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Capitalize Good

Transforming the Social Sector through Enterprise Capital



Presented by Andrea Levere, Founder and CEO, Capitalize Good
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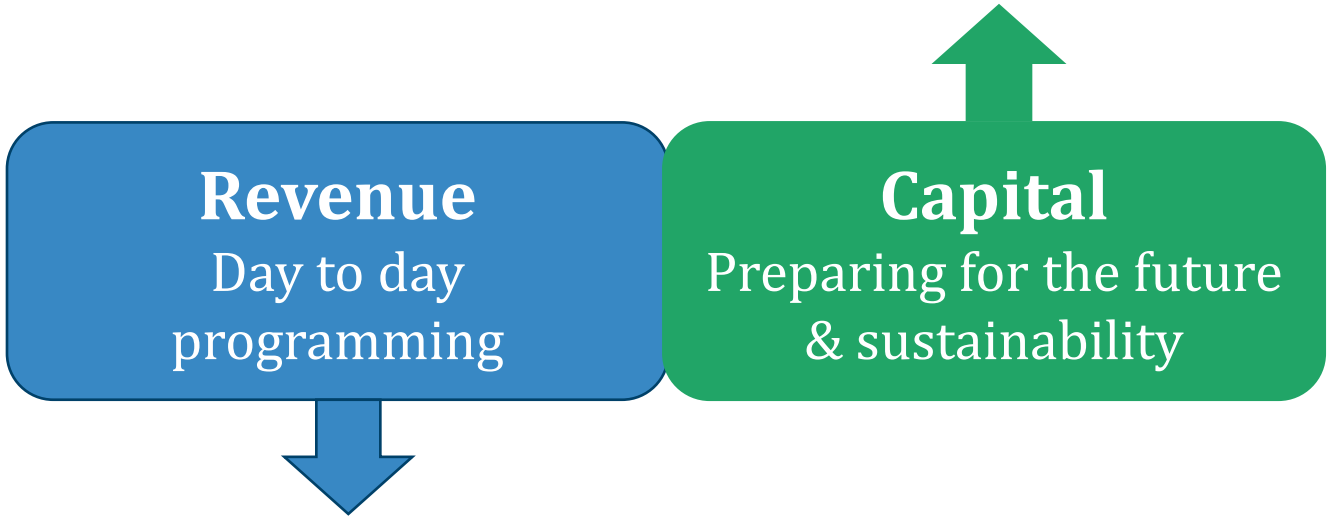
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Enterprise Capital

All Money Isn’t Created Equal

Different Money for Different Needs:
Growth and Impact Need Both

Capital unlocks bigger opportunities and creates **lasting sustainability.**



Revenue unlocks security by meeting the needs of the **day-to-day program.**

The Golden Rule of Finance: *Match Sources and Uses of Funds*

Revenue funds operations; capital builds a sustainable enterprise

Net assets—or equity—is flexible funding that can be invested in any part of the enterprise, not just in delivering programs and services.

Enterprise capital is funding that builds liquid unrestricted net assets.

What Is Enterprise Capital?

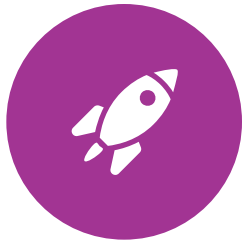
Long-term, flexible capital that strengthens the financial position

Builds enduring infrastructure — people, products, systems or innovation

Functions like **equity** in a for-profit organization

Reduces the racial wealth gap in the nonprofit sector

Uses of Enterprise Capital



Launch

Like seed funding, enterprise capital provides the initial financing to help organizations build out programs and the internal operations needed to deliver on their missions.



Scale

Enterprise capital can fuel organizational growth beyond the initial geographic footprint and single service to reach more people and increase impact.



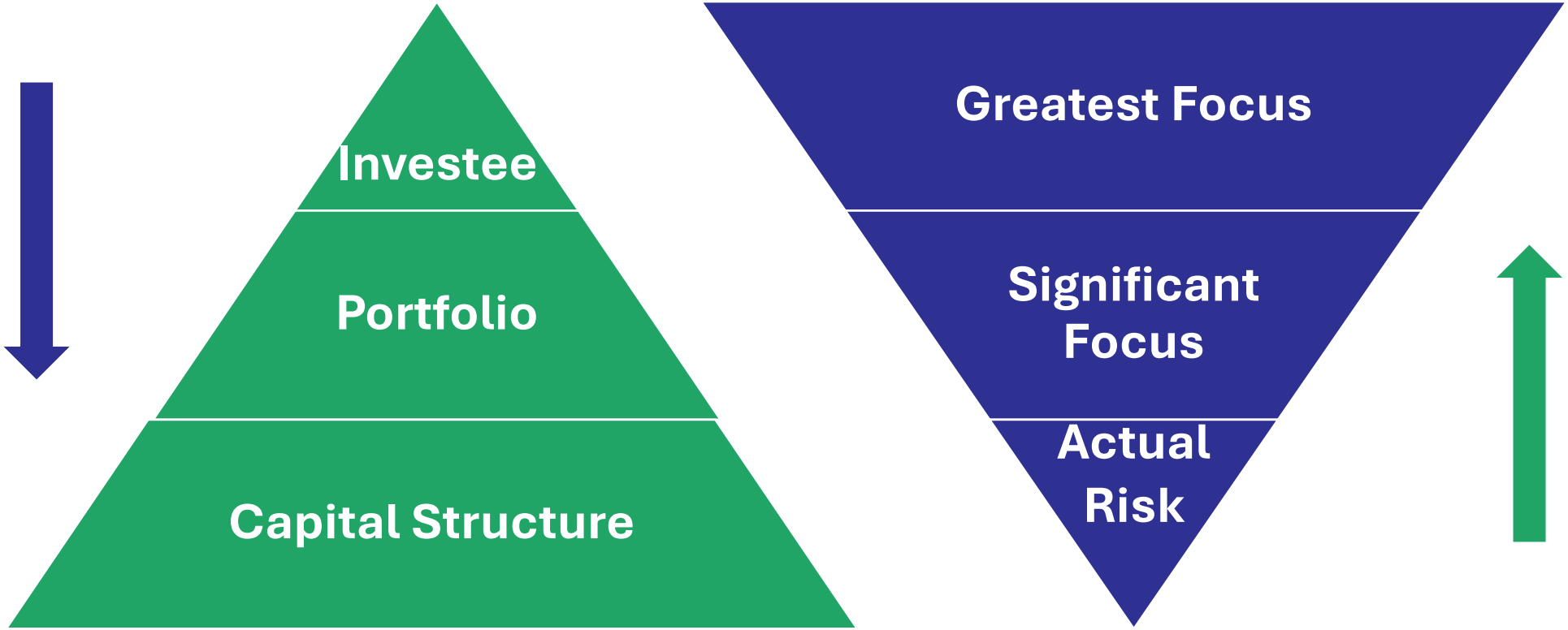
Stabilize

Enterprise capital can help organizations pivot their strategies in response to new opportunities or risks, manage through leadership transitions, and rebound from macro headwinds.

Why Enterprise Capital Matters

- Allows leaders to focus on mission
- Promotes an expansive, visionary mindset
- Drives sustainability and leverages debt capital

Rethinking Risk



Creating a New Philanthropic Asset Class



Goal: Turn enterprise capital into a philanthropic asset class through influence, demonstration, data collection, and education and branding.



Demonstrate: Deliver funding and aligned technical assistance to nonprofits and assess the impact through data collection and stories.



Influence: Work with funders and donors already moving in this direction to launch new Enterprise Capital Funds or integrate the practice into their portfolios.



Educate: Train program officers and nonprofit executives in basic principles of finance to illustrate the value of integrating finance into philanthropic practice.

Let's talk.

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