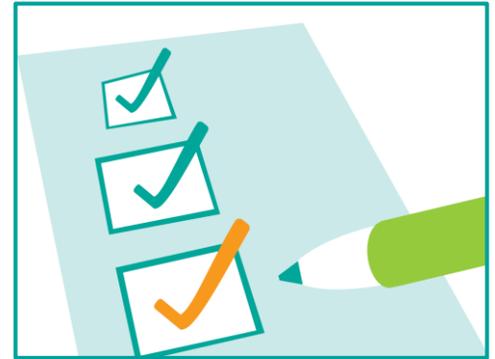


Local Impact Investing Customized Capacity Building Training

What is it?

Local Impact Investing Customized Capacity Building Training is tailored to a foundation's unique needs and opportunities. The LOCUS team works with foundation staff to design the right training to build capacity for local impact investing. Training is provided on-site as well as through webinars and other virtual meetings. Depending on the foundation's goals, trainings may include a number of key stakeholders including foundation board, staff, grantees and key community partners.



What value does it provide?

Place-focused foundations may want the opportunity to explore the field of local impact investing in a way that is **relevant to their unique communities or regions**. Customized training allows foundation staff and board to go deeper on the specific topics the foundation is wrestling with to build their internal capacity. Again, the foundation may choose to include key local partners in trainings as relevant – thus building the greater community's capacity.

When is a Customized Training the right solution?

Customized training is most appropriate for place-focused foundations that have made a commitment to local investing and need to build their skills and capacities around specific issues related to **strategy development and implementation**. The LOCUS team can customize topics to address foundation needs including:

- Discover Your Investment Partners – Understand the financial model and operations of potential investment partners including community development financial institutions (CDFIs).
- Engaging High Performing Grantees – Learn how to convene foundation grantees to identify capital gaps and ways that foundation capital could help scale social solutions.
- Discover the Power of Guarantees – Build the capacity to use the foundation's balance sheet in guarantees to get capital flowing to community opportunities.
- Finding Investable Opportunities – Learn how to assess grantees – and other community partners – as potential recipients of Program Related Investments (PRIs) and Mission-Related Investments (MRIs).
- Using Credit Enhancements – Understand the leverage of credit enhancements to help capital flow into underserved communities and markets.

How has it been most effectively used?

Customized training allows you to explore a topic deeply with staff, board and community partners. LOCUS designed a two-day training for a regional foundation to introduce economic development philanthropy and impact investing. Separate training sessions target financial advisors, potential donors and investors, local nonprofit partners and foundation board committee members, including the investment committee.

How can I learn more about LOCUS?

To learn more about LOCUS' solutions and tools, please contact **Sydney England** at sydney@locusimpactinvesting.org or at 804.793.0985.