

RBC Global Asset Management

RBC GAM Impact Investing California Investments



Impact of Affordable Housing

Homeownership

- Owning a home has long been a pillar of the American dream. But would-be homeowners in low-and moderate-income communities are overlooked by the banking industry, even with good credit. RBC GAM's impact investing strategies help low- and moderate- income home buyers access mortgages at prime rates and open the door to their own home.
- Affordable mortgages for low-to-moderate income families provide stability, and are a major vehicle for building wealth and economic opportunity

Rental Housing

- Across America, rental housing stock is severely limited and often overpriced. 80% of low-income households pay more than 1/3 of their income for rent, leaving less for food, healthcare and education. RBC GAM's impact investing strategies finance affordable rental units, buying first mortgages of multifamily rental units, helping to support renters with income limits, who are further supported by federal, state and housing authority assistance programs.

Community Development Financial Institution

CENTURY HOUSING - California

- Century Housing Corporation is a Community Development Financial Institution (CDFI) with a mission to invest in homes and communities to improve the lives of low income individuals
- They finance affordable and workforce housing, both new projects and “naturally occurring”, specializing in early stage and bridge loans for multi-family rental projects across California
- Over the last five years its average income level to afford the rent was 66% of Area Median Income (AMI), with lending to various underserved populations including veterans, seniors, and families at risk of becoming homeless



California Housing Finance Authority

CALIFORNIA HOUSING FINANCE AGENCY (CalHFA)

- The CalHFA has been providing quality, affordable housing opportunities and supportive services to low- and moderate-income (LMI) Californians for over 40 years
- Their mission is to create and finance progressive housing solutions so more Californians have a place to call home
- They finance affordable rental housing through partnerships with jurisdictions and developers, and help LMI homebuyers with down payment assistance and first mortgage loans



Supporting affordable housing

CITY & COUNTY OF SAN FRANCISCO, CA – San Francisco, CA

- Proceeds used for affordable housing development
- Focus on vulnerable populations such as disabled, veterans and seniors
- Improvements to dilapidated public housing
- Down payment assistance for educators and middle-income households
- Goal to construct and renovate 30,000 units of affordable housing over the next four years
- Oversight by an independent citizens committee
- Progressive issuer



Reducing homelessness

NO PLACE LIKE HOME PROGRAM

- The No Place Like Home Program is administered by the California Department of Housing and Community Development and dedicates bond proceeds to finance the development of permanent supportive housing for individuals who are in need of mental health services and are experiencing homelessness or are at risk of chronic homelessness
- Bonds are repaid by funding from the Mental Health Services Act (MHSA)
- The populations served are:
 - Adults with serious mental illness
 - Children with severe mental disorders and their families
 - People who require acute psychiatric inpatient care, residential treatment or outpatient crisis intervention



Affordable housing for senior citizens

HOTEL OAKLAND VILLAGE – Oakland, CA

- A unique, affordable senior apartment community that encourages residents to end social isolation and loneliness
- Many free on-site services, such as social programs, customized wellness plans, mental health counseling, and in-home supportive services
- Awarded the Frank G. Mar Award for Community Service in recognition of its dedication to building a healthy and thriving senior community
- Located in a neighborhood that is predominantly Asian
- The majority of residents are immigrants from China



Small Business & Healthcare

Small Business

- Would-be small business owners often lack the capital to open businesses that serve the community, like laundry facilities, supermarkets and clinics. RBC GAM's impact investing strategies buy the guaranteed portions of SBA loans to deliver more services to the residents of low- and moderate-income communities and provide more job opportunities within the local economy.

Healthcare

- Lack of access to comprehensive, quality healthcare services impacts the ability of men, women and children to lead healthy and productive lives. RBC GAM's impact investing strategies invest in a range of healthcare facilities in underserved communities—including nursing homes, community clinics, skilled nursing care and family dentistry—resulting in healthier, more stable and more productive communities.

Small business

COFFEE ROASTERY & CAFE – San Francisco, CA

- Charming coffee shop with a commitment to providing fair pay and benefits to their employees
- They use a coffee roaster that is deemed to be the most energy-efficient and least-polluting roaster available on the market, lowering their impact on their neighborhood and the environment
- Loan origination through a Community Development Financial Institution (CDFI)
- 50% woman-owned
- Serves a community that is 76% BIPOC* (largely Asian)
- Job creation in a moderate-income area



*BIPOC is an acronym that stands for Black, Indigenous, and People of Color.

Small business

RESIDENTIAL/COMMERCIAL PAINTING & DRYWALL – Canoga Park, CA

- Home painting and drywall company servicing the southern California area
- Employs over 200 people, including over 20 foremen and four supervisors
- Strong focus on corporate social responsibility and supporter of various charitable programs that help build a better community, particularly those with programs that help women and children
- Located in a low-to-moderate income (LMI) tract



Small Business

BUTCHER SHOP – Berkeley, CA

- Butcher shop providing locally-sourced, sustainably-raised farm-fresh meats
- Deli-fresh menu that features items made from local farmers produce and locally made breads
- Mindful commitment to producing food in sustainable ways that respect our increasingly fragile planet
- Located in a neighborhood that is predominantly Asian
- 50% woman-owned family business



Small business

NATURAL FOODS STORE - San Francisco, CA

- Small business of 32 years located in a predominately low-income neighborhood
- Full service health and dietetic store providing residents with fresh nutritious fruits, vegetables, supplements and all natural, organic products
- Provides residents with better access to healthy, fresh foods
- Residents with better access to supermarkets tend to have healthier diets and reduced risk for obesity*



*Source: Food Research & Action Center, <http://frac.org/obesity-health/low-income-food-insecure-people-vulnerable-poor-nutrition-obesity>

Healthcare

LAGUNA HILLS HEALTH & REHABILITATION CENTER – Laguna Hills, CA

- Skilled nursing care facility with 52 private therapy suites and a total of 208 beds
- Services include multiple specialized rehabilitation programs, including orthopedic, cardiac, pulmonary and stroke therapy
- Located in a low-to-moderate income (LMI) census tract



Family dentistry

DENTAL PRACTICE – Lawndale, CA

- BIPOC*-owned dental office in Los Angeles County
- Provides a variety of dental treatments including routine dental checkups and cleaning, dental implants, crowns and bridgework, laser dentistry and emergency services
- Accepts Denti-Cal/Medi-Cal, which is California's Medicaid welfare program serving low-income individuals
- Supports job creation and increases access to a valuable healthcare service in a moderate-income community
- Originated by Community Development Financial Institution (CDFI), Lendistry



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Healthcare

URGENT CARE CLINIC – Los Angeles, CA

- BIPOC*-owned Urgent Care Clinic providing treatment for non-life threatening illnesses and injuries for adults and children
- Located in a low-income neighborhood, where 31% of residents have incomes below the poverty line
- Urgent care is a cost effective alternative to the Emergency Room when an ER visit is not necessary, but traditional clinics are closed
- The founders' mission is to reduce the per capita cost of healthcare, while delivering high quality care to patients



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Addressing Climate Change

Environmental Sustainability

- Climate change is a global challenge that impacts every person and every continent. Without significant efforts to mitigate climate change, we will see an increase in severe weather and natural disasters, threats to food and water security, and the displacement of large groups of people. Those who are already poor, vulnerable, or marginalized will be disproportionately affected.
- RBC GAM's impact investing strategies support projects that help promote environmental sustainability, including renewable energy, clean air and water, efficient resource use, and environmental remediation. We also support projects with a focus on increasing resiliency of communities, especially those who are considered disadvantaged or underserved.

Fire safety & prevention

FIRE SAFETY & PREVENTION – Mendocino County, CA

- Veteran-owned business in Mendocino County, CA that specializes in fire safety and prevention in an area that has been affected by the wildfires
- The company services Fire Extinguishers and Restaurant Fire Suppression systems and is located in what is considered to be an underserved area of California
- Originated by Main Street Launch, a Community Development Financial Institution (CDFI) which works to create economic opportunities for diverse populations in northern California



Landscaping business focused on water conservation

SUPPORTING WATER CONSERVATION – Alta Loma, CA

- Small business specializing in Landscape and Water Conservation and consultation
- Focused around creating beautiful landscapes that require as little water as possible given the California State of Emergency Water Drought Declaration
- They work to help consumers learn whatever they can do to save water and to stay in compliance with the State's water conservation efforts



Small business

PLASTIC ALTERNATIVE CONTAINER MANUFACTURING – Los Angeles, CA

- Designs and manufactures environmentally friendly and sustainable bottles and containers used for beverage or cooking oil storage
- All products are made from shatter-resistant material, which is tougher than glass, more sustainable than plastic, and can withstand extreme temperature changes
- Partners with Plastic Bank, which works to collect plastic debris from the oceans, recycle it, and sell it as Social Plastic®
- For every bottle sold by this company, 1 KG of plastic debris is removed from the world's oceans
- Located in a low-income area of Los Angeles
- Originated by Community Development Financial Institution (CDFI), Lendistry



Small business

GREEN LAUNDRY SERVICES – Montebello, CA

- Independently-owned hospitality linen and dry cleaning provider since 2004
- Certified green laundry, meaning it employs management practices that include water reuse, environmentally-friendly detergents, wastewater pretreatment, solar energy and energy-efficient lighting and recycling programs
- Employs over 500 people in Southern California
- Strong supporter of multiple charities within the community
- Located in a moderate-income tract



Clean water & sanitation

CLEAN WATER & SANITATION – San Francisco, CA

- Wastewater treatment facilities help protect public health by reducing disease-causing bacteria and protect marine life and fisheries by reducing pollution from human settlements
- The Sunnyvale Wastewater treatment facility removes pollutants from wastewater to make it clean enough to safely discharge into the San Francisco Bay or recycle for non-potable uses



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