

TED LEVINSON

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HIGHLIGHTS and ACCOMPLISHMENTS

- Social Enterprise expert with deep knowledge spanning business and philanthropy
- 20+ years finance and fund experience: Commercial SME lending, business development, fund and loan structuring
- Twelve years leadership experience in impact investing and social finance
- Identified, conducted due diligence and executed investments across diverse impact areas, including sustainable agriculture, consumer packaged goods, education, green energy, environmental stewardship, poverty alleviation, workforce and livelihoods, and services for people with disabilities
- Frequent speaker at universities and industry conferences

EXPERIENCE

BENEFICIAL RETURNS

www.beneficialreturns.com | February, 2016 to Current | Portland, OR

Founder/CEO

- Launched and manage impact debt fund focused on social enterprises alleviating poverty in Latin America and South East Asia.
- Raised over \$4M in loan capital from family foundations, donor advised funds and faith-based communities.
- Deployed over \$4M to more than 30 leading companies using free market principles to combat poverty.
- Manage an international team of impact investing professionals.
- Built an all-volunteer Credit Committee and Advisory Board.
- Raised grant capital to fund a loan loss reserve to mitigate risk.
- Identify prospective borrowers, negotiate term sheets, conduct due diligence, underwrite loans, present to credit committee, manage domestic and international *pro bono* legal engagements.
- Returned over \$1M to investors to date, all on-time.

INDEPENDENT CONSULTANT

| September, 2015 to January, 2016 | San Francisco, CA

- Consulted for Oryx Impact Investments, a new impact investing fund focused on conservation enterprises in Indonesia. Project included due diligence on pipeline investments including site visits to two prospective borrowers. Advised on fund structure, market opportunity and viability of business plan. Identified fifteen potential investors and assisted in the preparation of a pitch deck.
- Consulting for a Community Development Finance Institution in Appalachia that is evaluating the feasibility of a fund focused on supporting social enterprises in Kentucky and West Virginia. Conducted desk research and interviews with social enterprises and existing impact investing funds. Proposed investment vehicles that address market gaps for social enterprises while leveraging available risk capital and philanthropic capital. Three day in-person educational workshop for staff of CDFI, economic development consultancy firm and local foundation.
- Contributed to UNDP project exploring viability and structure for an impact investing fund focused on social enterprises promoting Sustainable Development Goals in the Philippines.

RSF SOCIAL FINANCE

www.rsfsocialfinance.org | November 2008 to September 2015 | San Francisco, CA

Senior Director, Lending (previously Director, previously Sr. Lending Manager), reported to CFO

RSF Social Finance is a nonprofit financial services organization and network of investors, donors and social entrepreneurs dedicated to transforming the way the world works with money.

Served as senior leader with strategic, management and P&L responsibility for RSF's \$85M Social Investment Fund of senior secured loans to social enterprises. The Social Investment Fund generates 75% of RSF's \$6M annual operating budget
Select investments include:

- \$500k asset-based line of credit for Digital Divide Data, social enterprise that employs more than 1,000 disadvantaged youth in Laos, Cambodia and Kenya

- \$1.5M asset-based line of credit for Guayaki, beverage company committed to market-driven restoration of the South American rainforest through sustainable sourcing of yerba mate
- \$2M asset-based line of credit for Revolution Foods, social enterprise that daily delivers 200,000 healthy meals to public school children
- \$250k short term purchase order finance loan (through Root Capital) to Peruvian coffee cooperative
- \$500K equipment loan for RecycleForce, nonprofit that employs ex-felons to recycle electronic waste
- \$500k asset-backed line of credit for EcoScraps, manufacturer and distributor of compost for the consumer market
- \$4M real estate loan for Foundation for the Challenged that offers housing options for developmentally disabled adults
- \$1.5M asset-based line of credit for Lotus Foods, importer of rice grown through System of Rice Intensification (SRI)

Loan Origination/Underwriting:

- Developed extensive domestic and global network to increase quantity and quality of referrals and prospects
- Source, select, conduct due diligence, negotiate, structure and present potential loans to Credit Committee
- Lead Lending team to develop pipeline, produce Investment memos and fund transactions
- Develop relationships with foundations and banks for co-investment, including \$20M+ in participations with The WK Kellogg Foundation, Schmidt Family Foundation, New Resource Bank, Beneficial State Bank and Self-Help Credit Union
- Serve as a voting member of Credit Committee.

Strategic Planning and Team Management

- Led strategic planning to align lending towards rigorous impact investing and clearer focus on social enterprise
- Launched Fellowship Program to recruit a network of graduate students and mid-career professionals to source loan prospects and build a future social finance talent pipeline
- Recruit, evaluate and hire high-potential talent for Lending team
- Train and develop team composed of credit officer, business development staff, loan processing and in-house counsel
- Supervise business development staff that generated \$28M of new business in 2014
- Assist Development team with investor solicitation and relationship management including Wealth Managers, HNW individuals and foundations
- Work collaboratively with RSF's Philanthropic Services team to secure and deploy philanthropic capital alongside risk capital

Industry Leadership

- Represent and promote RSF's thought leadership through industry conferences, outreach events, publications and other media outlets
- Develop external strategic partnerships to enhance RSF's visibility and reputation within impact investing sector

GREEN SCHOOL

www.greenschool.org | March - September, 2008 | Bali, Indonesia

Business and Finance Manager

- Successfully managed the opening of a new, independent school in Indonesia on time and on budget.
- Oversaw all costs associated with developing a 20 acre campus built entirely out of bamboo, including staff, buildings, infrastructure and major capital equipment purchases and insurance
- Forecasted tuition revenue and expenses. Billed and collected from 100 students. Determined financial aid awards
- Cultivated donors for scholarship program

P.T. BAMBU

www.ibuku.com | March - September, 2008 | Bali, Indonesia

Business and Finance Manager

- Managed 80+ employees of startup bamboo furniture and building company. P&L responsibility for Accounting, Legal, Human Resources, Purchasing, and Treatment
- Supervised accounting staff of four in preparation of all financial reports, A/R, A/P and payroll for 140 employees
- Responsible for determining pricing, in-house vs. outsource decisions as well as cost-saving measures
- Set staffing levels, initiated preventative maintenance program, addressed staff grievances

WARREN CAPITAL

| May 1998- March 2008 | Novato, CA

Senior Vice President

- Generated over \$12 million annually in closed transactions, including capital leases, operating leases, TRAC leases, asset-based lines of credit and SBA loans
- Increased deal flow by developing referral network of equipment vendors, bankers and CPAs
- Evaluated financial strength and projections of small and mid-sized companies throughout California
- Structured and negotiated term sheets with clients

- Brokered lease transactions to national and local banks and finance companies
- Developed and launched web-based application and Company's Internet strategy (www.ziplase.com) to attract profitable new clients

AWARDS

Eisenhower Fellow, India, Singapore and Indonesia, 2014

"Social Enterprise and Social Finance in South Asia and Southeast Asia"

- One of nine Americans chosen to participate in fellowship program for emerging leaders from around the world
- Produced blog on project to identify opportunities for financing social enterprises internationally by leveraging existing networks and developing the next generation of social finance professionals
- Recruited leaders of social enterprises to apply for the Fellowship, including 2015 Fellow, CEO of Akshaya Patra, social enterprise that delivers 1.2M healthy meals a day to Indian school children

EDUCATION

Tufts University | 1990-1993 | Medford, MA

B.A., Economics

- Accelerated graduation in three years. Related Courses: Accounting, Statistics, Economics of Money and Finance
- Received National Endowment for the Humanities' Younger Scholar Research Grant
- Received Paul Montle Prize for Entrepreneurial Achievement, annual prize for best student-owned small business

INDUSTRY LEADERSHIP and COMMUNITY INVOLVEMENT

Treasurer and Board Member, Social Enterprise Alliance | 2013 – 2019 | National, USA

Member of Executive Committee that oversees Audit, financial projections and Executive Director performance. Created financial dashboard for Board reporting.

Advisor to Social Entrepreneurs | Global

Serve (*pro bono*) as mentor and advisor to social entrepreneurs at various organizational life stages, both nonprofit and social enterprises. Support ranges from one-time advising session to ongoing mentorship of entrepreneurs working on a solar business, a coconut nursery in India, and an energy auditing and retrofit business.

Business Plan Competition Judge | Global

Judge for business plan competitions at Development Bank of Singapore/National University of Singapore, Berea College and Mentor Capital Network (formerly William James Business Plan Competition.)

Small Business Advisor, Pacific Community Ventures | California, USA

Advised portfolio companies that generate economic gain for low/moderate income communities, 2006 – 2008

SELECT PRESENTATIONS

"Pursuing a Career with Purpose in Finance", Tufts University, 2021

"The Missing Middle", SOCAP, 2020

"How to Finance your Social Enterprise", Growth Africa, Nairobi, Kenya, 2015

"How to Finance your Social Enterprise", Impact Xchange, Manila, Philippines, 2015

"Weaving Impact: How Strong Internal Leaders Create the Fabric of Social Enterprise", SOCAP, 2014

"Social Finance: Catalytic Capital for the Social Enterprise Sector", India Habitat Centre, Delhi, India, 2014

"Growth Capital for Social Enterprises", Social Venture Partners China, San Francisco, 2014

“Beyond Passion to Purpose”, National Football League Business Management and Entrepreneurship Program, 2014

SELECT MEDIA and PUBLICATIONS

“Growing Asian Social Enterprises” Asian NGO Magazine

“Moving Social Finance Forward: An Interview with Ted Levinson”, www.socialvelocity.net

“Dollars and Change: Impact Investing”, Wharton School Talk Show on Sirius XM that highlights individuals and business who are using business to create positive change.

The Impact Investor: Lessons in Leadership and Strategy for Collaborative Capitalism, by Cathy Clark, Jed Emerson and Ben Thornley, 2014

Served as lead collaborator for RSF case study featured in this book written by social enterprise leaders