



INSIDE FJC

**Karina Xelo joins FJC
as Administrative
Coordinator**

A longtime New Yorker from Brooklyn, Karina's work experience spans retail and office settings, including The Fresh Air Fund. She holds a Bachelor's in Business Administration. Karina is the friendly voice you will hear when you call our office and is excited to help you with any requests.

**Abbey Case joins FJC
as Program Assistant**

Abbey moved to New York City from Boulder, Colorado where she previously worked as an assistant to the CEO of a natural food company. She is passionate about work that advances human rights. Abbey holds a Bachelor's degree in Psychology with a minor in Communications.

FJC DONORS LEAD ON INNOVATION

A Message from Sam Marks, Our New CEO

Greetings, FJC account holders! I am honored to be writing my first column as FJC's new CEO and thrilled to be working with FJC board and staff to shape the organization's next phase.

I am particularly excited that FJC's donors have been pushing the boundaries of what Donor Advised Funds can do and experimenting with more innovative uses of their capital. Many are looking for more systemic ways to make change, and as the impact investing industry matures, they are seeking impact at all stages of the investment cycle.

Decades ago, FJC established its Agency Loan Fund to allow FJC to invest donor assets in loans to nonprofits. The Fund has become one of our most popular investment options, allowing philanthropic assets to be invested for mission while also earning a return. The loans from the Fund provide early stage, catalytic resources so that nonprofit borrowers can meet urgent needs. (Please see the reverse page for information about how a loan from FJC allowed one borrower to expand their impact). Building on the Agency Loan Fund, FJC has also allowed donors to make customized loans to nonprofits of their choice, in instances when loan terms need to be more flexible than what the Agency Loan Fund allows.

But the Agency Loan Fund is only one tool. With their grant dollars, donors have also established revolving funds to support nonprofits to engage in entrepreneurial activities where there is a potential for both high impact and recovery of funds. For example, environmental nonprofits are often reluctant to sink significant resources into bringing impact litigation cases against well-resourced bad actors. To address

this, donors at FJC have established revolving funds that will cover upfront expenses that are recoverable in the event that a case is successful, including engaging expert witnesses and other early-stage, high-cost expenses. If the case is successful, the funds are replenished; if not, the organizations are not "on the hook" to repay the fund. Such an arrangement allows these nonprofits to take on big cases that they might not have otherwise. For example, support from an FJC donor revolving fund helped the Southern Environmental Law Center win a case brought by Flint Riverkeeper against a textile manufacturer to stop contaminating the Flint River watershed south of Atlanta, GA with toxic runoff.

The potential of FJC need only be limited by the imagination of our donors and our collective creativity to put ideas into practice. We look forward to working with you!



**BORROWER
SPOTLIGHT**

ioby GROWS WITH LOAN FROM FJC



Photo of Crash Detroit, courtesy of ioby.

A community group in Queens, NY doubles their neighborhood park space through the creation of a temporary plaza. A community-owned cooperative is founded to build solar-powered streetlights in Highland Park, Michigan. A group of residents raise \$60,000 to fund the first mile of the Firefly Trail, a rail trail in Athens-Clarke County Georgia, inspiring voters to approve \$16 million to fully complete a much longer section.

These local projects all have one thing in common: they were supported by ioby, a nonprofit civic crowdfunding

platform that helps connect local leaders with funding and resources from within their communities to make our neighborhoods more sustainable, healthier, greener, more livable, and more fun. The organization blends a technology platform with fundraising coaching, and it connects local leaders to a whole array of resources and relationships to help them succeed.

ioby stands for “in our backyards,” the positive opposite of NIMBY (“Not In My Backyard”). When it was founded in 2008, ioby followed the lead of DonorsChoose.org and Kiva.org, the first online micro-philanthropy platforms, long before the term “crowdfunding” was in popular use. Since then, the organization has seen over 2,100 neighborhood leaders step up and lead positive change in their neighborhoods.

ioby has also expanded nationally, thanks in part to a loan from FJC’s Agency Loan Fund. When the organization began to expand beyond its initial NYC and Miami pilots, ioby had almost no funding to support their strategic planning, market research, or to support projects coming in from everywhere in the U.S. outside NYC and Miami. “With the flexible lending from FJC,” explains ioby CEO and co-founder Erin Barnes, “we were able to do the appropriate planning and capacity building so that we could open offices in Detroit, Cleveland and Pittsburgh.”

We are thrilled that FJC donor capital has been put to work through ioby, increasing civic engagement and building community power.