that investing in entrepreneurs’ dreams can lead to real growth for their families, communities, and employees. I love that we can make that impact.”
Christine Barnes, Opportunity Fund Team Member

“I believe in our mission to help entrepreneurs achieve their dreams, and I love being able to make that happen.”
Lieu Nguyen, Opportunity Fund Team Member
<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>Role</th>
<th>Board Member since</th>
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<tbody>
<tr>
<td>Greg Avis</td>
<td>Bangtail Partners</td>
<td>Chair</td>
<td>2015</td>
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<tr>
<td>Todd Baker</td>
<td>Broadmoor Consulting</td>
<td>Managing Principal</td>
<td>2018</td>
</tr>
<tr>
<td>Swati Bhatia</td>
<td>Stripe</td>
<td>Chief Payments Risk Officer</td>
<td>2019</td>
</tr>
<tr>
<td>Phil Black</td>
<td>True Ventures</td>
<td>Co-Founder</td>
<td>2019</td>
</tr>
<tr>
<td>Dickson Chu</td>
<td>BBVA</td>
<td>EVP, Global Head of Portfolio Management</td>
<td>2018</td>
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<tr>
<td>Joni Cropper</td>
<td>Cropper Family Fund</td>
<td></td>
<td>2016</td>
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<td>Debra Engel</td>
<td>Engel Family Fund</td>
<td></td>
<td>2017</td>
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<tr>
<td>Madeleine Fackler</td>
<td>International Rescue Committee</td>
<td>Chief Information Officer</td>
<td>2019</td>
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<tr>
<td>Brian Graham</td>
<td>Klaros Group</td>
<td>Managing Partner and Co-founder</td>
<td>2016</td>
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<tr>
<td>Parker Hudnut</td>
<td>ICEP Public Schools</td>
<td>CEO</td>
<td>2017</td>
</tr>
<tr>
<td>Arthur Johnson</td>
<td>Pure Storage</td>
<td>VP Corporate Development &amp; Strategic Planning</td>
<td>2014</td>
</tr>
<tr>
<td>Yun-Fang Juan</td>
<td>Zumplings</td>
<td>Owner and Chef</td>
<td>2016</td>
</tr>
<tr>
<td>Jim Koshland</td>
<td>DLA Piper</td>
<td>Partner</td>
<td>2014</td>
</tr>
<tr>
<td>Sara Gavisser Leslie</td>
<td>In Other Words</td>
<td>Founder &amp; Senior Advisor</td>
<td>2014</td>
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<tr>
<td>Luz Urrutia</td>
<td>Opportunity Fund</td>
<td>CEO</td>
<td>2018</td>
</tr>
<tr>
<td>Eric Weaver</td>
<td>Opportunity Fund</td>
<td>Founder &amp; Senior Advisor</td>
<td>2017</td>
</tr>
</tbody>
</table>
Leadership Council

Greg Avis  
Managing Partner  
Bangtail Partners

Bud Colligan  
Founder & CEO  
South Swell Ventures

Susan Ford Dorsey  
President  
Sand Hill Foundation

Debra Engel  
Engel Family Fund

Susan Ehrlich  
CFO  
Simple Financial Technology

Amy Gurley  
Independent

Mark Leslie  
Leslie Family Fund

Harrison Miller  
Managing Director  
Summit Partners

John A Sobrato, Sr.  
Chairman  
The Sobrato Organization

Jennifer Tescher  
President & CEO  
Center for Financial Services Innovation
Southern California Leadership Board

Arteen Arabshahi
Vice President
WndrCo, LLC

Linda Ba
Managing Director
Kayne Anderson Capital Management

Andie Byrd
Vice President
Membership and Sustainability
Southern California Grantmakers

Natasha Case
Founder & CEO
Coolhaus

Ron Gonen
President
EGC Luxury Homes

David Greco
Executive Director
All Stars Helping Kids

Hogan Lee
Chief Experience Officer
Carenote

Kristen Ludwig
President & Founder
In Good Company

Shauna Nep
Executive Director
Yael and Scooter Braun Family Foundation

Tara Roth
President
The Goldhirsh Foundation
Community Impact Advisory Board

Maeve Elise Brown
Executive Director, Housing & Economic Rights Advocates (HERA)

Gina Diaz
Corporate Counsel, Oracle

Tina Ferguson-Riffe
Owner,
Smoke Berkeley

Paulina Gonzalez
Executive Director,
California Reinvestment Coalition