Impact Investment Fund Manager
Request For Information (RFI)

Purpose
The Bush Foundation is seeking fund managers and intermediaries (entities seeking to raise capital to make investments in other organizations) that make a positive impact on place and equity in capital markets. More specifically, we are looking for fund managers and intermediaries that invest in organizations in Minnesota, North Dakota, South Dakota and the 23 Native nations that share the same geography, and that invest to benefit people and places not well served by traditional financial markets.

About the Bush Foundation
The Bush Foundation invests in great ideas and the people who power them in Minnesota, North Dakota, South Dakota and the 23 Native nations that share the same geography. Established in 1953 by 3M Executive Archibald Bush and his wife Edyth, the Foundation inspires and supports creative problem solving – within and across sectors – to make the region better for everyone. See bushfoundation.org for more information about the Bush Foundation.

Project Background
The Bush Foundation is developing its impact investing strategy*. Thus far, we have made five below-market-rate program-related investments (PRIs) totaling $7 million and one fixed income market rate mission-related investment (MRI) of $5 million. We are embarking on a learning year to explore, identify and invest in fund managers and intermediaries that help us meet the following objectives:

- **Investing to Make a Positive Impact on the Place We Serve** – we will focus on investment opportunities that benefit our region: Minnesota, North Dakota and South Dakota and the 23 Native nations that share the same geography (the “Bush Foundation Region”).

- **Investing to Make a Positive Impact on Equity Issues in Capital Markets** – we want our impact investments to benefit people and places not well served by traditional capital markets. Ideally, our investments would make a difference in creating or expanding access to capital for people and places underrepresented, undervalued or excluded from other sources.

*Impact investments are investments made in companies, organizations and funds with the intention of creating social and environmental impact alongside a financial return (Global Impact Investing Network). The Bush Foundation’s definition of impact investments includes market rate mission-related investments typically made from endowment assets, and below-market-rate investments often termed program-related investments (PRIs) typically made from the Foundation’s program payout.
We will prioritize our investments in fund managers and intermediaries that meet both these objectives, though we will also consider those that meet only one of these objectives. We will consider a range of capital tools, including grants, below-market-rate PRIs and market rate MRIs.

**Eligibility Requirements**

- Your organization must be a fund manager or intermediary (defined as an entity seeking to raise capital to make investments in other organizations). Organizations seeking direct investments are not eligible.

- Your organization’s investments must include or benefit the Bush Foundation Region in some way. An organization whose investments focus solely on other parts of the country is not eligible, though we would consider promising new models with a clear intent to invest in our region.

**Selection Criteria**

- We will prioritize fund managers and intermediaries whose investments have a significant positive impact on the Bush Foundation Region.

- We will prioritize fund managers and intermediaries that create or expand access to capital to people and places underrepresented or excluded from traditional markets. This could include investing in underrepresented people or places, investing in products or services valued by underrepresented people or places, and/or committing to internal policies that promote inclusion of underrepresented people and places through management-, worker- and/or community-diversity engagement efforts. We will also consider whether you and the organizations in which you invest are owned or led by underrepresented people.

- We will seek an established fund structure, track record, investment thesis, impact thesis and team. We will also seek a demonstrated commitment to diversity and inclusion in the selected organization's values, policies and procedures. We recognize that investing to make the positive impacts we seek may require new approaches and new leadership. However, in this learning year of 2020, we will prioritize experienced fund managers and intermediaries versus those new to the practice.

**Information Requested**

Once you have determined you meet the eligibility requirements and understand the selection criteria above, please send us as much as possible of the following information. Existing documents are satisfactory.
1. Organization name, headquarters location, website and email address of the lead contact

2. Office locations, places served, investment locations

3. Impact thesis or theory of change

4. Investment thesis

5. Type of capital you provide (select all that apply):
   - Grants
   - Debt (asset-backed, convertible, working capital)
   - Equity
   - Revenue-based finance
   - Other

6. Type of organization (select all that apply):
   - Accelerator
   - Bank or credit union
   - Community Development Corporation
   - Community Development Financial Institution
   - Private equity fund
   - Private lending fund
   - Venture capital fund
   - Emerging fund
   - Other

7. Economic sector or sectors targeted by investment activity (select all that apply):
   - Agriculture
   - Arts and Culture
   - Business and Economic Development
   - Consumer Products & Services
   - Education
   - Financial Services
   - Healthcare
   - Industrial & Business Products & Services
   - Real Estate (includes Affordable Housing)
   - Renewable Energy & Infrastructure
   - Technology
8. Firm history
   a. Background/historical narrative
   b. Firm demographics and diversity

9. Investment team
   a. Description of the team that informs investment decisions
   b. Years of investing experience of lead team members
   c. Total team size and demographics

10. Examples of where and how you make a positive impact in the Bush Foundation Region

11. Examples of how the organizations you are investing in and/or the investment capital you are providing creates or expands access to capital to people and places undervalued, underrepresented or excluded from traditional markets

12. Investment timeline: open-ended or expected closing date

Next Steps
If you are interested in being considered, please send responses to the items above to Investments@bushfound.org with a subject line “Impact Investment Fund Manager”. If you have any questions, please send them to this same email address. We will anonymize and compile all the questions and send our responses to all applicants. We will keep all submission materials confidential.

For consideration, please submit your response no later than Friday, January 31, 2020, 5:00 p.m. Central. We will plan to let you know if we would like to have a subsequent conversation by Friday, February 28, 2020. Our goal is to identify a smaller group of fund managers and intermediaries that align with our eligibility requirements and selection criteria beginning March 2020, and perform additional diligence as soon as possible thereafter. We and our advisors (Cambridge Associates and Cogent Consulting PBC) will perform additional due diligence with respondents selected by us.

We have scheduled a live one-hour webinar on Thursday, December 19 at 8:30 a.m. Central to review the content of our request for information and to assist potential respondents with any questions they may have. You can register for the live webinar by visiting bfdn.org/riwebinar. The webinar will be recorded and available from our website shortly thereafter.

Thank you!