

CAPITAL GOOD FUND

Tens of millions of Americans lack access to equitable credit and sound financial advice. They are at the mercy of the \$141 billion industry of payday lenders, rent-to-own stores, auto title lenders, buy-here-pay-here auto lenders, and pawn shops.

In 2009, Andy Posner founded Capital Good Fund (Good Fund), a non profit Community Development Financial Institution (CDFI) that delivers equitable financial solutions that provide pathways out of poverty. They offer financial and health coaching and are the only nonprofit CDFI to offer small personal loans for diverse uses that include weatherization, emergencies, immigration, and cars.

In eight years, the organization has loaned more than \$5.2 million to 2,100 families, with a 95.5% all-time repayment rate.

The SEG Network Effect

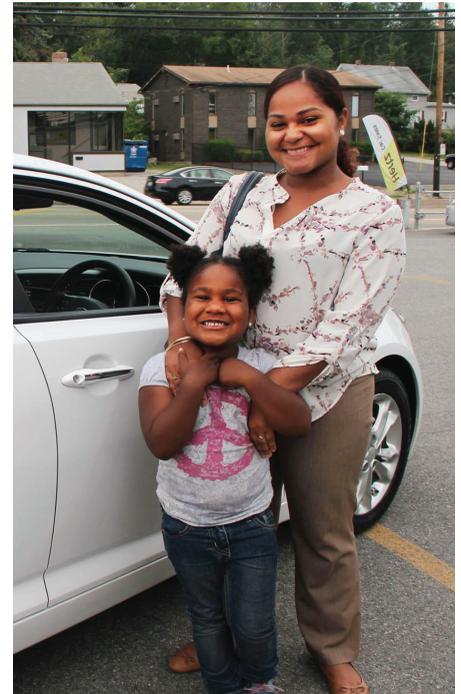
Around the same time that Andy founded Capital Good Fund, Kelly Ramirez took the helm of Social Enterprise Greenhouse. During this critical time for both organizations, the two swapped best practices about how to run a nonprofit.

Kelly invited Andy to speak at conferences, networking events, and workshops. Good Fund also participated in the SEG Accelerator. “Being around and seeing other organizations who are thinking like us is beneficial because it’s something of a lonely path to trod when only one percent of nonprofits are trying to run like we are,” said Andy.

Networking at SEG also led to three investors for the Direct Public Offering Good Fund launched at the SEG Hub in 2016. That same year, SEG loaned them \$25,000 for their loan fund. “Because the SEG loan was unsecured, it allowed me to leverage the dollars,” said Andy. “If we lend one million dollars, a bank might only lend us \$900,000 against it, so we have to come up with \$100,000 of unsecured money, which is like gold to us.”

Since working with SEG:

- ✓ Loan portfolio assets tripled
- ✓ 10 staff added
- ✓ Increased immigration and energy efficiency loan caps
- ✓ Expanded to Delaware, Florida, and Massachusetts



Sherlie and her daughter, Good Fund’s first auto loan recipient, and now a proud car owner.