



Exelon is a Fortune 250 company and the nation's largest energy delivery company, serving more than 10 million customers through six fully regulated transmission and distribution utilities.



Founded in 2003, RockCreek is a global investment firm that applies data-driven technology and innovation to generate long-term value for clients. RockCreek is built upon the philosophy of sustainability and inclusion, which extends throughout its investments and culture.

## COMMUNITY IMPACT CAPITAL FUND

The Exelon-funded RockCreek's Community Impact Capital Fund was created to support equity and economic opportunity and to help businesses in Exelon communities grow and prosper by expanding access to capital for businesses that:

- (i) Face challenges in securing financing or getting access to capital; and
- (ii) Are located in and/or have a positive impact on historically disenfranchised or socio-economically disadvantaged communities in Exelon's service territories, including, without limitation, through growing local businesses, creating and retaining jobs, and creating opportunities. Preference will be given to businesses located in such communities.

### Investment Strategy

The Community Impact Capital Fund will partner with local banks and CDFIs to identify business owners who are seeking to grow their companies but lack access to funding. The Fund is primarily industry agnostic and will invest its capital in the greater [Atlantic City](#), [Baltimore](#), [Chicago](#), [Philadelphia](#), [Washington, D.C.](#), and [Wilmington](#) communities.

Businesses are evaluated primarily on their ability to grow operations, create jobs, have a positive impact, as well as their capacity to generate a return and repay the investment.

### Representative Industries



### Financing Capabilities

The Fund makes debt and equity investments into businesses ranging from [\\$100K to \\$2 million](#). For larger opportunities, the Fund may leverage capital from its strategic partnerships with local banks, CDFIs, and other funding sources.



RockCreek is excited to be partnering with Exelon Corporation on the Community Impact Capital Fund, which invests much-needed capital to businesses to help them strengthen communities in the years and decades to come.

**Afsaneh Beschloss**  
Founder and CEO, RockCreek

### GET IN TOUCH

Please send your questions and/or business opportunities to:

[cicf@therockcreekgroup.com](mailto:cicf@therockcreekgroup.com)

## TARGET UNIVERSE

### Equity Investments<sup>1,2</sup>

Target Allocation	\$500K to \$2M per investment
Ownership	20% equity limit absent consent and max is 35% with consent
Stage	Seed to Growth Equity (Seed – Series E)
Other Characteristics	<ul style="list-style-type: none"><li>• Profitability: Non-Profitable to Profitability of history of EBITDA and Cash Flows</li><li>• Control: Minority ownership share</li><li>• Sources of Return: Revenue and profitability growth</li></ul>

### Debt Investments<sup>1</sup>

Loan Ranges	\$100K-\$600K
Use of Proceeds	Fund working capital, business expansion, contract fulfillment, and general corporate purposes
Business Attributes	<ul style="list-style-type: none"><li>• Minimum of two-three-year operating history</li><li>• Proven business model via organic growth and/or contract completion</li><li>• Tangible, near-term growth opportunities</li><li>• Business catalyzes social/economic impact within Exelon's service areas</li><li>• Company generates sufficient profitability to pay loan's monthly principal and interest payments</li></ul>
Investment Rationale	Businesses will be evaluated based on impact metrics and their ability to repay the loan
Loan Maturity	Up to 7 years

1. Prohibited industries may include but are not limited to: liquor stores, adult entertainment, gaming-related businesses, pay day loan businesses, trailer-storage yards, pawn shops, not-for-profit social clubs, astrology, marijuana dispensaries, tobacco, firearms and bail bonds.

2. Equity investment sectors include energy and utilities, climate technology, education, healthcare, food and agriculture, affordable housing, Built environment, mobility and other professional services.

## STANDARD DUE DILIGENCE QUESTIONS

### Business Overview

- Completed Fund Application, Affiliations Questionnaire, and Notice Language
- Company's business plan
- Owner's and/or leadership's resumes
- Personal Net Worth Statement for each owner and/or guarantor
- Excel sheet outlining company's current contracts, highlighting:
  - Name of client(s)
  - Scope of work
  - Type of contract (time & material or fixed price)
  - Expected revenue and gross profit
  - Start / end date
- Detailed description of how investment proceeds would be used (Sources & Uses)

### Financial Information

- Company financial statements (income statement and balance sheet) & tax returns; if applicable, performance pre-pandemic to year-to-date
- Current debt schedule inclusive of creditor names, rates, amounts outstanding, and terms
- Current accounts receivable, accounts payable aging reports and work in progress, if applicable
- Financial projections (minimum of 2-3 years)

### Legal Information

- Copy of organizational documents and articles of incorporation (i.e.: Corporations, LLCs, LPs, DBAs, Sole Proprietors; Business Associations (such as Homeowners Assns.) for the applicable legal entity(ies), if applicable.
- Legal organizational chart