

After 23 years, ICA is at an inflection point for growth and dynamic impact throughout the Bay Area and beyond.





The entire 9-County Bay Area is a regional economic ecosystem, and accordingly we must adjust the scope of our efforts. The methods and approaches we've developed have been honed in our Oakland laboratory, but the bold, audacious solutions to our multi-layered regional problems require a regional approach. In this as in our other efforts, we are committed to an organizational ethos of learning, growing and collaborating with strategic partners. In 2019 and beyond, we are excited to forge relationships with changemakers throughout our region so we can create the most impact and economic opportunity for the entrepreneurs and workers who call the Bay Area home.



\$300,000,000+

Jobs Created

5,500

Entrepreneurs Served

600+

Revenues Managed

\$1.4b

Wages Paid

\$105m

Value of Pro Bono Advising Hours Donated

\$18,000,000+

Our 2018 Impact



Total Revenues Under Management

\$92,855,

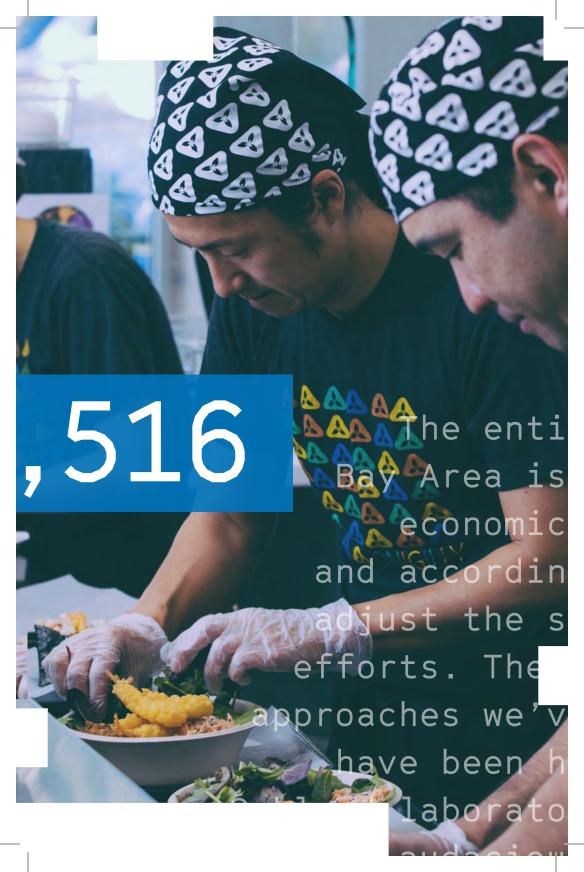
Companies Served

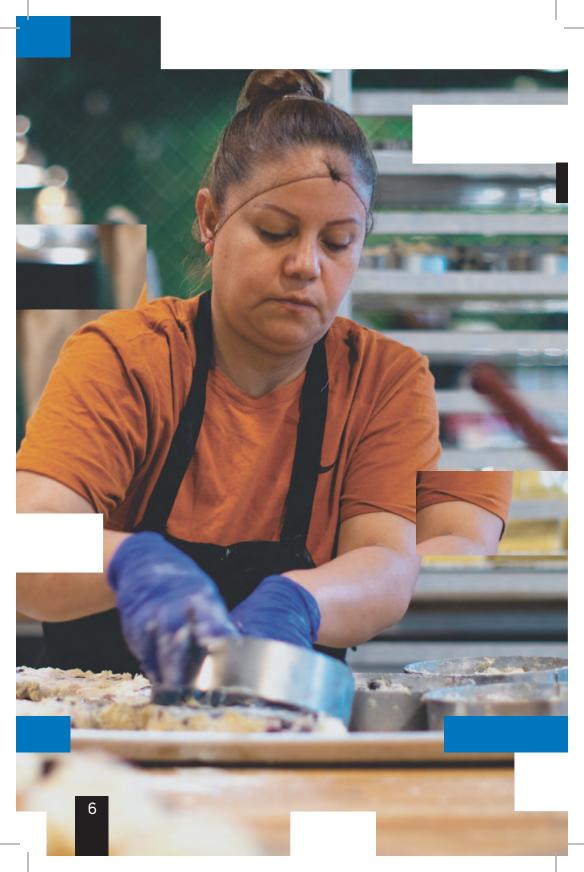
85

Total Jobs Under Management

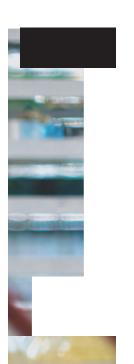
1,016











Total Revenues Under Management

\$56,987,086

Total Wages Paid by Portfolio & Accelerator Companies

\$17,284,008

Average Revenue

\$3,352,182

Average Employee Wage

\$23.20

Average Entry Level Wage

\$16.12

Job Growth Year over Year

13%

Wage Growth Year over Year

3%

Revenue Growth Year over Year

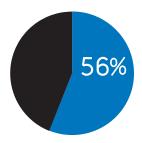
17%



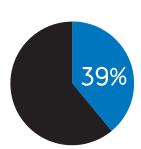
Portfolio & Accelerator Companies Lead the Way



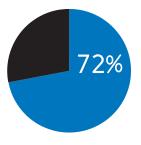
Companies Owned by People of Color



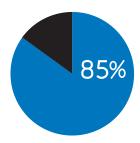
Companies Owned by Women



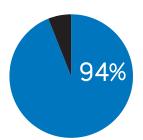
Companies Owned by People of Color & Women



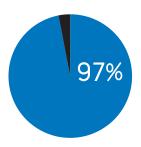
Companies with Majority POC & Women Management Teams



Companies that Provide Benefits

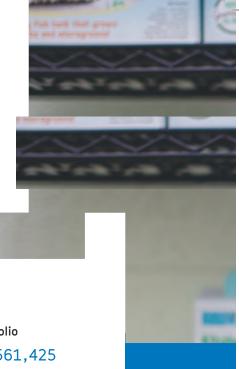


Workers with Access to Benefits





Continued Growth



Average Revenue

Education Accelerator Portfolio

\$715,532 \$3,034,496 \$3,561,425

Average Wage

Education Accelerator Portfolio

\$22.07 \$22.94 \$23.68

Companies with Benefits

Education Accelerator Portfolio 14.71% 90.91% 94.12%

Employees with Benefits

Education Accelerator Portfolio 56.30% 96.03% 97.40%









Investment

Total Value of Investment Portfolio Companies

\$75,000,000

Companies Seeking Capital

54%

Average Capital Need Secured

89%

Companies that received all the Capital Needed

57%

Seed Fund Capital Deployed to Date

\$2.5m

Capital Secured (Portfolio + Accelerator)

\$6,365,000

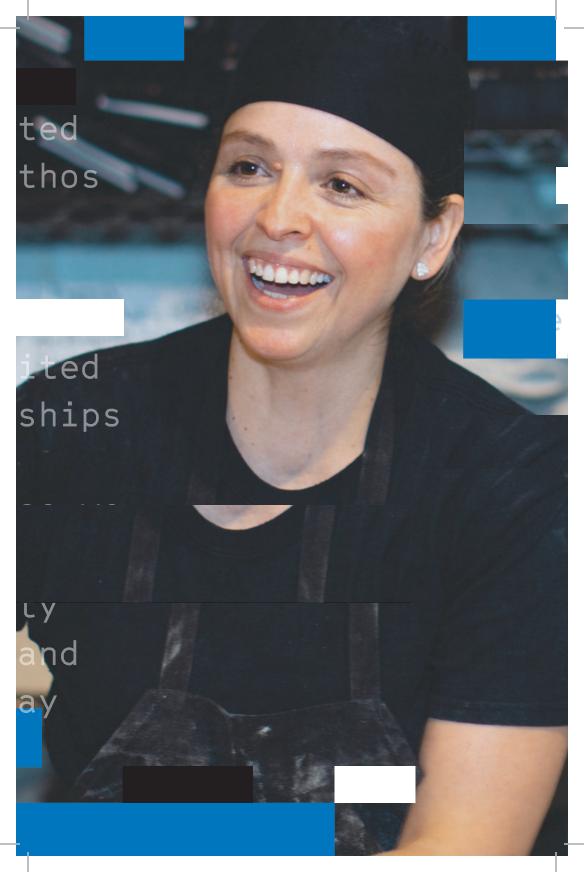
Additional Capital Leveraged

\$30m

Ratio of Additional Dollars Leveraged

1 to 14









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