Formed by REDF in response to the demand for flexible capital, REDF Impact Investing Fund’s (RIIF) mission as a nonprofit is to provide financing paired with technical assistance to nonprofit and for-profit employment social enterprises to strengthen their financial sustainability and grow their businesses so they can employ and empower more individuals striving to chart a new course in life.

### TYPICAL BORROWER PROFILE

RIIF makes loans to mission-driven, revenue-generating businesses nationwide that provide paid, transitional and/or permanent jobs and wraparound services to individuals striving to overcome employment barriers, including:

| Justice System Involvement | Homelessness | Mental Illness and Addiction | Refugee Status | Domestic Violence and/or Trafficking | Disconnection from School/Work for Those Under 25 |

### WHY PARTNER WITH RIIF?

<table>
<thead>
<tr>
<th>Flexible capital and loan terms</th>
<th>Variety of loan products</th>
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<td>to grow, seize new opportunities, and better serve employees</td>
<td>including working capital, growth capital, equipment upgrades, bridge financing</td>
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<td>Specialized technical assistance, informed by 20+ years of venture philanthropy experience, for one discrete project during the life of the loan</td>
<td>Access to REDF resources, opportunities and national network of partners</td>
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<td>Commitment to expand share of borrowers that are led by people of color and/or people who have experienced employment barriers</td>
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### ELIGIBILITY CRITERIA

| Minimum 3 Years in Operation | History of, or Credible Path to, Profitability | Positive Revenue Growth | Strong Management Track Record |
TIMING
Typically 60-90 days from initial conversation to loan closing, depending on complexity of the loan, capital stack, and availability of information needed to underwrite.

RIIF’S LENDING PROCESS
We are with you every step of the way to help you navigate the loan process.

1. EXPLORATORY CONVERSATION
2. SCREENING: MISSION & PORTFOLIO FIT
3. INVITATION: LOAN APPLICATIONS
4. PREVIEW MEMO APPROVAL
5. ISSUE TERM SHEET
6. UNDERWRITING & DUE DILIGENCE
7. LOAN APPROVAL
8. LOAN CLOSING

OVERVIEW OF INITIAL DUE DILIGENCE REQUESTS:
Provide a brief introduction to the social enterprise and plans for growth

Explain the purpose of the loan funds

Prepare snapshot of financial performance

Provide overview of operational history

Provide leadership & board bios

Describe the potential loan’s impact

INTERESTED IN LEARNING MORE ABOUT OUR IMPACT LENDING PROGRAM? Please contact Emilie Linick, Director of Impact Lending, at elinick@redf.org
For more information visit redf.org/what-we-do/impact-lending/