



When we started our work seven years ago, we said we wanted to create an organization that put long-term relationship rather than short-term transactions at the center of our investing strategy. Our journey with our portfolio companies is through thick and thin, and they remain part of our family, even after they've completed their investment with us.

Which is why we're turning to you to help us keep them and their workers afloat through this incredibly turbulent time. Our team is in conversation with these companies every day since the COVID-19 outbreak began, helping construct cash flow scenarios, guiding them through the flood of relief programs available, and listening to what they need. They need immediate assistance for their workers, and they need debt forgiveness to preserve cash. Below are two ways you can help. Please join us in making sure our portfolio companies *and* their employees know that they are not alone, and we're here to help.

COVID-19 EMERGENCY RELIEF FUNDING

PEOPLE GUARANTEE POOL

The People Guarantee Pool is soliciting grants to provide guaranteed income to workers from qualifying portfolio companies who are facing work shortages during the COVID-19 outbreak. While these workers are eligible for unemployment through the federal stimulus package, those funds may not get to them in time to address immediate needs. BII Fund is providing each eligible worker with an immediate one-time payment of \$1,200 to alleviate the lack of savings available for many working class families. 100% of your donation goes directly to workers.

As of April 28, 2020, we have secured \$148,000 in pledges, but we need to raise at least an additional \$70,000 to be able to take care of all the workers in our community whose income has been cut by at least 50 percent.

To make a donation to the People Guarantee Pool, please contact Deborah Frieze at deborah@bostonimpact.com or 617.340.6630.

ENTERPRISE RELIEF POOL

The Enterprise Relief Pool will alleviate the pressure of debt payment obligations by providing 90 days of debt forgiveness on interest and principal payments for eligible portfolio companies, starting April 1, 2020. Given the magnitude of the crisis, we believe we need to go beyond deferring debt payments and simply take the immediate obligation off the books. Our portfolio companies are facing work stoppages, employee absences and both supply and demand disruptions. This is creating excessive pressure on cash flow as companies attempt to manage for an uncertain future. We will make a second assessment after June to evaluate which companies may require continued debt forgiveness, deferral or restructuring.

We are raising grants and recoverable grants to fund this program. Recoverable grants will be offered at 0 percent and will extend through December 31, 2020. Once recoverable grants are received, they will be placed in a segregated account and drawn down subsequent to the period in which loan forgiveness and/or restructuring takes place. Whatever remains in the segregated account as of December 31, 2020 will be returned to the recoverable grantmakers.

We have secured \$65,000 in pledges and seek to raise an additional \$335,000.

Eligibility Criteria

- Companies in the BII Fund portfolio that are expected to make cash payments on interest and principal during the period.
- Bullet payments that were due prior to the period and have not yet been paid are excluded from the pool. Bullet payments due in the period may be deferred and are excluded from the pool.
- While Q2 will provide blanket forgiveness, Q3 and Q4 will be based on manager's discretion.

To make a grant or recoverable grant to support the Enterprise Relief Pool, contact Deborah Frieze at deborah@bostonimpact.com or 617.340.6630.

BUSINESS RESILIENCE FUND

The COVID-19 Business Resilience Fund is a three-year recoverable grant pool to support the recovery efforts of entrepreneurs and communities of color facing significant business disruption due to COVID-19.

Today, these enterprises are at risk of collapse due to the long-term impacts of the pandemic. Even after economic activity is restored, many companies will need access to working capital to rehire employees, rebuild inventory, re-launch marketing campaigns and fund badly needed new receivables. Government stimulus programs are unlikely to fulfill all cash needs, and traditional lenders may continue to be reticent to provide capital to entrepreneurs who have low credit scores and can't provide personal guarantees—which particularly affects the entrepreneurs BII serves.

By raising a pool of recoverable grants, BII Fund may help some of Eastern Massachusetts' most vulnerable entrepreneurs meet the challenges they face due to the COVID-19 crisis. BII will also provide, direct, hands-on technical assistance to help enterprises rebuild their prospects for growth.

Structure

- Recoverable grant issued September 1, 2020 with 0% annual interest rate repaid with principal lump sum at the end of 36 months.
- Target raise is \$2.5M.
- Transactions will range from \$50,000 to \$100,000 at interest rates below 5%.
- To be eligible, enterprises must meet BII's mission-based criteria, including: inclusive ownership; good, fair jobs; ecological stewardship; and local sourcing.

To make a recoverable grant to support the COVID-19 Business Resilience Fund, contact Deborah Frieze at deborah@bostonimpact.com or 617.340.6630.