THE FIERCE URGENCY OF NOW

2020 ANNUAL REPORT

NEON
Northside Economic Opportunity Network
The Fierce Urgency of Now
A Message from the President, Warren McLean

2020 was historic and epic at the same time. The world suffered through two pandemics, COVID-19 and the poignant picture of Systemic Racism, evidenced by the George Floyd Murder, and the ensuing civil unrest. Their reach and severity were both global, no sector or community was shielded from their impact.

In response we saw unprecedented levels of collaboration, flexibility, innovation, generosity and speed. All sectors, government, business, philanthropy, and non-profits responded with a resounding resilience of previously unheard of proportions.

In the midst, NEON had a watershed year as staff responded to a trauma filled year with a remarkable effort and results. NEON provided a record 6,784 hours of Technical Assistance, served 1,352 clients and disbursed $3.8 million in grants and loans. Moreover, we introduced a $1.45 million loan fund to foster commercial development for BIPOC developers. In August, Jay and Rose Phillips Family Foundation, Northside Funders Group, and LISC insisted that the time was “now” for NEON to launch our Grow and Thrive Campaign. The campaign was launched with 3 objectives; the first is to add 3 business advisors, a loan officer and a CFO. The 2nd objective is to acquire our building to provide affordable commercial office space for NEON clients and to forestall gentrification, and the 3rd objective is to add a commercial kitchen/food incubator for the 40% of NEON clients who need access to a commercial kitchen.

The “Fierce Urgency of Now” is a term taken from Martin Luther King, Jr.’s “I Have A Dream” speech in 1963. The term “Fierce Urgency of Now” applies to both our campaign and the broader issue of aggressive investing in underserved communities. Our responses from last year must continue with the ever present “Fierce Urgency of Now” or the underlying conditions that threaten to destabilize our economy and country by those who are systematically excluded will continue with increasing severity so that not only BIPOC neighborhoods are affected but entire cities are affected by heretofore unheard of levels of violence sweeping all of America’s cities with a brazenness that is stunning in its brashness.

The unprecedented levels of positive proactive response also give us great hope that these problems can be addressed. All we need is the will.

- Warren McLean
NEON President

2020 Financials

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$1,175,814</td>
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<tr>
<td>Management and General</td>
<td>268,656</td>
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<tr>
<td>Fundraising</td>
<td>203,335</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$1,647,805</strong></td>
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<table>
<thead>
<tr>
<th>SUPPORT AND REVENUE</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Grants and Contributions</td>
<td>$3,503,141</td>
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<tr>
<td>Program Fees</td>
<td>227,383</td>
</tr>
<tr>
<td>Earned Income</td>
<td>129,426</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$3,859,950</strong></td>
</tr>
</tbody>
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In loans disbursed to small businesses
6,784 Technical assistance hours provided last year
1,352 Small businesses served in 2020
1,000 Jobs are created and secured each year because of your support
90% Of NEON clients identify as Black, Indigenous or People of Color (BIPOC)
2020 Board of Directors

Warren McLean
*President,*
NEON

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*Vice President,* Head of Transformation Change
US Bank

Ting Ting Ni, *Vice Chair*
*Senior Financial Analyst,*
Structural Heart Operations FP&A
Abbott Laboratories

Blake Berquist, *Treasurer*
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Target Corporation

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