New Mexico Impact Investing Collaborative (NMIIC)

Presentation For NMAG Conference:
Achieving Community Empowerment Through Place-based Impact Investing In New Mexico

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Santa Fe Community Foundation
Content

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Funder collaboration & Engagement

2. WHY: Opportunities and Challenges

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New Mexico Impact Investing Collaborative (NMIIC)

NMIIC is a *funder-driven pilot initiative* developed over the last two years *designed to catalyze impact investing throughout the state*.

Place   |   Communities   |   People
Informal funder discussions identifying need for broader funder conversations (and collaboration) on impact investing in New Mexico

Two sets of Funder Surveys and Roundtable Discussions in 2015-2016 (30+ participated)

Taskforce composed of seven funders working together to develop Concept Paper & Proposal for the collaboration; Consulting support with joint funding

Decision to launch Pilot Project to test & demonstrate the model and learn while doing
WHY

Opportunities

- Growing interest & momentum for impact investing
- Critical mass of active & potential impact investors
- Available capital to be deployed (national, local)
- Integral part of philanthropic strategy

Challenges

- Need for funder support for
  - Board engagement / education
  - Developing policies, processes and procedures
  - Deal sourcing / pipeline
  - Underwriting, deal structuring, monitoring and reporting of investments

- Weak regional infrastructure / ecosystem and limited quality deal flow; Investee capacity
WHAT: New Mexico impact investing collaborative (NMIIC)

The mission of the New Mexico Impact Investing Collaborative 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 in the state.
NMIIC Objectives

1. **Create efficiencies** in the marketplace for active impact investors both within and outside the state to increase the volume and reduce the costs of making high quality impact investments in New Mexico

2. **Enable collaboration** among investors and funders for projects that require broader access to integrated capital, expertise, and capacity in order to succeed

3. **Reduce the barriers to entry** for new impact investors by providing a supportive learning environment and targeted, organization and individual specific training opportunities
NMIIC Core Activities

NMIIC offers its members a shared services platform supporting members’ individual impact investment activities, in addition to focused training opportunities.

**DEAL COLLABORATION**

- Shared pipeline and deal flow
- Due diligence and execution resource
- Best practice impact investment methodology
- Joint RFP process
- Leverage co-investment capital and expertise

**EDUCATION, LEARNING & ENGAGEMENT**

- Outreach, educational and “pitch” events
- Website, newsletter & resources
- Targeted group training sessions for investors and investees
- Individualized Board and staff trainings (for “anchor” and “investor” members)
Deal collaboration

DEAL SELECTION CRITERIA INCLUDE:

1. Mission
2. Member interest
3. Investable
4. Leverage
5. Funding gap/value-add
6. Target outcomes
7. Learning potential
8. Balanced exploration throughout Pilot
9. NMIIC resource utilization

*actively maintained by Project Director and distributed/discussed monthly
### Education & Learning agenda

#### 2017 Calendar *(planning in process)*

<table>
<thead>
<tr>
<th>Jan-Mar</th>
<th>Apr-Jun</th>
<th>Jul-Sept</th>
<th>Oct-Dec</th>
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<tbody>
<tr>
<td>• Launch of initiative</td>
<td>• 2-day training session incl. Board/staff modules</td>
<td>• Co-hosted speaking event</td>
<td>• 2-day training session incl. Board/staff modules</td>
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<td>• Outreach with ecosystem and stakeholders</td>
<td>• Joint DD / Case Studies</td>
<td>• Investee capacity building workshop</td>
<td>• Investee Pitch event</td>
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<tr>
<td>• Attendance/presentation at local &amp; national events</td>
<td>• Webinar</td>
<td>• Joint DD / Case Studies</td>
<td>• Joint DD / Case Studies</td>
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<tr>
<td>• Website, online resource and e-news launched</td>
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<td>• Webinar</td>
<td>• Webinar</td>
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2/6/2017
18-Month Pilot Project Timeline


Planning  |  Pilot Implementation  |  Evaluation

Learning & Engagement
Deal Collaboration
Investee Capacity Building
WHO: Our Stakeholders

- **Foundations** interested in learning, engaging and partnering in impact investing in New Mexico
- **Active or potential impact investors** interesting in learning, networking and access to pipeline and potential co-investment opportunities in New Mexico
- **Non-profit, purpose-driven businesses, intermediaries** and social enterprises seeking to raise impact investment capital for the benefit of local communities in New Mexico.

- **Tiered funder support** with differentiated benefits: Anchor, Investor, Partner, and Collaborator levels
- NMIIC is staffed with a **Project Director** with leadership of a 8-person **Advisory Committee** comprised of *senior philanthropic and impact investment practitioners with experience at local, regional and national levels*
Learn More

Sign Up for Update
www.newmexicoimpact.org

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Back-Up
### 18-Month Pilot Project Timeline

#### Planning

- **Project Mgmt**
  - Kick-off & Planning
  - Hire Project Manager
  - Project plan & timeline of activities
  - Define TF / PM / Consultant roles & governance process
  - Fundraising

- **Deal Collaboration**
  - Define / Prioritize impact area
  - Develop deal pipeline sharing & prioritization process
  - Develop joint DD criteria, learning agenda and collaboration process

- **Learning & Engagement**
  - Prioritize & develop learning agenda & plan for activities
  - Develop communication material

- **Investee Capacity Building**
  - Landscape research & investee survey

#### Pilot Implementation

- **2016 Oct - Dec**
  - Launch pilot project
  - Refine project objectives/deliverables where needed
  - Continue to research, engage & adopt best practice models
  - Continue to fundraise
  - Monthly TF meeting

- **2017 Jan – Mar**
  - Outline evaluation criteria & process
  - Start to outline & draft NMIC business plan
  - Develop impact measures for investees & Hub
  - Share select deal information with members

- **2017 Apr – June**
  - Develop/refine detailed evaluation plan

- **2017 June – Sept**
  - Develop/refine detailed NMIIC Plan based on learning

- **2017 Sept – Dec**
  - Evaluate pilot project progress & success

- **2018 Jan – Mar**
  - Develop/refine detailed NMIIC Plan based on learning

#### Evaluation

- **2017 April – June**
  - Impact investing 101 training
  - Individualized board / staff sessions #1
  - Speaker / Pitch event 1
  - Due diligence workshop #1

- **2017 Sept – December**
  - Pitch event / Due diligence workshop #2
  - Impact measurement
  - Individualized board / staff sessions #2

- **2018 January – March**
  - Report out, discussion & learning