




A Foundation of
Philanthropic Funds

A group of people in red jumpsuits are rappelling down from a modern building's edge. They are suspended by ropes and harnesses, with their bodies in various dynamic poses as they descend. The building's facade is made of grey concrete with large windows and architectural details. The scene is captured from a low angle, looking up at the rappellers.

FJC's Agency Loan Fund

A Nimble Resource for Dynamic Nonprofits



"The FJC Agency Loan Fund has been an essential component of NYCEEC's capital mix. FJC's flexible, responsive, no-nonsense approach has made them an attractive option for our short-term capital needs."

Fred Lee, Co-CEO, NYC Energy Efficiency Corporation



"From help in purchasing our own building, to investment in new equipment and sets, to day-to-day cash flow management, FJC's Agency Loan Fund has been an invaluable resource for STREB Inc. These loans afforded us the gift of time, allowing us to build our infrastructure and our artistic and educational programs to serve more people."

Elizabeth Streb, Founder, STREB Inc



"FJC fills a critical gap in supporting small, growing, upstart nonprofits. Their flexible lending allowed ioby to be more innovative and iterative in our planning and more responsive to the communities we serve."

Erin Barnes, Co-Founder, ioby



"FJC is a gem among lenders to affordable and supportive housing. The time from application to funding was unprecedented and much appreciated."

Diane Louard-Michel, Executive Director, Lantern Community Services



"There is no organization in the country that I have greater respect for than FJC, and their role has been critical in the preservation and expansion of public media over the past 15 years."

Erik Langner, President, Public Media Group



"FJC's flexible and responsive loan program helped us respond to urgent community needs, allowing us to begin operations during our start-up phase and serve over one hundred households from day one."

Lina Lee, Executive Director, Communities Resist

General Terms of FJC Loans

- Loan sizes range from \$10,000 up to \$ 4 million.
- Borrowers typically use proceeds for capital projects, to bridge contract or grant receivables, to even out cash flow or address short-term needs.
- Terms up to 5 years.
- Interest rate is Federal Prime Rate + 3.0% on a floating basis.
- FJC typically does not charge closing fees or legal fees. There are no prepayment penalties.



Features of FJC Lending Program

- Quick decision-making. Though every loan is different, FJC can typically respond to applications and move to close within a few weeks.
- Borrowing costs partially offset by the fact that in most cases FJC does not charge closing or legal fees.
- All interest and principal payments are recycled for philanthropic purposes.
- FJC's Agency Loan Fund has advanced over \$280 million in loans to over 200 non-profit organizations globally.





APPENDIX: Frequently Asked Questions

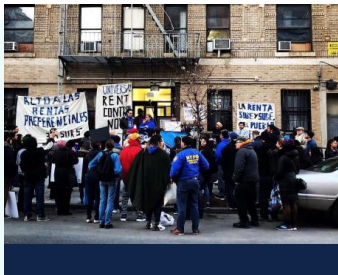
What is FJC?

FJC – A Foundation of Philanthropic Funds is a boutique public charity that offers a diverse menu of philanthropic services to a range of stakeholders. With \$300 million under management, FJC is primarily a platform for Donor Advised Funds (DAFs). In addition to DAF accounts, its over 1,000 accounts include fiscal sponsorships, collective giving accounts, and many other philanthropic vehicles that enable nonprofit organizations and their supporters to achieve their missions.

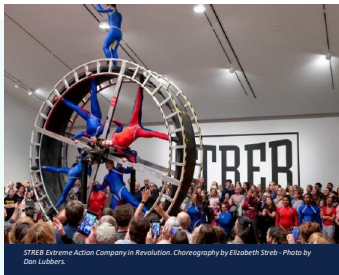
FJC is a lender too?

Yes, FJC originates loans to nonprofits through its Agency Loan Fund, an impact investment vehicle for donor capital. When donors set up a DAF account, they make a charitable contribution to FJC, and then they can make recommendations both about how those resources are deployed as grants, and how the assets are invested for growth in the meantime. The Agency Loan Fund is one of several options that FJC offers its donors for how their funds are invested, and many donors choose the Agency Loan Fund because it allows their accounts to grow while being invested for impact in nonprofit organizations.

Case Studies



Communities Resist is an anti-displacement legal services organization that represents low-income New Yorkers in affirmative litigation cases against predatory landlords. FJC's bridge loan of \$1 million bridges a grant from the NYC Human Resources Administration so that the organization can meet the urgent needs of Brooklyn residents right away, at a more entrepreneurial pace than their city contract would normally allow.



STREB Extreme Action Company in Revolution. Choreography by Elizabeth Streb - Photo by Dan Lubbers.

STREB Inc. thrills audiences around the world with choreographed feats of physicality and boundary pushing dance performances. Founded by the MacArthur "Genius" Award winner, Elizabeth Streb, The STREB Lab for Action Mechanics (SLAM), in Brooklyn is also home to the STREB PopAction School and the España-Streb Trapeze Academy, offering classes to children and adults. FJC has made multiple loans to STREB to bridge receipt of contract receivables.

Case Studies



Photo courtesy of ioby

ioby is a civic crowdfunding platform that helps connect local leaders with support and funding from their communities to make our neighborhoods more sustainable, healthier, greener, more livable, and more fun. FJC's loan helped ioby expand nationally, beyond its pilot programs in New York City and Miami. Loan proceeds funded costs related to strategic planning, market research, and new projects coming in from Memphis, Detroit, Cleveland, Pittsburgh, and other cities.



New York City Energy Efficiency Corporation (NYCEEC) funds clean energy projects through custom financial solutions, helping building owners and tenants save money and transform their properties into cleaner, greener and more affordable buildings. FJC's financing has allowed NYCEEC to install energy efficiency measures in a Philadelphia medical complex and a cogeneration energy efficiency project in a large coop in Kips Bay, Manhattan (pictured here).

Case Studies



Photo courtesy of Public Media Group

Public Media Group is a for-profit public benefit corporation company dedicated to advancing the technology infrastructure of the entire broadcast industry, with a particular focus on supporting nonprofit public television stations. FJC's loan will help finance a nationwide network of Next Gen TV, data centers, and software platforms that advance the capacity and opportunities of the broadcasting industry to engage audiences, serve communities, and develop new content and data-driven business models.



Lantern Community Services champions the independence and well-being of New Yorkers who are impacted by or threatened with homelessness, including individuals, families, youth aging out of foster care, and people with HIV / AIDS. FJC's loan bridges government contract receivables due to LCS, enabling the organization to operate smoothly, deliver high-quality and innovative services and be a leading voice around issues impacting the housing and human services sector.



What is the process to be approved for an FJC loan and how long does it take?

The process begins with a potential borrower's submission of FJC's standard loan application. An FJC committee comprised of board and staff generally meets with a loan applicant's representatives to review the application, including the organization's financial statements, staff and board of directors, description of available collateral, and to discuss the structure of the potential loan. FJC's boutique nature allows it to make decisions quickly with minimal layers of bureaucracy. The loan committee considers: the cost and viability of the project; the applicant's ability to manage the loan's debt service and maintain operations; the organization's ability to repay the loan in full; the applicant's capacity to manage the project, with in-house or outside expertise. A borrower's plan to repay cannot be solely dependent on fundraising.

What makes a good FJC borrower?

We are looking for organizations that are led by passionate and capable managers who are dedicated to executing on their organizations' missions. Organizations need not necessarily have borrowed money before, but they must demonstrate sound fiscal management. In addition, borrowers must take their obligations seriously and be proactive in communication if any issues arise that may put timely payment of interest or repayment of loan principal in jeopardy. Core to FJC's mission is stewarding the philanthropic resources on behalf of our donors, so we expect our borrowers to fully stand by the obligations negotiated in our loan agreements.



Thank You

For more information, or to apply, contact

Sam Marks

Chief Executive Officer

Marks@fjc.org

Meghan Hudson

Chief Operating Officer

Hudson@fjc.org

(212) 714-0001

www.fjc.org