



# INVEST IN OUR DIVERSE COMMUNITIES INITIATIVE

CREATING GREATER OPPORTUNITIES FOR DIVERSE INVESTMENT MANAGERS

## ABOUT US

On July 1, 2020, Insurance Commissioner Ricardo Lara launched the "Invest in Our Diverse Communities" Initiative to encourage insurance companies to increase their COIN participation with Diverse Investment Managers that make socially responsible investments in the State of California. These diverse managers are approved on the COIN Impact Investment Marketplace and then solicited to insurance companies that hold more than \$7 trillion in assets under management and in excess of \$20 billion into social and environmental impact investments.

	VALUE	% CHANGE
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### COIN QUALIFIED INVESTMENT HOLDINGS

2015	\$ 21.85 B	305 %
2009	\$ 5.40 B	--

### COIN QUALIFIED GREEN INVESTMENTS

2015	\$ 7.98 B	1,378 %
2009	\$ 539.70 M	--

## PERFORMANCE OF DIVERSE-OWNED PRIVATE EQUITY (PE) FUNDS

### Outperforming the Median Quartile

Diverse PE Funds represented by NAIC member funds in the NAIC PE Index performed better than 78.6% of others\*



\* Based on the Burgiss Median Quartile

### Performing in the Top Quartile

Approximately 57% of the diverse PE Funds in the NAIC PE Index reporting appeared in the top quartile\*\*



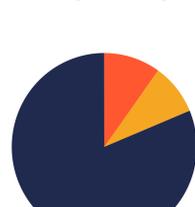
\*\* Based on multiple on investment capital for the period from 2011 - 2018

## LACK OF DIVERSITY WITHIN THE INVESTMENT COMMUNITY

Less Than 1.3% Of The Investment Industry's \$70 Trillion in Assets Under Management are Managed by Women and People from Historically Underrepresented Communities

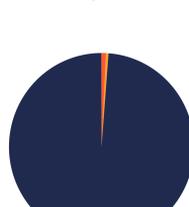
### DIVERSE OWNERSHIP & ASSETS UNDER MANAGEMENT (AUM) (MUTUAL FUNDS)

#### FIRM OWNERSHIP



- 9.9% Women-Owned
- 8.8% Minority-Owned
- 81.3% Non-Diverse

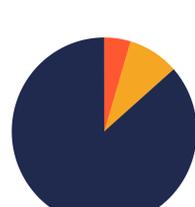
#### AUM



- 0.8% Women-Owned
- 0.4% Minority-Owned
- 98.8% Non-Diverse

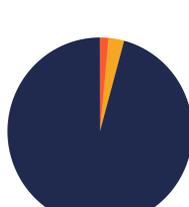
### DIVERSE OWNERSHIP & ASSETS UNDER MANAGEMENT (AUM) (HEDGE FUNDS)

#### FIRM OWNERSHIP



- 4.6% Women-Owned
- 8.9% Minority-Owned
- 86.5% Non-Diverse

#### AUM



- 1.5% Women-Owned
- 2.7% Minority-Owned
- 95.8% Non-Diverse

## SDS Supportive Housing Fund - COIN Qualified Investment Opportunity

SDS Capital Group is a Diverse Investment Manager, which plans to redevelop a fire-ravaged building into 49 units of permanent supportive housing. Residents will also receive on-site case management services as well as access to community and computer facilities.

### IMPACT IN ACTION

Permanent supportive housing helps curb the cost of homelessness in Orange County, California

## CASE STUDY -

**HOMELESSNESS IN ORANGE COUNTY**  
*California*

**Jamboree**

### PERMANENT SUPPORTIVE HOUSING: A COST-SAVING SOLUTION

**Chronic homeless (those with a disability)**  
Annual cost of ALL services per person:

<p><b>\$100,759</b></p> <p>On the street</p>	<p><b>\$51,587</b></p> <p>In permanent supportive housing (with services)</p>
<p>↓</p> <p><b>50%</b> savings</p>	

### HOW HOUSING REDUCES COSTS

**Chronic homeless (top 10%)**  
Annual cost of ALL services per person:

<p><b>\$439,787</b></p> <p>On the street</p> <p><b>Top 10% HEAVIEST SERVICE USERS</b></p>	<p><b>\$55,332</b></p> <p>In permanent supportive housing (with services)</p>
<p>↓</p> <p><b>88%</b> savings</p>	

**When housed, chronic homeless have:**

**78%**  
fewer ambulance transports in the last month

**100%**  
fewer arrests (vs. chronic homeless living on street or in emergency shelters)

\* case study created and provided by Jamboree Housing Corporation 2020 (<https://jamboreehousing.com/>)



**CALIFORNIA ORGANIZED INVESTMENT NETWORK**  
Insurers investing in a better California

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