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#### **OUR VISION**

A just world free from poverty.

#### **OUR MISSION**

MetaFund promotes community, economic, and workforce development through financing and consulting.

# POSITIONING STATEMENT

MetaFund achieves sustainable social impact by providing access to diverse sources of capital and strategic advice for creative solutions that directly and indirectly benefit underinvested communities.

#### A Letter to MetaFund's Stakeholders

2022 was another notable year not only for MetaFund but also for Oklahoma and the nation. We built on the momentum of the previous year's success and continued to expand our staff, programs, and partnerships. In 2022, we were able to positively impact more than 38,000 Oklahomans with 10 different investments totaling over \$40 million. These investments created jobs, provided housing, expanded effective programming, educated children, delivered medical services, and much more. MetaFund is exceedingly proud of the work we did for the Oklahoma community in 2022.

Even with these positive impacts, we recognize the challenges that Oklahoma still faces around workforce, education, rural transportation, inflation, increasing interest rates, scarcity of affordable housing, supply chain issues, and access to affordable medical care. We recognize these obstacles and challenges are also opportunities, so we choose to focus with eagerness on the opportunities ahead.

MetaFund continues to be self-sustaining, and its financial condition is very strong. In 2022, MetaFund received its seventh New Markets Tax Credit allocation for \$50 million, built up its small business lending and investing program, and increased the Oklahoma Impact Investing Collaborative's (formerly Impact Accelerator) available investing commitment to \$9.55 million.

However, as with any growth comes the growing pain of ensuring that the excitement of these opportunities does not sway us from our singular vision: a just world free from poverty. We spent much of the year ensuring that our activities were in strategic alignment with our mission, vision, and the needs of Oklahomans. MetaFund conducted strategic planning sessions, completed a robust landscape review, conducted a statewide community assessment, and refined our administrative processes to accommodate our growth and programs. Through this process, MetaFund is more streamlined and focused on the goals ahead.

With another year in the books, we express gratitude to our banking and philanthropic investors, partners, and community for working alongside us to serve Oklahoma. We look forward to another year of making investments that matter. At MetaFund, we believe in the power of collective action and the potential of our communities. Together, we can create a brighter future for those in need.

Finally, MetaFund announced today, June 1, 2023, that Sarah Reed has been promoted to President and Chief Executive Officer. Sarah joined MetaFund in 2014 and most recently served as Chief Operating and Financial Officer. Sarah is an excellent leader and manager, as well as a trusted and admired colleague. Combining that with her strong institutional and industry knowledge, she will be an outstanding President & CEO! I am proud and delighted to pass the leadership of MetaFund to her.

- Tom Loy, MetaFund Founder and Board Chair

#### **BOARD OF DIRECTORS**

Tom Loy (chair) MetaFund

Jill Castilla Citizens Bank of Edmond

James Finch First Fidelity Bank

Jane Haskin Retired, formerly First Bethany Bank

**Deborah Jenkins** Oklahoma Housing Finance Agency

Charles Lee MidFirst Bank

Sarah Reed MetaFund

#### **ADVISORY BOARD**

Tom Loy (chair) MetaFund

Amanda Ewing Oklahoma Association of Community

**Action Agengies** 

**Deborah Jenkins** Oklahoma Housing Finance Agency

**DesJean Jones** Opportunities Industrialization Center of

Oklahoma County, Inc. (OIC)

Jeff Lowe MidFirst Bank, Arizona

Josiah Masingale Colorado Community Action Association

**Beth Patterson** RSVP of Central Oklahoma

Nathan Pritchett Fab Lab Tulsa

Jim Reiff Nebraska Enterprise Fund

Pat Rooney The Education and Employment Ministry

Andre Whittington Growth Partners Arizona

George Young Oklahoma State Senator

# **OUR TEAM**



A. Thomas Loy
Chairman



Sarah Reed CEO & President



Blake Trippet
Chief New
Markets Officer



Robert F. Dilg Chief Risk Officer



**Ed Long** Chief Impact Officer



Maurianna Adams Chief Community Investment Officer



Norma G. Johnson Operations Manager



Steve Holmes Controller



**Jena Walla**Accounting Manager



**Laura Hensley**Compliance Manager



Sharayah Fore Vice President of Impact

#### WHAT WE DO

MetaFund works alongside historically underinvested communities, providing flexible loans to small businesses and nonprofits to co-create sustainable social impact and investments. We analyze both the impact and financial performance of each borrower to ensure we are contributing to long-term, community-supported outcomes. Since our inception in 1999, we have provided more than \$450 million in support of jobs, housings, education, and health.

CLICK HERE
TO WATCH OUR
EXPLAINER
VIDEO

We facilitate lending through three primary programs:

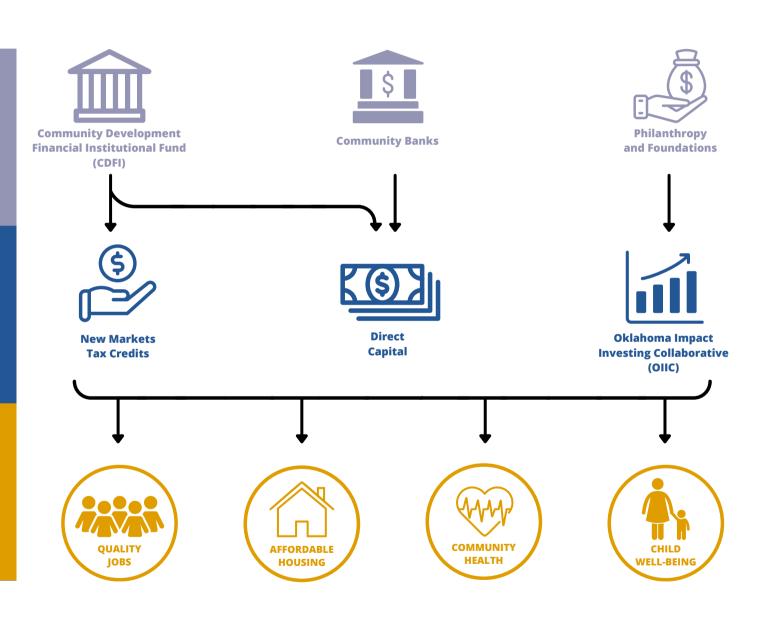
<u>Direct Capital</u> – loans and credit enhancements provided by MetaFund that support small businesses in historically underinvested communities.

New Markets Tax Credits – federal tax credits managed by MetaFund and used to incentivize community development and economic growth in qualifying census tract.

<u>Oklahoma Impact Investing Collaborative</u> – an impact investing consortium managed by MetaFund that provides flexible capital to mission-driven organizations.



# **METAFUND STRUCTURE**



#### **OUR 2022 IMPACT**

#### **DIRECT CAPITAL**

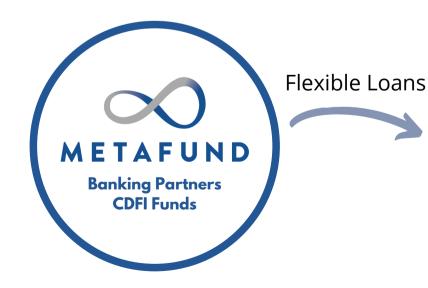
MISSION LOANS

MetaFund delivers customer-centric financial services to small businesses with unique needs based on their character, financial viability, and intended community benefits. Our direct capital, or small business, program is designed to expand access to capital, promote economic resiliency, and create new jobs and economic opportunities in underinvested or disinvested communities.

In addition, we work alongside our consortium of banks by offering credit enhancements that fill equity shortfalls and allow small businesses access to traditional bank debt.

\$4M IN FLEXIBLE FINANCING

35 JOBS CREATED





#### **OUR 2022 IMPACT**

#### **NEW MARKETS TAX CREDITS**

\$34M

OF ALLOCATION
DEPLOYED TO THE
COMMUNITY

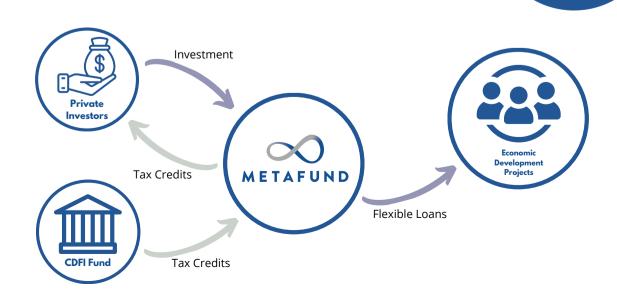
MetaFund uses the federal New Markets Tax Credits (NMTC) to spur private investment in economic and community development projects. In 2022, we provided \$34 million of allocation to two projects, including \$15 million to Stillwater Medical Center, improving access to quality healthcare in northern Oklahoma, and \$19 million to Crossover Community Impact, providing vital health and educational services in north Tulsa. We also received a new \$50 million allocation in October 2022, which is our seventh award overall, for a total of \$329 million of allocation received. We will be actively deploying this latest allocation throughout 2023, with a focus on manufacturing companies that create high-quality, accessible jobs, healthcare projects that improve access to quality care in medically underserved areas, and education projects that have outcomes indicated to reduce poverty.

\$50M of NEW

OF NEW
ALLOCATION
AWARDED TO
METAFUND

37K
PEOPLE
SERVED

150 NEW JOBS CREATED



#### **OUR 2022 IMPACT**

# OKLAHOMA IMPACT INVESTING COLLABORATIVE

The Oklahoma Impact Investing Collaborative (OIIC), a MetaFund initiative, uses philanthropic capital to provide flexible loans and technical assistance to innovative, mission-driven nonprofit and for-profit organizations with the potential to improve outcomes for Oklahomans. Launched in 2020, OIIC has invested more than \$4 million in mission-driven organizations throughout the state.

OIIC provides loans to organizations in two ways, the first being direct lending with flexible financing (impact loans) and the second through an innovative model called Pay for Success (PFS).



4 IMPACT LOANS

2 PFS LOANS

\$9.55M

COMMITTED

CAPITAL

201
NEW JOBS
CREATED

1,228
OKLAHOMANS
SERVED

**PAY FOR SUCCESS** provides philanthropic capital to implement evidence-based or promising interventions expected to improve outcomes for those served. If the intervention is successful, a third party — often a government agency — repays the investors. Private funders such as foundations take the risk that the intervention will work, and taxpayer dollars are only spent on successful outcomes. OIIC and our philanthropic investors have helped make Oklahoma a national leader in Pay for Success.



#### **CONSULTING**

MetaFund provided consulting to government, and nonprofit clients to improve social outcomes. Services included strategic planning, organizational development, public-private partnerships, collective impact, and community engagement.

#### **CLIENTS**

**HONESTLY: SEXUAL HEALTH COLLECTIVE FOR YOUTH** serves as the collective impact backbone organization for the Central Oklahoma Teen Pregnancy Prevention Collaboration. MetaFund provided evaluation support as a principal investigator for a federal grant.

**TOBACCO SETTLEMENT ENDOWMENT (TSET)** is a state grant-making trust devoted to preventing cancer and cardiovascular disease. MetaFund provided consulting services to the Tobacco Settlement Endowment Trust (TSET), engaging more than 350 diverse stakeholders in rural and underserved areas of Oklahoma to guide development, implementation, and evaluation of high-impact funding strategies that meet local needs related to tobacco-free environments, active living, and healthy eating.

**NORTHEAST WORKFORCE DEVELOPMENT BOARD (NEWDB)** is a nonprofit workforce board and partner of the American Job Center Network. Serving seven designated rural counties in Northeast Oklahoma, NEWDB is charged with the needs of job seekers and employers alike. MetaFund provided facilitation and planning services to assist area healthcare employers and job seekers in developing a talent pipeline that meets local needs.

**OKLAHOMA PUBLIC HEALTH ASSOCIATION (OPHA)** worked with MetaFund to develop strategies for continued growth, capacity-building, strengthened infrastructure, and maximum impact in serving Oklahoma's public health workforce.

**UNITE US** is a New York-based company operating in about 35 states. They connect health and social care by providing a web-based technology platform and on-the-ground staff support for person-centered care coordination across a wide array of providers, programs, and services and a closed-loop feedback system allowing for the tracking of individual and aggregate-level outcomes across service categories and by client. MetaFund supported statewide development of the Unite Us network through strategic advice focused on government and community relations.

**OKLAHOMA STATE DEPARTMENT OF HEALTH** requested MetaFund's services for continued support for statewide implementation of an infant and early childhood mental health framework. This builds on work done on behalf of the Oklahoma Department of Mental Health and Substance Abuse Services (ODMHSAS) as the two are co-leads for this initiative.



# **QUALITY JOBS**

MetaFund is committed to helping Oklahoma's workforce succeed by supporting employers who create quality jobs. To MetaFund, this means we invest in projects that create, sustain, or establish a pipeline for employment to jobs that are low-barrier, provide a living wage, and offer training, benefits, and asset-building opportunities.

MetaFund is especially focused on providing opportunities to individuals who have faced barriers to employment. Barriers to employment could include mental or physical disabilities, those who have been previously incarcerated, or those who are struggling with poverty. By working with employers to create jobs that are accessible to these individuals, MetaFund can help break down some of the barriers that can make it difficult for people to find stable employment.

In 2022, MetaFund invested over \$4 million across our two programs. One investment is projected to create 35 quality jobs, and the other provided quality training and access to employment that helped 25 individuals experiencing barriers gain access to employment. MetaFund will continue to invest in Oklahoma's workforce in order to provide individuals with access to opportunities that can help build better lives for themselves and their families.



Developing, sustaining or growing local businesses or projects Creating
permanent or
temporary jobs
that pay a living
wage

Supporting
workforce
development
programs for indemand skills

Providing job
placement and
retention for
Oklahomans who
experience barriers
to employment





#### **2022 NEW INVESTMENT HIGHLIGHTS**

Green Pastures operates a training school for film crews to expand their knowledge or kickstart their career in Oklahoma's film, television, and media industries. Their graduates have gained employment on major motion pictures and television shows for DreamWorks, Lionsgate, Paramount Pictures, Disney, Apple, and Amazon, helping to tell stories with Oscar-winning directors such as Martin Scorsese, Taika Waititi, and Tom McCarthy. An OIIC loan supported workforce development opportunities for individuals experiencing barriers to employment.

Green Pastures trained 63 people for a total of 1,764 hours of training. So far, 25 of the 63 graduates have found employments on one or more shoots after the completion of the training.





"Building a sustainable film industry in Oklahoma requires great partners. OIIC's partnership has allowed Green Pastures Studio to train a diverse crew base to meet the demands of a growing industry, training many people who otherwise would not have access and opening up long-term career paths for those who will benefit the most."

- RICHARD JANES, Co-Founder, Green Pastures Studio



## AFFORDABLE HOUSING

MetaFund is committed to creating safe and affordable housing solutions for low-income families that are often burdened by the high costs of traditional market-rate housing. We do this by providing flexible financing to developers that create safe, affordable, and high-quality places to live as well as offering our loan programming to transitional housing services for individuals and families in need.

In 2022, MetaFund closed on two projects investing more than \$1 million to support a transitional living program that provided affordable housing in Oklahoma. Because housing insecurity and homelessness are linked to a range of social, economic, and health problems, MetaFund will continue to work towards stable and secure housing for those who need it most. Whether it is investing in transitional housing units or providing a loan that helps a developer build affordable housing, creating an opportunity for a person or family to have access to a safe and stable living environment that is affordable is one of the greatest impacts we can achieve.



Supporting developments or preservation of mixed-income communities

Investing in programs that offer onsite wraparound services that enable people to live in a community setting Supporting builders who use energy-efficient or green building materials or techniques





In collaboration with the Oklahoma Department of Mental Health and Substance Abuse Services, Sisu launched a Supervised Transitional Living Program (STLP) in Oklahoma City for young adults ages 18-24 years who were previously engaged in the child welfare and/or justice system(s), are unhoused, and have a mental health concern and/or a substance use disorder. An OIIC Pay for Success loan provided upfront funding to launch the program.

Although newly launched the program is already providing positive results. In 2022, 14 clients received employment, education, mental health, and substance abuse support services while having access to safe housing.

\$615K
INVESTMENT



"Sisu is thrilled to expand into transitional housing and provide young people experiencing homelessness with a new and supportive step towards stability! Chapin Hall research shows that I in 10 young people between the ages of 18 and 25 experience some form of homelessness over the course of a year. Evidence-based programs that provide housing and supportive services to youth in crisis are truly the way that we can change the face of homelessness for our city."

- JAMIE CAVES, Sisu Youth Services





Positively Paseo is a Community Housing Development Organization (CHDO) with 30 years of experience. An impact loan supported expansion efforts to revitalize distressed neighborhoods in Oklahoma City through affordable housing.

A percentage of the homes will be sold at 80% of the Area Median Income level and the remaining homes will be sold to families at 80-120% Area Median Income Level. These homes will be combined with market rate developments in the area, some of which will also be developed by Positively Paseo using other capital sources, in order to foster mixed-income neighborhoods.

In 2022, three houses were sold and additional funds were requested to continue construction!





## **COMMUNITY HEALTH**

MetaFund believes that everyone should have access to quality healthcare, regardless of their income. We support organizations that improve access to quality physical, mental and behavioral healthcare and address social drivers of health.

One of MetaFund's main priorities is to improve access to healthcare services in medically underserved areas. Many individuals living in rural and low-income communities have limited access to healthcare facilities and resources, making it difficult for them to receive the medical care they need. MetaFund works with local organizations to provide funding and support for programs that improve access to medical care in these areas, helping to ensure that everyone has access to the care they need to stay healthy.

In addition to improving access to medical care, MetaFund also works to address other social drivers of health such as food insecurity, safety, and education. Many low-income communities lack access to quality, healthy food options and safe community gathering places that offer services that improve the well-being of community members.

In 2022, MetaFund supported three projects totaling more than \$34 million to support the health of 37,100 Oklahomans.



Supporting improved access to quality prevention, early intervention, and treatment services

Investing in social drivers of health, such as transportation, access to healthy foods, and safe neighborhoods

Providing for strong infrastructure that includes workforce, technology, and facilities





Grand Mental Health collaborated with the Oklahoma Department of Mental Health and Substance Abuse Services (ODMHSAS) and Department of Corrections (DOC) to provide housing, employment, and wrap-around services for justice-involved Oklahomans in 12 Northeast Oklahoma Counties: Craig, Delaware, Kay, Mayes, Noble, Nowata, Osage, Ottawa, Pawnee, Payne, Rogers, and Washington. A MetaFund Pay for Success loan allowed them to expand these services, serving more than 100 clients.

\$207K
INVESTMENT



- AMY GARRISON, Chief Administrative Officer, GMH

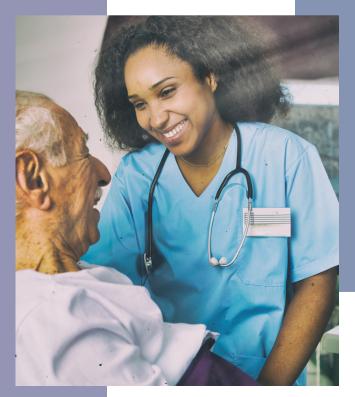




#### Stillwater **Medical**

Stillwater Medical Center is a not-for-profit community health system committed to serving patients across north central Oklahoma with compassion and excellence. MetaFund used \$15 million of its New Markets Tax Credit (NMTC) allocation to finance equipment necessary for expanding vital medical services within a federally designated Health Professional Shortage Area. This expansion gave Stillwater Medical the ability to provide cancer, cardiology, and surgical services that are not available elsewhere without having to travel more than 100 miles roundtrip to the nearest urban areas.





- "MetaFund helped finance the purchase of medical equipment which allowed us to create much-needed jobs and improve access to care for our community."
  - ALAN LOVELACE, CFO,Stillwater Medical Center





Crossover Community Impact in North Tulsa seeks to meet the real needs of their community in such a way that people see the community restored and made whole. MetaFund provided \$19 million of New Markets Tax Credit allocation to develop the 70,000 square foot community center, which will provide healthcare, education, and community programing to a historically underinvested community. The center is expected to serve 16,500 people annually.

\$19M
INVESTMENT

"This center will open doors to these kids. It will keep them focused, off the streets and help keep them on the right path."

- ALLEGRA WILLIAMS,
Crossover Community Impact





## **CHILD WELL-BEING**

MetaFund supports organizations that improve educational, health, and developmental outcomes for Oklahoma children.

In 2022, investments were made in three projects totaling \$620,000 and serving 827 children with a focus on education and developmental screening, evaluation, and early intervention.

# Our FOCUS

Supporting children's physical health and safety

Investing in mental health and emotional developments supports

Scaling effective education and learning opportunities

Funding evidencebased or promising programs that support positive early relationships and social skills





Freedom City is an Oklahoma City-based nonprofit striving to remove barriers and provide support for students and families in Northeast Oklahoma City through afterschool and summer learning programs. An impact loan allowed them to provide needed services to children and families.

Previously, Freedom City assessed the reading and math needs of the students in their program, noting that nearly 80% of the students needed some level of intervention to get them up to grade level.

In 2022, Freedom City served an average of 28 families and 51 scholars per week. Students' scores improved by an average of 5% in math and 3% in reading.

Additionally, MetaFund provided Freedom City with a small business loan to assist with operational costs.









Sprouts Child Development is a Tulsa-based nonprofit partnering with parents and caregivers to nurture and develop the healthy growth of all young children by providing reliable early childhood resources, developmental screening and assessment, and early intervention services. An OIIC loan supported Sprout's expansion of services in the Tulsa area.

Sprouts had 1,163 patient visits in 2022, averaging 158 referrals per month.





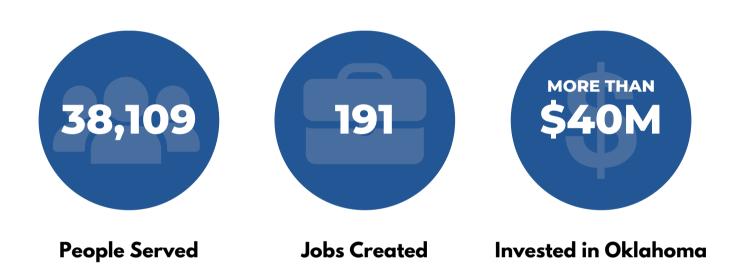
"Sprouts Child Development Clinic's multidisciplinary team works with our Developmental & Behavioral pediatrician, providing diagnosis and early intervention services for children from birth through age ten. Over the past few years, referrals to our clinic have grown exponentially, resulting in the need for more space, staff, and resources. We are excited and grateful to partner with MetaFund's Impact Investing Collaborative for our criticallyneeded expansion."

- LESLEY GUDGEL, Executive Director, Sprouts



#### Data from Loans that Closed in 2022

MetaFund is dedicated to investing in projects that positively impact our state. Although we know not every positive change can be neatly quantified, MetaFund is dedicated to understanding how to effectively measure and manage impact to ensure our investors, partners, and communities are achieving their desired results to effectively address the most pressing needs and challenges Oklahomans are facing.



#### MetaFund & Habitat for Humanity

MetaFund has partnered with Habitat for Humanity for more than 16 years, acquiring mortgages which gives them the capital needed to build additional affordable housing.



Active Habitat for Humanity or Similar Mortgage Loans from 6 Different Entities

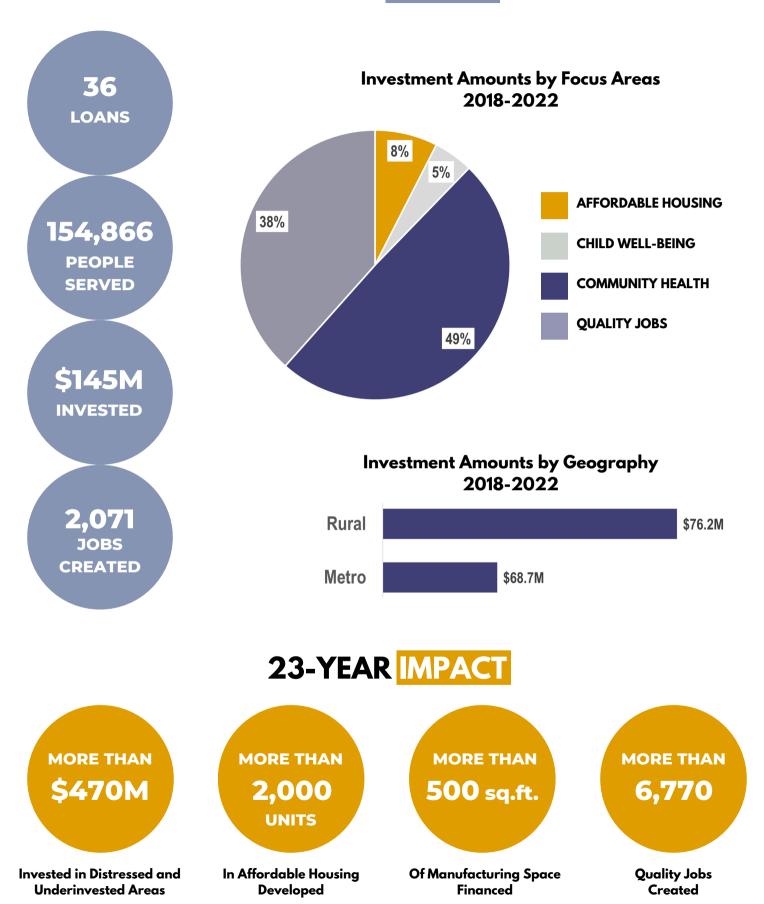


**Foreclosures** 



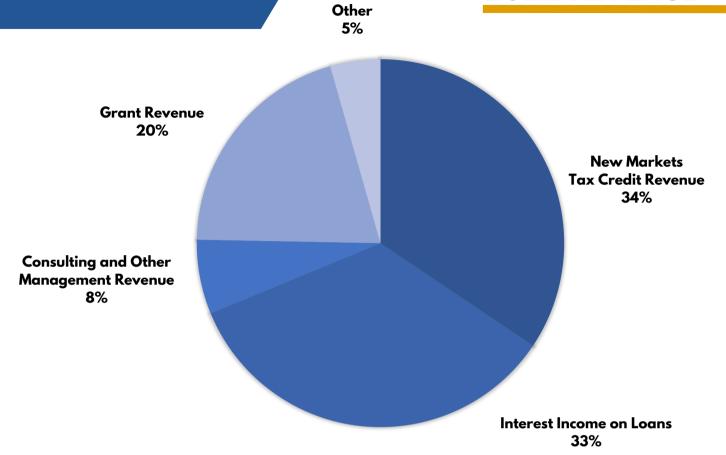
**Total Portfolio** 

#### **5-YEAR IMPACT**



# FINANCIAL HIGHLIGHTS

**2022 REVENUE** 





# STATEMENT OF FINANCIAL POSITION AND ACTIVITIES

# December 31, 2022 **ASSETS & LIABILITIES**

#### **ASSETS**

Total Assets	<b>+</b>	
Other Assets		502,000
Project Equity Investments		532,000
Project Investment Loans, Net of Loan Loss Allowance		23,939,000
Certificates of Deposits and Treasuries		1,647,000
Cash and Cash Equivalents	\$	10,318,000

#### **LIABILITIES & NET ASSETS**

Accounts Payable and Accrued Liabilities	\$ 445,000
Notes Payable	5,662,000
Deferred Income	1,165,000
Long-term Capital Notes (from 24 Community Banks)	15,278,000
Other Liabilities	189,000
Total Liabilities	22,739,000
Net Assets without Restriction	14,199,000
Total Liabilities and Net Assets	\$ 36,938,000

# 2022 **REVENUE & EXPENSES**

#### **REVENUE**

To	tal Revenue	\$ 4.189.000
Other		184,000
Grant Revenue		845,000
Consulting and Other Management Fees		342,000
Interest Income on Loans		1,385,000
New Markets Tax Credit Fees		\$ 1,433,000

#### **EXPENSES**

Program Activities - Business and Economic Dev.	\$ 1,188,000
Program Activities - MetaCorp	68,000
Program Activities - OIIC	530,000
Subtotal Program Activities	1,786,000
Management and General	1,105,000
Total Expenses	2,891,000
Change in Net Assets without Restriction	\$ 1,298,000

#### **BANK INVESTORS**

















































#### **PHILANTHROPIC INVESTORS**





LORI & JEFF
BLUMENTHAL







## **Looking Forward**

As we look ahead in 2023, we are grateful for all that we have accomplished together with our investors and partners. MetaFund's commitment to improving lives and creating equitable outcomes in our local communities remains unwavering, especially to people and communities that have been historically underserved.

In 2023, we will be laser-focused on deploying our \$50 million New Markets Tax Credit (NMTC) allocation to manufacturing, community health, and education projects across Oklahoma, with a commitment to deploy more than 50% of it to rural projects. We will continue to grow and expand access to direct capital for small businesses in historically underinvested communities. Our Oklahoma Impact Investing Collaborative (OIIC) is focused on investments in workforce development and rural health, along with supporting other promising projects and programs. With these three programs working in tandem, we anticipate seeing significant community impacts.

As we are committed to making a positive and lasting impact in our communities, we will continue to build on our efforts to improve our impact tracking and increase our data collection from the community. This also includes increasing our national presence in the CDFI and impact-investing data community. Internally, we are excited to continue to improve our operational efficiencies by investing in new technology and software to streamline our processes and improve customer service, as well as investing in new talented staff to join our team. Additionally, we are excited to announce that we are redesigning our website. Our goal is to create a website that truly reflects the work we have been doing over the past 23 years and to make it more user-friendly and engaging for our readers.

Lastly, we want to reiterate our dedication to creating a more equitable and just society through our investments. We continue our commitment to providing greater access to capital, expanding our reach to additional underserved communities, and furthering our initiatives to promote diversity and inclusion.

This past year has continued an incredible journey. We look forward to providing further updates about our progress through our social media, newsletter, website, and our 2023 Annual Report. We are confident that together we can make a lasting difference and build a better tomorrow. Thank you for your continued support and for believing in the work we do.

