

NMIIIC | SUMMIT 2021



Presented By:



Expanding the New Mexico Impact
Investing Ecosystem

Welcome to the NMIIC Summit!

NMIIC's mission is to create healthy, equitable, sustainable and economically vibrant communities within New Mexico by facilitating and increasing the supply and effective deployment of impact investing capital within the state.

To date, NMIIC has helped members to deploy nearly \$16M to 13 projects across the state.

The logo for NMIIC features the letters 'NMIIC' in a bold, sans-serif font. The 'N', 'M', and 'C' are black, while the two 'I's are a teal color. The letters are set against a yellow rectangular background.

NMIIC

New Mexico Impact Investing Collaborative

Welcome to the NMIIC Summit!

Expanding the New Mexico Impact Investing Ecosystem

Our Goals Today:

Bring
Together

Learn
Together

Build
Together



New Mexico Impact Investing Collaborative

-  www.NewMexicoImpact.org
-  Info@NewMexicoImpact.org
-  [@NMImplnv](https://twitter.com/NMImplnv)
-  [LinkedIn/NMIIC](https://www.linkedin.com/company/nmiic)

NMIIC Summit: Today's Agenda

9:00 - 9:15am	Welcome & Introductions
9:15 - 10:15am	Fireside Chat: Learning from history and creating a new path forward for impact investing
10:15 - 10:20am	BREAK
10:20 - 11:05am	Session 2: LIFT NM - NMIIC Fixed Income Strategy
11:05 - 11:10pm	BREAK
11:10 - 12:25pm	Session 3: NMIIC Investment Showcase
12:25 - 12:30pm	Closing
12:30 - 1:00pm	BREAK
1:00 - 2:00pm	NMIIC Member Meeting (Members Only)


The logo for NMIIC (New Mexico Impact Investing Collaborative) features the letters 'NMIIC' in a bold, sans-serif font. The 'M' and 'I' are in a dark blue color, while the 'N', 'I', and 'C' are in black. The logo is set against a yellow rectangular background.

New Mexico **Impact Investing** Collaborative

 www.NewMexicoImpact.org

 Info@NewMexicoImpact.org

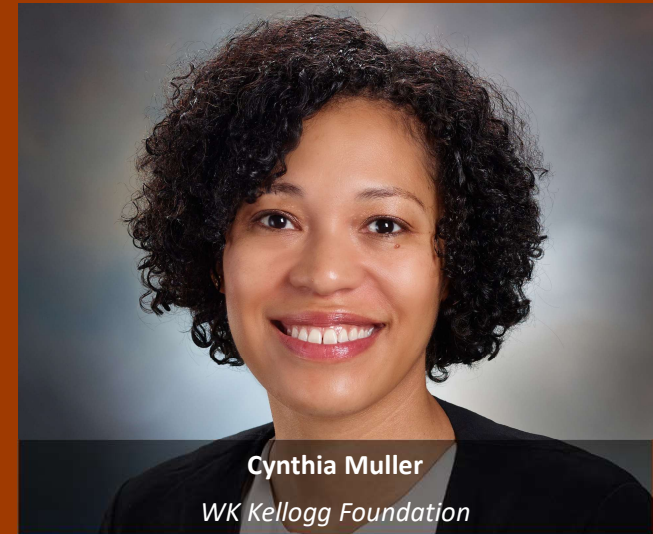
 [@NMImplnv](https://twitter.com/NMImplnv)

 [LinkedIn/NMIIC](https://www.linkedin.com/company/nmiic)

Hosted By:



Guest Speaker



Learning from history and creating a new path forward for impact investing

NMIIC | SUMMIT 2021



Next Session at 10:20am

LIFT NM – NMIIC Fixed Income Strategy

Expanding the New Mexico Impact
Investing Ecosystem



LIFT
New
Mexico

Session 2:
LIFT NM – NMIIC
Fixed Income Strategy





LIFT

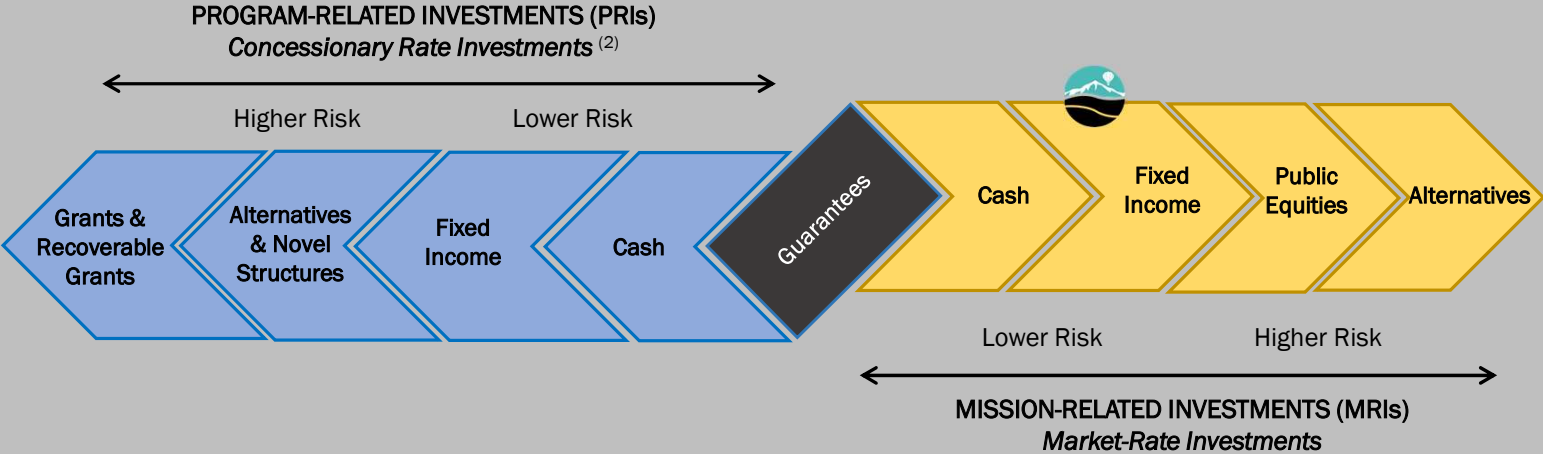
New Mexico

Moderated By:



The Impact Investment Continuum

Investing into companies, organizations, and funds with the intention to generate measurable social and environmental impact alongside a financial return.⁽¹⁾



(1) Source: Global Impact Investing Network (GIIN).
 (2) Adapted from the F.B. Heron Foundation Mission-Related Investing Continuum.



Mission

To connect, strengthen, and advocate for New Mexico's social sector while unleashing its full potential.



Frank Lopez
Executive Director





Brian Fairhurst

Managing Director, Institutional Sales



Mindy Frye

Institutional Portfolio Manager – Impact Investing

LIFT NM Initiative/RBC GAM Overview

RBC Global Asset Management

LIFT New Mexico – Targeting Local Impact with Public Market Fixed Income Investments

October 18, 2021



Impact Investing

Capability overview

	Access Capital Community Investing	Impact Bond
Lead Manager(s)	Brian Svendahl, CFA Scott Kirby	Brian Svendahl, CFA
Benchmark	Bloomberg Barclays US Securitized	Bloomberg Barclays US Aggregate
Strategy Launch	July 1998	October 2009
Total Strategy AUM ¹	\$1.5 billion	\$424 million
Available Vehicles	Separate Account US Mutual Fund	Separate Account US Mutual Fund
Impact Targets ²	Geographic/Local	Thematic
Impact Measurement Criteria	Supporting Underserved Communities	United Nations Sustainable Development Goals

As of 9.30.21

¹AUM includes all accounts managed in this strategy, including accounts which do not appear in the composite.

²Targeting options only available in certain vehicles.



The intersection of financial returns and positive impact

- Competitive fixed income returns
- 20 year track record in impact investing
- Team depth and diversity



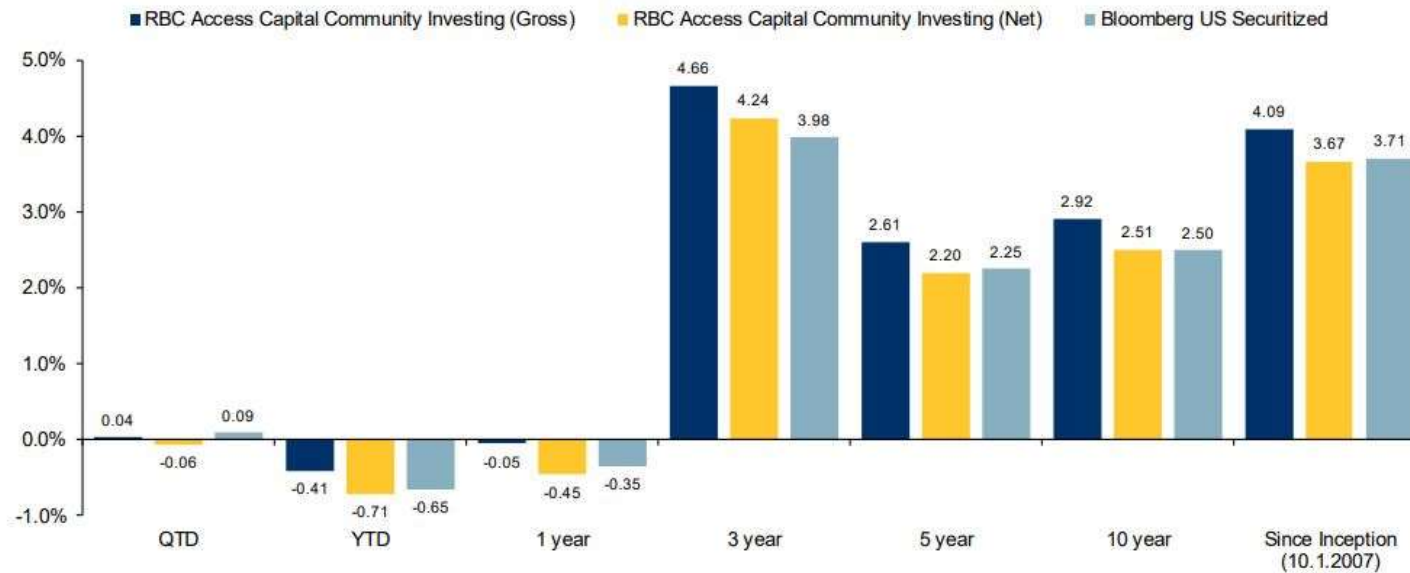
- Innovation and customization
- Strategic partnerships for change

- Measurable, transparent positive social impact
- Invest to reduce inequalities
- Geographic and BIPOC/thematic targeting¹

BIPOC is an acronym that stands for Black, Indigenous, and People of Color.
¹Targeting options only available in certain vehicles and are subject to investment minimums.

Annualized returns

RBC Access Capital Community Investing



Relative performance (%)	QTD	YTD	1 year	3 year	5 year	10 year	Since Inception
Gross (relative to primary benchmark)	-0.05	0.24	0.30	0.65	0.35	0.41	0.37
Net (relative to primary benchmark)	-0.15	-0.06	-0.10	0.25	-0.05	0.01	-0.03

Past performance is not indicative of future results and is calculated in USD.

As at 9.30.2021

Source: RBC Global Asset Management, Bloomberg Indices. Returns are presented gross and net of management fees and include the reinvestment of all income. All returns for periods greater than one year are shown on an annualized basis. Net calendar returns can be viewed in the GIPS® Appendix. Performance is presented as supplemental to the "GIPS® Composite Report" which contains additional information regarding calculation of performance data.

RBC Global Asset Management



Portfolio characteristics

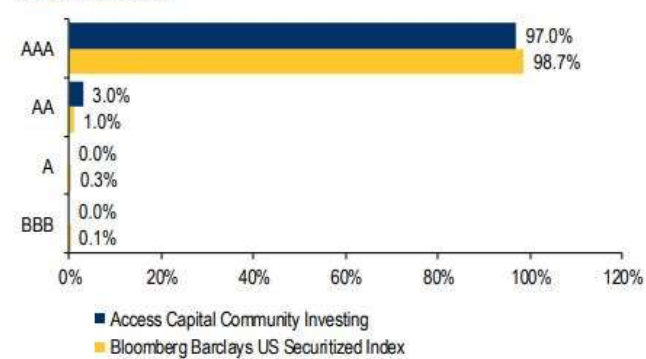
Access Capital Community Investing

Characteristics	Access Capital Community Investing	Bloomberg Barclays US Securitized Index
Effective Duration	3.72 years	3.90 years
Market Yield	1.7%	1.7%
Average Quality	AAA	AAA

Sector distribution



Credit distribution



- Daily vendor pricing
- 100% 1-10 day liquidity
- Long-term track record

As of 9.30.21 Source: RBC Global Asset Management, FactSet, Bloomberg

The Portfolio Characteristics presented above are based on the representative account in the composite. Such data may vary for each client in the strategy due to asset size, market conditions, client guidelines and diversity of portfolio holdings. The representative account is the account in the composite that most closely reflects the current portfolio management style for this strategy. Information presented is supplemental to the "G IPS® Composite Report" appendix which contains additional disclosures and important information regarding the composite. The credit distribution is subject to change and based on the average of the credit ratings assigned to each security in the portfolio by Moody's, Standard & Poor's, and Fitch. If no rating is provided by any of the agencies, an average of the ratings provided by the remaining agencies is used. If no agency provides a rating, the adviser's internal rating is used. The credit quality of the investments in the portfolio does not apply to the stability or safety of the strategy.



RBC Global Asset Management

LIFT NM - Impact Results

As of August 31, 2021



Participant Summary and Investment Statistics

as of September 30, 2021

Participant Summary Statistics:

- Officially launched in May 2021
- 2 foundations (Anchorum St. Vincent and McCune Charitable Foundation) and 1 non-profit medical center (CHRISTUS St. Vincent)
- \$11M committed to New Mexico

Investment Summary Statistics

- As of 9/30, ~\$7.3M of the \$11M committed has been deployed in NM
- RBC Access Capital investments for the initiative span 4 counties in New Mexico
- 30 - Single Family mortgages for low-to-moderate income families
- 1 Multi Family Affordable rental property supporting 252 units of housing



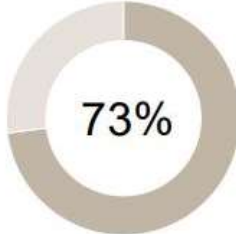
Portfolio Demographics Summary



of investments support LMI individuals and communities



of affordable rental housing supports BIPOC communities



of homeownership opportunities are in BIPOC communities

Source: US Census Bureau; RBC GAM Tableau; As of 9.30.21
BIPOC is an acronym that stands for Black, Indigenous and People of Color. A loan is categorized as supporting a BIPOC community if >50% of the residents are BIPOC



Geographic Summary

State	County	Amount	% Total
NM	Bernalillo	695,361	9.52%
	San Juan	92,467	1.27%
	Sandoval	257,550	3.53%
	Santa Fe	6,256,283	85.68%
		7,301,661	100.00%



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- Project Type
- Multi-Family Affordable Housing
 - Affordable Homeownership

As of 9.30.21

RBC Global Asset Management



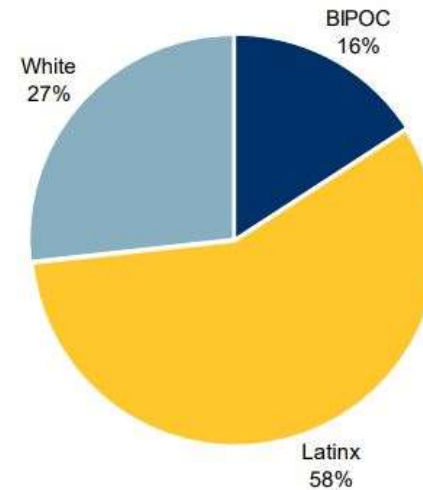
Affordable Homeownership

100% of borrowers earn less than 80% of Area Median Income

73% of loans are in BIPOC neighborhoods

30 affordable mortgages for LMI families
Average loan: \$241,098

Neighborhood demographics



BIPOC is an acronym that stands for Black, Indigenous, and People of Color. A loan is categorized as supporting a BIPOC community if >50% of the residents are BIPOC.

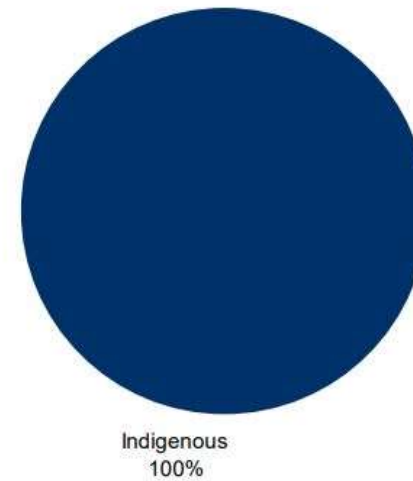
Affordable Homeownership

252 units of affordable rental housing

100% affordable properties

100% of loans are in BIPOC neighborhoods

Neighborhood demographics



BIPOC is an acronym that stands for Black, Indigenous, and People of Color. A loan is categorized as supporting a BIPOC community if >50% of the residents are BIPOC.

Affordable housing

South Shiprock Apartments – Shiprock, NM

- 212 Section 8 housing rental units located on the Navajo Reservation in San Juan County
- To qualify for the housing, a family must verify that their combined income is less than 50% of the Area Median Income (AMI)
- The town consists of roughly 8,200 people, 97% of whom are of Native American descent
- About 39% of the population of Shiprock falls below the poverty line, making the availability of affordable housing essential
- Shiprock and the surrounding land have religious and historical significance to the Navajo people



LIFT NM Website – Learn More

The Purpose of the Collaborative

LIFT NM provides mission-driven investors a coordinated approach to support high-impact projects through scaled investment in New Mexico.

These projects support home ownership, job creation, small business growth, increased access to rental housing, healthcare, and education in New Mexico.

The partnership allows New Mexico investors to come together and focus their investments in specific communities that are important to them.

Investing for Impact at RBC Global Asset Management

Through the partnership with RBC Global Asset Management (RBC GAM), participants in LIFT NM can invest in high quality, liquid fixed income strategies intended to create positive social and environmental impacts while also seeking a competitive financial return. RBC GAM believes that we can help build stronger communities and build portfolios of high quality securities that meet investors' needs while increasing the flow of capital to designated communities.*

*Participants' ability to designate geographies and/or themes is dependent on the amount of their investment and the vehicle through which they invest.



<https://institutional.rbcgam.com/LIFTNM>

RBC Global Asset Management

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Contact us

RBC Impact Perspectives

Geographic Summary

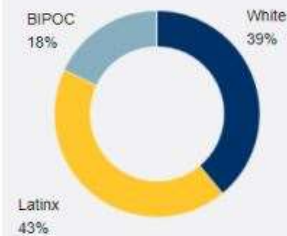


As of 8.30.21 Source: RBC GAM, Tableau

Impact Summary

Affordable Homeownership

Neighborhood demographics



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Jerry Jones
Vice President and Chief Financial Officer



ANCHORUM™
ST VINCENT



Bob Davis
Treasury Consultant





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Anchor Advisors' Perspectives



Larry Witt, CFA, CAIA
Managing Principal/Consultant

MEKETA
INVESTMENT GROUP



Di Tang
*Senior Investment Director, Sustainable and
Impact Investing Group*



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LIFT
New
Mexico

Session 2:
LIFT NM – NMIIC
Fixed Income Strategy



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Next Session at 11:10am

NMIIIC Investment Showcase

Expanding the New Mexico Impact
Investing Ecosystem

NMIIC Investment Showcase



Session 3: NMIIC Investment Showcase



NMIIC Portfolio to Date:
\$16M in **13** projects
and funds invested
in communities
across New Mexico

Session 3: NMIIIC Investment Showcase

Investee/
Opportunity
Spotlight



COMMUNITY
SOLUTIONS



Investor
Spotlight



Session 3: NMIIIC Investment Showcase

Moderated By:



Tina Castro, CFA
Avivar Capital LLC



Natasha Hale
WK Kellogg Foundation



Dion Silva
Enterprise Bank & Trust



Brett Isaac
Navajo Power



William Finnoff
Santa Fe Community Foundation



Laura Altomare
Homewise Catalyst Fund



Sweta Patel
Community Solutions



Dave Foster
Community Solutions

Investment Highlight #1: Homewise's Catalyst Fund

- **The Project:** A fund created in 2020 within local CDFI Homewise focused on acquiring, rehabilitating, and redeveloping high-impact residential and commercial properties in northern and central New Mexico, including Santa Fe and Albuquerque. The Fund will also help to create low-impact rental housing through casitas and guest houses, and help seniors make necessary home modifications to age in place. www.communitycatalystfund.org
- **Impact Area:** Housing, Neighborhood and Built Environment
- **Investment: Low-interest, long-term loan.**
Initial \$10M pool created by partnership between Homewise, Enterprise Bank & Trust and Anchorum St. Vincent with open investment platform.
- **NMIIC Support:** Three (3) NMIIC members contributed \$5.3M with NMIIC's due diligence support. NMIIC will provide on-going financial and impact monitoring support to investor members.
- **Open Investment:** The Fund is open to contributions from individual and institutional investors wishing to take part in deploying capital with a local lens.



Investment Highlight #2: Santa Fe Suites

- **The Project:** Developed by Community Solutions, a national nonprofit with a mission to create a lasting end to homelessness, the Santa Fe Suites Project was completed in December 2020 and consisted in the conversion of a 123-unit motel into mixed-income housing units to address the city of Santa Fe's existing shortage of affordable and permanent supportive housing for people experiencing chronic homelessness.
- <https://community.solutions/projects/santa-fe-suites/>
- **Impact Area:** Housing, Neighborhood and Built Environment
- **Investment:** The project had a total budget of ~\$9 million and required an innovative mix of public, private, and philanthropic funding. The project was made possible via a \$3.9 million in debt financing, \$4 million in CARES Act funds from the City of Santa Fe and the New Mexico Mortgage Finance Authority, and **\$600k in low interest, long-term loans from NMIIC investors.**
- **NMIIC Support:** Three (3) NMIIC members contributed \$600,000 into the Santa Fe Suites project leveraging NMIIC due diligence support.



**COMMUNITY
SOLUTIONS**

Investment Highlight #3: Navajo Power

- **The Company:** Navajo Power is a public benefit corporation that develops utility-scale clean energy projects on tribal lands and maximizes the economic benefits for local communities. The company was launched in response to the imminent closure of coal-fired power plants in New Mexico and Arizona and a deep commitment to helping Native communities **transition to more equitable economies focused on clean energy**. The company has ~3.5 GW under development across eight projects on tribal lands, including New Mexico and Arizona. <https://navajopower.com/>
- **Impact Area:** Economic Mobility, Health, Sustainable Agriculture and Land Management.
- **Open Investment:** Navajo Power is seeking impact investments from individuals and institutional investors wishing to support the company's mission. The company is raising ~\$10 million in concessionary debt under a syndicate of mission-driven investors. NMIIC members are currently performing due diligence on Navajo Power and exploring opportunities for impact investments



NMIIC Investment Showcase



Thank You For Attending!



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