KANSAS
COMMUNITY INVESTMENT FUND (KCIF)
IMPACT INVESTING

Presented By:
Steve Radley, President & CEO
NetWork Kansas
NetWork Kansas

• Quick Background

• Who we are

• Statewide organization focused on making entrepreneurship a priority for economic & community development

• Two networks: Partner network (550+) & Entrepreneurship Community network (64)
Kansas Community Investment Fund: Intersection of Health & Wealth

KCIF created with expectation that healthy & prosperous communities with rooted wealth & equitable, sustainable opportunities will create stronger communities across Kansas

$1 million/year for 3 years
KCIIF: Goals

- Create impact investment model that develops sustainable assets for investments in underserved communities
- Increase projects focused on health & community vibrancy
- Attract additional investment from other organizations into the fund
KCIF Distinguishing Characteristics

- Higher expectation of investment return than other programs – evaluate impact and risk
- Criteria of Health, Community Vibrancy, and Portfolio Fit will start with a fairly wide definition and will likely narrow over time
- KCIF will create an investment model: A. Create means for private sector/foundation resources, B. Model for replicating locally with community foundations and ED organizations for local impact $$
Kansas Community Investment Fund

Matching loan fund

- Invest in projects generated through NetWork Kansas partners & E-Communities
  - Likely to be more for-profit deals
- Invest in projects generated through other (new!) community partners
  - Examples: community foundations or healthy community partners
  - Likely more of the non-profit projects
New/KCIF/Narrower Fit

KHF Impact Areas: Health Equity/Community Vibrancy

- Healthy Behaviors
- Access to Care
- Civic and Community Engagement
- Educational Attainment
Projects Funded To Date

- 7 Businesses, $250,000, Leverage $1.37 million
- Healthcare business: Memory Care, Emporia
- Fitness Facilities: Fort Scott, Ellsworth, Hays
- Childcare: Winfield
- Co-working Space: Courtland, Also a Healthy Communities Partner
- Program Change via KHF
Other Project Types

Going where NetWork KS has not gone before

- Non-Profit Projects
- Infrastructure
- Housing
- Broadband
- Trails/Parks
- Community Facilities

REMEMBER!

Project-by-Project. Needs to be Sustainable and a “Fit”
Accessing KCIF

- Working with community foundations in CPIN on potential fits with KCIF
- Connect with NetWork Kansas Resource Partner(s) to apply
- Other funds in the deal to be match
  - The amount of other funds in the deal will shape the amount that KCIF can potentially provide into the deal
Impact Kansas

- Rural Certified Development Entity
- NetWork Kansas/Sunflower Community Investment Partnership
- $70 million in new market tax credit application
- 75% rural deployment
- 25% will be a small business loan fund
Historical Results

1032 Matching Loans/Investments

$46.3+ Million/$419+ Million Leveraged

Examples in every segment: broadband, healthcare, business expansion thanks to our partners

Award will be Summer/Fall 2020
Entrepreneurship Tax Credit

- One More Ask
- Fundraising Mode for Entrepreneurship Tax Credits
- Banks can now participate
- Corporations also targeted (C-Corps)
- Referrals to me and Erik Pedersen
Questions on Projects

• Contact Imagene Harris or Steve Radley
• iharris@networkkansas.com
• sradley@networkkansas.com
ADDENDUM
Impact Score

- Underserved area
- Economic mobility for underserved
- Capital leveraged
- Economic benefits to community
- Community Benefits
- Leadership Experience
- Sustainability
- Potential economic acceleration/growth
- Access healthier lifestyle
- Engagement with KHF/NTKS partners

Impact Score:

7-10 Significant Impact
4-6 Moderate Impact
0-3 Low Impact

Kansas Community Investment Fund
Community Impact Score Sheet

Project:
Date:
Impact Score:
Please answer the following regarding the project:

Yes ☐ No ☐ 1. The project is in an underserved area (urban distressed or rural)?

Yes ☐ No ☐ 2. Enhances the opportunity for economic mobility for an underserved population (minority and/or woman-owned)?

Yes ☐ No ☐ 3. Does the project have significant leveraged capital?

Yes ☐ No ☐ 4. Provides economic benefits to the community such as new business and/or additional full time and part time jobs?

Yes ☐ No ☐ 5. Provides an important community benefit to an urban distressed or rural area. Examples include day care centers, pharmacy, housing, locally-owned restaurant or other service offering that enhances community vitality and “sense of place” for the community?

Yes ☐ No ☐ 6. Does the project have an experienced executive team leading the organization?

Yes ☐ No ☐ 7. Does the proposed project appear to be profitable or sustainable?

Yes ☐ No ☐ 8. Potential for economic acceleration in the community due to business or organizational growth?

Yes ☐ No ☐ 9. Project offers unique opportunities for the promotion of and access to a healthier lifestyle.

Yes ☐ No ☐ 10. Engages in community partnerships, qualifies as a NetWork Kansas Entrepreneurial (E-) Community, serves as member of a Food and Farm Council, or serves as a member of another community development organization?
Considers the following:

- Business Stage
- Bank Involvement
- KCIF % of Deal, compared to average
- Business Type
- Partner Rating

Risk Score Range

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<th>Scale</th>
<th>Color</th>
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<tbody>
<tr>
<td>High Risk</td>
<td>Red</td>
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<tr>
<td>Moderate Risk</td>
<td>Yellow</td>
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