



## Reflecting on the “Intersection of Money and Meaning”

*This month we asked Stephanie Randolph, Impact Appalachia and Cassiopeia Foundation, to share her reflections on SOCAP18.*



This was my second year attending **SOCAP**, a unique, inspiring, and somewhat exhausting annual conference that convenes “impact investors, social entrepreneurs, philanthropists, business leaders, and other innovators from across the world in a unique cross-sector approach to catalyze collaboration for change.” It has come to be, for many working “at the intersection of money and meaning,” a pilgrimage of sorts. People from across the globe come to explore beyond their usual silos to learn from one another, to support efforts to raise or deploy capital, to explore how new approaches can be adapted to the places and causes we care most about, and to challenge the assumptions of this growing industry... - [Read More on Our Blog](#)

## LOCUS FOCUS

**Virginia Impact Summit.** LOCUS president, **Teri Lovelace**, helped kick off the **Virginia Impact Summit** hosted by the **Office of the Governor**, the **Virginia Impact Investing Forum**, and the **Social Entrepreneurship at the University of Virginia** on October 5<sup>th</sup> in

Charlottesville, Virginia. She highlighted the unique role philanthropies have in the local impact investing landscape and shared how one rural foundation innovatively used a contingent grant/guarantee in the capital stack of a critical community development project. – [See the Summit Agenda](#)



From left to right: **Alice DonnaSelva**, **Intentional Endowments Network**, **Ross Baird**, **Village Capital**, **Teri Lovelace**, **LOCUS**, and **Ed Gerardo** spoke during a panel moderate by John Kluge, **Alight Fund**.

**A New Partnership for Local Investing.** With support from the **Kansas Health Foundation (KHF)**, **LOCUS**, in partnership with the **Aspen Institute Community Strategies Group**, will launch an initiative in 2019 to build the capacity of Kansas community foundations and direct more assets toward local investing for impact. This capacity-building work aligns with a partnership between KHF and **NetWork Kansas** to create the **Kansas Community Investment Fund**, with a goal of engaging more community foundations as investment partners over time. Watch for updates on this exciting new work in future newsletters!

## Client Spotlight



We were pleased to hear our friend, **Greg Neichin**, Executive Director of **CeniARTH's** San Francisco-based family office, speak at **SOCAP18** regarding his organization's work as risk-taking investors and the tough lessons learned. **LOCUS** partnered with CeniARTH to underwrite two prospective CDFI investments.

**A New Beginning for e2.** With the acquisition of **CRE's** energizing entrepreneurial communities (e2) framework, **NetWork Kansas** will launch **e2 Entrepreneurial Ecosystems**, a national initiative to help rural entrepreneurs and economic development professionals connect, learn, and share best practices for building sustainable entrepreneurial ecosystems in Kansas and across the country. We are thrilled that the e2 framework has found a new home and believe this new partnership will help more communities grow more businesses and enhance the quality of life for all residents. – [Read More](#)

**Conference for Growing Community Foundations.** Thanks to the **Kansas Association of Community Foundations (KACF)** for inviting **LOCUS** to host a place-based impact investing pre-conference workshop. **LOCUS** team members **Deb Markley**, **Don Macke** and **Sydney England** spoke to a room of community foundation leaders from across the country looking to intentionally and strategically anchor some of their assets through local investing practices.



**Deb Markley**, speaking at **KACF's National Conference for Growing Community Foundations**.

## News From the Field

The **Appalachian Regional Commission (ARC)** released a collection of **research reports** and **resources** to support entrepreneurial development in Appalachia. The project was led by Entrenworks consulting in partnership with **LOCUS** and the **Center for Regional Economic Competitiveness**.

**Global Impact Investing Network (GIIN)** released a resource explaining potential challenges for those pursuing blended finance strategies. LOCUS parent company, **Virginia Community Capital**, participated in the working group that produced the report. – [See the Resource](#)

In July, the **Omidyar Network** produced a guide for families interested in pursuing impact investing goals. "**Building an Impact Investing Team**" distills the network's experience into a four-step process addressing how to create the right impact investing staff and structure. – [Read More](#)

An article published in **Barron's** profiles leaders driving the field of impact investing. As the impact investing movement grows, individuals like **Amit Bouri**, CEO and co-founder of **GIIN**, and **Jed Emerson**, Founder of **Blended Value Group**, work hard to push the market forward. – [Read More](#)

**Georgia Social Impact Collaborative** launched the **Georgia Social Impact Map**. The interactive platform is designed to connect and educate stakeholders seeking to accelerate impact investing for social outcomes. The collaborative produced a report describing the origin and methodology behind the map. – [Read More](#)

The **Latino Community Credit Union (LCCU)** released a case study detailing how local credit unions help anchor institutions build stronger communities. The study showcases the LCCU's unique operational capacity to partner with anchor institutions to invest locally and build community wealth. – [Read More](#)

**Tideline** outlines best practices for creating impact funds. The article is based on **Tideline's** experience advising impact clients and its work in traditional financial markets. – [Read More](#)

The **IUPUI Women's Philanthropy Institute** released a research report, "**How Women and Men Approach Impact Investing**," discussing new research that shows varying preferences in impact investing by gender, generation, and wealth level. – [Read More](#)

**The Russell Family Foundation (TRFF)** released a case study outlining its journey in impact investing. The report details lessons learned and recommended practices. – [Read More](#)

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## Where You'll Find the LOCUS Team

**The Future of Rural Texas: A Texas Tribune Symposium**

Nov. 12-13 College Station, TX

**RSF Integrated Capital Institute Intensive**

Nov. 12-16 Paicines, CA

*Deb Markley will participate.*

*Travis Green will participate and is a RSF Social Finance Fellow.*

### **2018 BALLE Shift Capital Summit**

Nov. 14-16 Asilomar, CA

*Deb Markley will participate and is a BALLE Local Economy Fellow.*

### **VCC 2018 Learning Exchange**

Dec. 13 Richmond, VA

*The LOCUS Team will participate.*

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