

# Blaylock Van: 2023/4 Impact Report

**Blaylock Van, LLC**  
UNLOCKING FINANCIAL INGENUITY SINCE 1991

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# Overview

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# Letter from CEO:

Dear Stakeholders,

It is with immense pride and gratitude that I present to you Blaylock Van LLC's inaugural Impact Report. This report marks a significant milestone in our journey as an African American-owned investment bank dedicated to making a meaningful difference in the lives of the communities we live and work in.

As the oldest continuously operating African American-owned investment bank, we embrace our unique position in the financial industry. Our heritage drives our commitment to diversity, equity, and inclusion in all our work while our legacy compels us to create opportunities for minorities in the industry and communities we serve. We support minority-owned businesses and promote inclusive practices in the financial sector. Success for Blaylock Van is measured not just by financial performance but by our impact on underrepresented communities and systemic change.

The financial industry is increasingly embracing diversity, equity, and inclusion, and we integrate these principles into our core operations. This proactive stance allows us to drive change and support a more equitable market. Our clients and partners' commitment to diversity, equity, and inclusion has led to deeply meaningful outcomes that you will read about in this report. These include increased resources for minority / women-owned businesses and broader opportunities for young minorities. Our achievements reflect our team's work ethos, our client's trust and our outstanding community partners who deliver life changing services.

Engaging the next generation of leaders is critical. We are particularly focused on enhancing educational opportunities and fostering the well being of minority communities' and families where we work. We do encounter challenges, but we face these head-on through continuous education, transparent communication, and a commitment to our values. Our efforts go beyond statistics, embedding these principles into our culture and operations for lasting change.

Recent milestones include expanding our community investment programs and initiatives to increase minority representation in the financial sector. The past years have reinforced our resolve to be more inclusive and impactful. Looking forward, we are poised to build on our achievements from 2023 by continuing to innovate and advocate for equitable practices. We aim to drive inclusion and equity through strategic initiatives and partnerships.

We are proud of our heritage and accomplishments in fostering diversity, equity, and inclusion. The support from our clients, partners, and community is critical. We remain committed to driving meaningful change.

Thank you for your continued support and partnership.

Sincerely,

Eric V. Standifer  
Chief Executive Officer  
Blaylock Van, LLC

# About Blaylock Van

Blaylock Van LLC, a leading African American-owned investment bank, stands as a beacon of innovation and social responsibility. With over three decades of experience, our firm seamlessly integrates state-of-the-art technology with personalized service to deliver tailored financial solutions across diverse markets. From debt and equity capital-raising to municipal finance, we offer thorough and thoughtful insights and execution capability to provide first class outcomes for our clients.

Dedicated to diversity and equity, we are proud to be a leading **African-American investment bank**, committed to fostering inclusivity and creating opportunities for all. Our dedication to social impact is tangible, as evidenced by our significant contributions—**7%-10% of our net income annually**— to support community initiatives and partnerships.

As members of FINRA, MSRB, and SIPC, we uphold the highest standards of integrity and professionalism, ensuring trust and reliability in every engagement. Blaylock Van stands out, not only as a trusted financial partner, but also as a catalyst for positive change, empowering our clients and communities alike.

Blaylock Van is certified as a Minority Business Enterprise (MBE) by the following organizations:



City of New York Small Business Services



National Minority Supplier Development Council



New York Empire State Development's Division of Minority and Women's Business Development



North Central Texas Regional Certification Agency



The Commonwealth Of Massachusetts Supplier Diversity Office



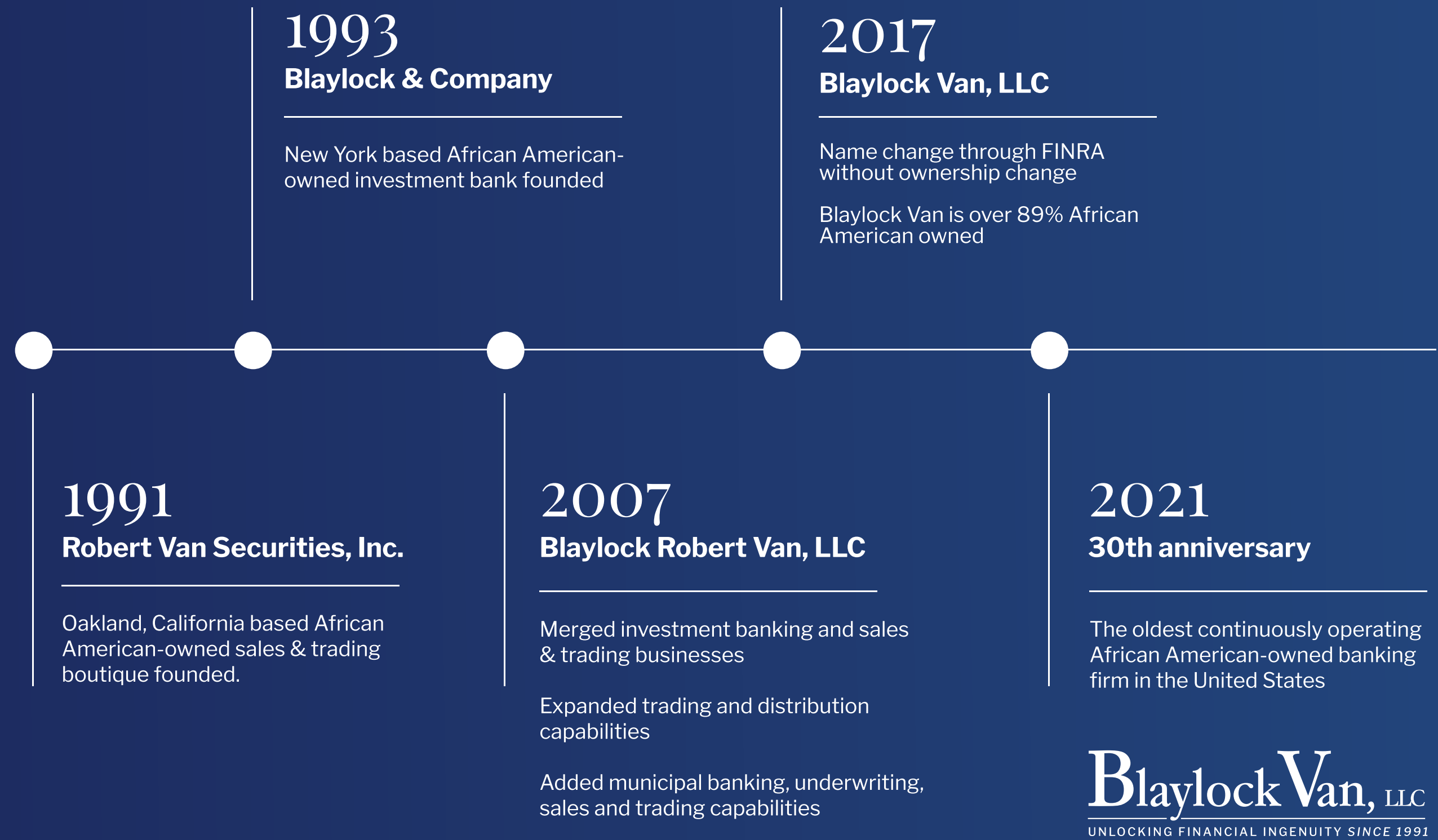
City of Orlando

# Our History

Our lineage can be traced back to 1991, when Eric V. Standifer founded Robert Van Securities, a financial services firm located in Oakland, California. Concurrently, in 1993, Ronald E. Blaylock established Blaylock & Co., a prominent investment bank headquartered in New York City.

Throughout the years, both entities emerged as trailblazing minority-owned investment banks, each renowned for their respective expertise and industry leadership. In a landmark merger in 2007, Blaylock Robert Van, LLC was formed, heralding the union of two powerhouse firms and establishing a formidable presence in the capital markets.

In 2017, a strategic rebranding initiative culminated in the establishment of Blaylock Van, representing a fusion of tradition and innovation. In line with our history, our steadfast commitment to excellence remains unwavering today as evidenced by our enduring reputation as trusted investment bank and strategic partner to dozens of Fortune 1000 clients globally and municipal entities across the United States.



# Our History

**Blaylock Van was the first minority-owned firm to serve as a lead manager in a corporate bond deal ever, a \$150 million Senior Unsecured offering for Texaco, issued in February 1997 noted as one of “45 Great Moments In Black Business”.**

- The senior management teams committed to engaging with more minority suppliers in their operations. Blaylock Van (as Blaylock & Partners) was honored to originate the transaction, distribute it, and price the offering.
- Texaco’s then Treasury, James F. Link, commented on the “...**extraordinary execution of the transaction**”.
- "The flawless transaction execution set the stage for Blaylock Van’s participation in some of Wall Street’s largest mandates of the era including the IPO’s of Prudential Financial, Genworth Financial, and Google“ Source: [Black Enterprise](#)
- This performance led to **Black Enterprises to name Blaylock Van as ‘Financial Company of the Year’ in 1998**. Blaylock Van’s management of \$83 billion in fixed-income and equity transactions over this period resulted in the firm becoming the **nation’s largest black investment bank by the turn of the century**.



Feb, 1997

**\$150,000,000**

**7.09% 10YR  
AA-**

TEXACO INC.

**Jt. Bookrunner**

Blaylock Van, LLC

# Our Mission

**Blaylock Van is dedicated to making a meaningful difference in the lives of the communities where we live and work.**

We bring together clients, civic leaders, peers in the financial community, foundations, and other stakeholders to develop innovative strategies that strengthen local economies, create jobs, and support upward economic mobility. By leveraging our resources and partnerships, we aim to raise awareness and invest in dynamic community based partner organizations.

Our mission is put to action in the following way:



## Diversity, Equity, and Inclusion:

We are committed to embracing diversity at all levels, recognizing that it enhances our perspectives and drives innovation, while also ensuring fair access to equity. By giving fair access to opportunities and resources, we promote an inclusive culture that fosters social welfare and a sense of belonging among our stakeholders. Our work with the **Global Fund** is an example of how we do so on a global scale.



## Economic Development:

We actively seek to economically serve and empower the communities we live in often in partnership with our clients. **Build-On** is an example of a partnership that we continue to support at a local and national level. We also maintain a core business focus in our municipal underwriting services that are aimed at funding vital public services in metropolis' across the country.



## Education

We recognize the pivotal role of education in sustainable development, partnering with several organizations such as **San Francisco Achievers** to support educational opportunities for underserved communities. By investing in education, we aim to break down barriers and create pathways to success for individuals from all backgrounds.

Our ethos on diversity and inclusion extends to our clients and supply chain. We partner with women and minority-owned portfolio managers and diverse enterprise businesses across the value chain.

Blaylock Van is dedicated in helping to foster and create an environment of greater transparency in sustainability capital markets related reporting and execution and ultimately the impact that's brought to bear on our communities and clients. Our work on the **Impact Disclosure Taskforce** is a good manifestation of our commitment.

Blaylock Van's philanthropic outreach is driven by our diverse and inclusive workforce. Their dedication sees the firm's reach extended to serving with educational organizations, health focused entities, food banks, and with other partners that provide critical community services. Our employees are our competitive advantage in the markets and the levers and ambassadors of our culture in the community.

Thank you for taking the time to read this report. Our partnership with each of you is the driving force that makes that difference making not just possible, but a reality.



# Our Values

**Our mission is embodied in our deeply held core values of integrity, leadership, and sustainability.**



## **Integrity - We Do the Right Thing!**

We live by the highest ethical standards. We are anchored by honesty, transparency and accountability in our conduct and in the decisions we make. We believe in treating all with respect, dignity and kindness.



## **Leadership – We Inspire and Empower!**

We believe we can be the difference makers! We are dedicated to leading by example through visionary thinking and action. We are collaborative, motivated by our commitment to delivering outcomes with excellence in all our efforts.



## **Sustainability - We Move Beyond Outcomes to Impact!**

We are dedicated to achieving lasting, meaningful change for all the constituents we serve. We recognize that every act, every transaction is part of a wider fabric in creating enduring impact. We compliment our work at a more definitional level by being part of the wider dialogue in creating and implementing meaningful, impactful and enduring sustainability standards.

# Our Leadership

**Meet the driving force behind Blaylock Van's commitment to positive change – our exceptional management team, leading the charge towards community empowerment.**



**Eric V. Standifer**  
Founder &  
Chief Executive Officer



**Anne Daley**  
Senior Advisor  
Investment Banking



**Jervis Hough**  
Chief Operations Officer  
& Chief Compliance Officer



**Kudzai Jones**  
Executive Director  
Municipal Sales & Trading



**Leonard Jones**  
Executive Director  
Municipal Banking



**Louis De Caro**  
Senior Vice President  
Investment Banking



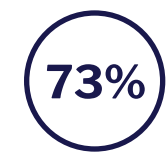
**Nyagaka Onger**  
Executive Director  
Head of Investment Banking



**Timothy O'Brien**  
Executive Director  
Sales & Trading

# Our Talent

Diversity in our workforce is the key ingredient in serving our clients and communities that we live and work in.



**Male**  
Total: 36 (+29%<sup>1</sup>)



**Female**  
Total: 13 (+18%<sup>1</sup>)



**African American**  
Total: 18 (+20%<sup>1</sup>)



**Asian**  
Total: 4



**Caucasian**  
Total: 26



**Hispanic**  
Total: 1



**Veteran**  
Total: 1

At Blaylock Van, we focus on recruiting and retention in line with our mission and values. In 2023, we were pleased to welcome Lenny Jones to our Public Finance Team, bringing extensive experience in credit rating methodologies from his 7 years at Moody’s Corporation. We also welcomed a Municipal Sales & Trading team led by Kudzai Jones marking a significant step in the firm’s growth and market position.

Our demographic reflects our commitment. At Blaylock Van, we look to achieve diversity across several vantage points including ownership, senior management, women and critically overall inclusion.

- Firm Ownership  
**89% African American-owned**

- Overall Inclusion  
**~69% diverse**

- People of Color  
**48% diverse**

- Senior Management  
**75% diverse (6 of 8)**

- Veterans  
**~2% diverse**

- Women  
**27% diverse**



**PJ Richardson**  
SVP Municipal Sales & Trading



**Daisy Etemesi**  
Vice President Strategic Advisory



**Firdowsa Omar**  
Analyst Strategic Advisory



**Oceane Payne**  
Assistant VP Financials & Operations



**Krishna Thakkar**  
Analyst Strategic Advisory

1. As of December 2023

# Our Talent

**The well being of our employees is the key to our firm's success.**

Our employees are our 'secret sauce!'. We prioritize our team's well-being and development in varied respects recognizing that when they thrive, our clients, families and communities thrive. A few examples.

- **We offer a flexible work schedule catering to individual needs and family arrangements.**
- **Our New York office building houses a Fitness Center and a soon to be opened recreational café that offers employees an opportunity to focus on mental and physical wellness and well being.**
- **We proudly reintegrate experienced professionals who have taken a career hiatus back into the workforce.**
- **We maintain a mentorship program within Investment Banking that pairs seasoned professionals with younger colleagues.**
- **We recruit from our community partnership organizations. Fela Adawusi joined us a few years back from an organization we support, San Francisco Achievers.**
- **We support our community partners as a team through events held throughout the year.**

We are thoughtful around our talent and look to continuously do more and innovate in 2024 to support their professional and personal goals.



**Fela Adewusi**  
Analyst  
Municipal Finance



**Priyanshu Deshraj (top right)** Associate, engaging with students for The Indiana Project.

# Our Products and Service

**Our range of products and services creates meaningful change for our clients and ultimately for our communities.**



## Corporate Strategic Advisory

Blaylock Van's team provides advisory services around treasury related and capital markets focused areas such as FX convertibility solutions in Africa, sustainability finance and bank regulatory capital insights.



## Investment Banking

Blaylock Van excels in managing both public and private market transactions. Our team is proficient in executing everything from a secondary equity capital raise to multi-billion dollar primary debt and equity transactions.



## Municipal Finance

Since 2009, Blaylock Van has established itself as a trusted advisor in public finance, offering a full range of banking, sales & trading, and underwriting services to states, local governments, and public entities nationwide. Our experienced team provides clients with insights on market trends, best practices, innovative financial structures, and the necessary tools to meet their financing needs.



## Money Market Funds

In collaboration with State Street Global Advisors, Blaylock Van launched its share class of two money market funds in 2021. These funds—State Street Institutional Treasury Plus Money Market Fund (BVYXX) and State Street Institutional U.S. Government Money Market Fund (BUYXX)—support the liquidity management needs of institutional clients, providing access to diverse global money market products with exceptional customer service.



## Sales & Trading

Our professionals trade a wide range of securities, including credit equity counters, corporate bonds, structured products, and municipal bonds providing liquidity and execution insights and services to our clients.

# Our Impact Through The Capital Markets

# MBE Growth and Prosperity

**MBE firms have seen a rapid growth in deal participation after a cultural shift within corporates through social impact events such as UN SDG Goals (2015), Gender Pay Gap Reporting (2017) in UK, and The Black Lives Matter (2020).**

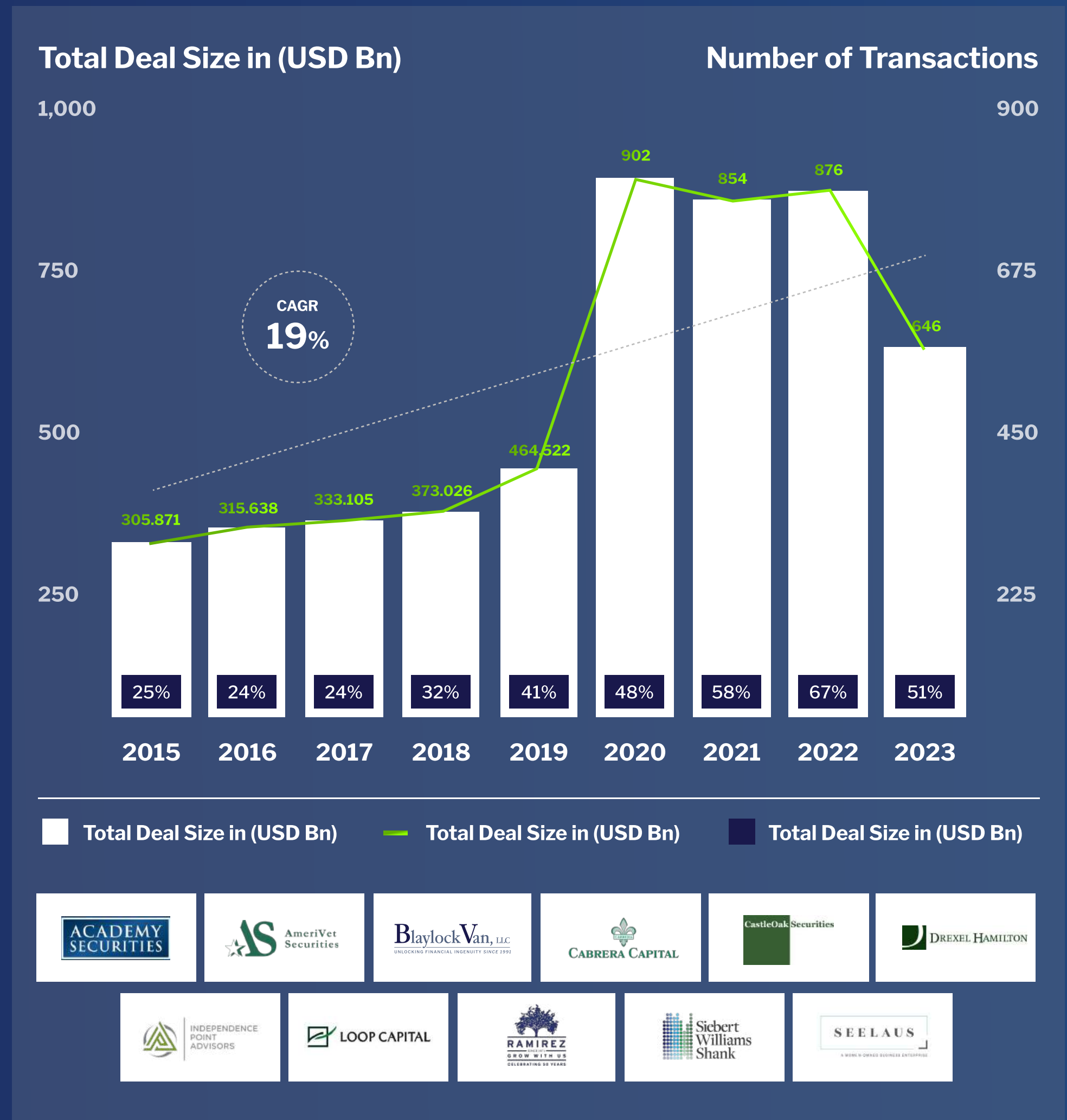
The share of transactions in the investment-grade debt capital markets has grown significantly, increasing from 25% of overall annual issuance in 2015 to nearly 67% of issuance in 2022. This growth was somewhat lower in 2023 due to slower financial institution issuance as the Fed raised rates.

MBE firms first appeared on the landscape 50 years ago and have evolved over time in the number of firms, scope of activities, and size. This evolution has occurred within a macro environment in the U.S. that has gradually but supportively embraced the space.

U.S. financial institutions and utilities were early and leading proponents of the MBE space, which has more recently expanded to other sectors such as technology, industrials, and consumer goods.

Minority Business Enterprises (MBEs) have become an integral part of the new issue capital markets. The inclusive demographic has been critical to their rise.

**The growing embracement of MBE firms in the capital markets has not only increased capital markets distribution efficiency and throughput but has acted as a conduit to many community organizations that MBE firms have supported (see 'Our Community' section for Blaylock Van's own partnerships).**



# Our Client Impact

At Blaylock Van, we have a proven track record of success. We have a net capital of over \$18.5mm, a figure that has quintupled in the last 10 years. In 2023 alone, Blaylock Van made several strides in growing and strengthening our franchise and impact.

As examples, Blaylock Van is the only diverse and inclusive (D&I) firm named as joint lead manager on **San Diego Gas & Electric Company's \$800mm First Mortgage Bond**, and one of the few D&I firms selected to underwrite two of the three largest deals of the year: **Amgen's \$24bn debt transaction (the 10th largest public corporate new issue debt transaction on record)** and **Intel's \$11bn debt transaction in February 2023**.

Such engagement mutually benefit the bank and the client as it enhances social responsibility and reputation, demonstrates a commitment to diversity and inclusion, while also creating an access to a broader investor base. These strategic partnerships strengthen community ties, contributing to both financial and social impact.

We underwrote over **64 debt capital market transactions, totaling over \$169bn in notional value.**

**\$169bn**

We expanded our coverage to over **450 institutional accounts in the United States, Europe, and Israel.**

**450** x 

Reached **+\$49bn AUM** and **+\$135bn AUM** in the Treasury Plus and US Government Money Market Fund Share Classes.

We served as co-manager for two of the largest equity market transactions of the year: **AerCap's \$2.4bn follow-on** and **Mobileye's \$1.6bn follow-on.**

**AERCAP**  **\$2bn**

**mobileye**  **\$1.6bn**

We printed and independently led a **\$130mn reverse inquiry transaction for New York Life** in October, after having served as co-manager on their \$800mm initial bond offering.

October 2023

**\$130 Million**

5.450% September 2026 Reopening

**Aaa/AA+/AAA**





# Our Municipal Market Impact

Serving municipal markets is a key aspect of our offering at Blaylock Van. In 2023, we expanded the reach of our Public Finance department even further by adding new bankers in Indianapolis and Atlanta. These bankers broaden our coverage in the Midwest and Southeast, underpinned with more than 20 years of combined public finance experience.

Blaylock Van provided underwriting services on **73 deals totalling \$48.011bn, a 40% increase** year-on-year in terms of par amount.

**40%**   
Year-on-year



The firm served as Joint-Lead Manager on the **New York City Municipal Water Finance Authority's Water and Sewer System Second General Resolution Revenue Bonds in September**. In this role, Blaylock Van was tasked with creating a plan of finance for the transaction and was heavily involved in pricing and financing discussions alongside the senior manager.

We provided underwriting services on the Bond Buyer's 2023 Deal of the Year: **\$1.7 billion in financing** by the Sales Tax Securitization Corporation of the City of Chicago. **The money addressed initiatives related to affordable housing, homelessness support services, environmental justice, and community development.**



**\$1.7bn**

We participated in the largest deal of the Texas Natural Gas Securitization Finance Corporation's Customer Rate Relief Bonds, **which totalled more than \$3.5bn in par amount.**



**\$3.5bn**

# Institutional Partnerships: Seaport Global<sup>1</sup>

**In June 2022, Seaport and Blaylock Van announced a strategic relationship focused on increasing Blaylock’s engagement with large U.S. based asset managers.**



**Eric V. Standifer**  
CEO and Co-Founder of Blaylock Van, LLC

“We are excited to enter into this partnership with Seaport Global. **Their outstanding global platform will enhance Blaylock Van’s commitment to service our clients and further our goal to establish and grow opportunities for minorities.** While the business growth prospects are strong, we are equally as excited that Seaport Global shares our focus on strengthening the minority community.”



**Michael J. Meyer**  
Head of Global Sales and Trading,  
Seaport Global Securities

“I have known and respected Ron Blaylock for over 30 years and I have come to know Eric Standifer, CEO of Blaylock Van, very well. **I believe that Blaylock Van offers the best fit for a partnership with Seaport Global based on their significant success and commitment to minority inclusion.** Seaport Global is committed to growing opportunities for minorities in the financial services industry and we see this as a tremendous platform to accomplish this goal.”



1. [Seaport Global & Blaylock Van form Strategic Partnership](#)

# Broad Sustainable Finance Execution Experience

Blaylock Van works with investors and select issuers as a Sustainability Advisor to formulate financing frameworks.

BV's responsibilities include but are not limited to:

Advising on the development of sustainable financing frameworks,

Provision of up-to-date market color and industry-specific best practices,



Evaluation of the efficiency and efficacy of KPIs on sustainable issues,

Advising on various methods to ensure efficacy of use of proceeds through working with non profits.

In the past 4 years, **BV has participated in 21 corporate (\$25.9B) and 94 municipal transactions (\$19.6B) Green, Social, and Sustainability Bond issuances.**

Our focus on providing advise and execution services to clients has helped facilitate their issuance objectives of helping source and distribute proceeds to activities such as **retrofitting renewable energy, providing affordable housing or mitigating the effects of climate change in their service area.**

## 2023 Corporate Green, Social and Sustainability Issuers

 <p><b>Pacific Gas and Electric Company</b></p> <p>Mar, 2023</p> <p><b>\$750,000,000</b></p> <p><b>6.7% 30YR</b></p> <p>PACIFIC GAS AND ELECTRIC COMPANY</p> <p><b>Co-Manager</b> Blaylock Van, LLC</p>	 <p><b>COMCAST</b></p> <p>Feb, 2023</p> <p><b>\$1,000,000,000</b></p> <p><b>4.65% 10YR</b></p> <p>COMCAST</p> <p><b>Co-Manager</b> Blaylock Van, LLC</p>	<p>Sustainability</p> <p>Green</p>
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## Municipal Green, Social and Sustainability Issuers 2023

 <p>Connecticut Housing Finance Authority</p>	 <p>Massachusetts Housing Finance Agency</p>
 <p>Sales Tax Securitization Corporation</p>	 <p>California Health Facilities Financing Authority</p>

# Sustainability Reporting: The Impact Disclosure Taskforce<sup>1</sup>

**Blaylock Van is the only MBE firm on a Taskforce drafting voluntary guidance for entity-level disclosure and mechanisms to facilitate impact reporting, analysis and financing<sup>1</sup>.**

- The Impact Disclosure Taskforce was established to promote **transparency and accountability** for corporates and sovereigns advancing towards the United Nations Sustainable Development Goals (SDGs), this initiative is especially vital for entities in jurisdictions with the **most significant development gaps**, as they often **lack the disclosures** necessary to access sustainable capital.
- The Taskforce has issued **voluntary guidance** leveraging existing resources to assist entities in:
  - **Establishing targets** for addressing local development challenges.
  - Facilitating the **monitoring and reporting of progress** towards these goals.
- The Taskforce released the voluntary Impact Disclosure Guidance in April 2024 for public consultation.

1. [Impact Disclosure Taskforce](#)



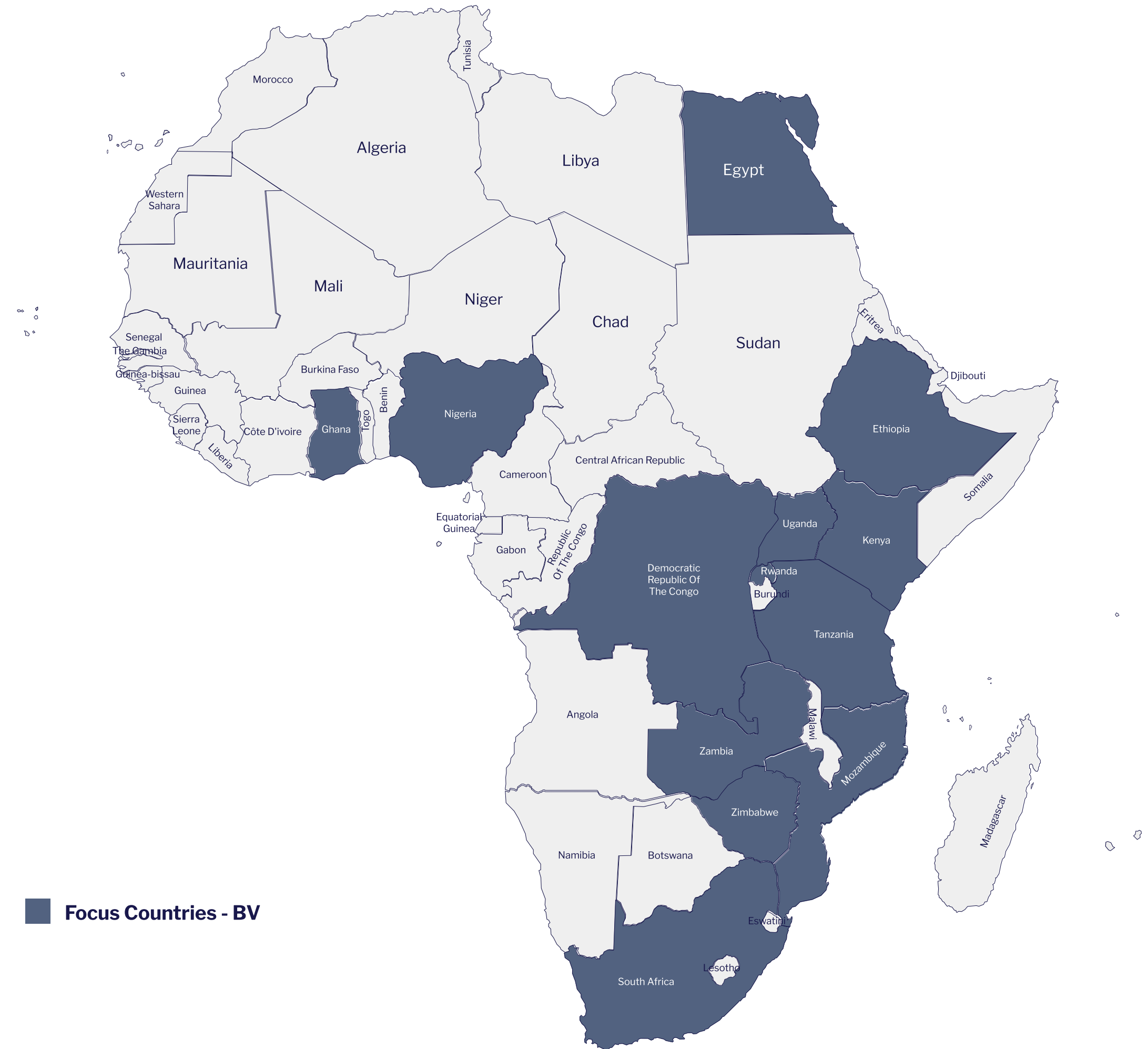
A panel at COP 28 to discuss how the work of the Impact Disclosure Taskforce can help direct more sustainable capital towards the UN SDGs.

# Driving Impact and Value Outside the U.S.

**Blaylock Van works with U.S. clients in Africa fostering positive impact on the communities we live and work in.**

Blaylock Van’s work beyond the U.S underscores our commitment to creating meaningful impact in the communities we serve. By establishing a team of professionals strategically located in New York, East Africa and Europe to provide treasury and strategic financing services, we provide much needed support to our U.S based clients seeking to operate efficiently within Africa.

This international presence allows us to drive inclusive growth, foster sustainable development and ensure clients succeed in diverse markets and often difficult markets. Our client’s success in so doing has a direct impact on the communities they serve across Africa.



# Impact Through Client Panels and Partnerships

**Blaylock Van's engagement in gender lens investing initiatives in Kenya underscores our mission to empowering communities by fostering women-owned businesses through impactful partnerships.**

Blaylock Van's commitment to creating impact is exemplified through our active participation in panels and strategic partnerships.

Notably, Daisy Etemesi, Vice President – Corporate Strategic Advisory – participated in a Plan International panel discussion on the role of concessional capital in gender lens investing in Kenya<sup>1</sup>.

Daisy's insights and comments highlighted our dedication in fostering economic empowerment and gender equity, aligning with our mission to drive sustainable development and positive impact in the communities we live and work in.



Plan International was joined by prominent panelists: Grace Mwai (Deputy Chief of Party at USAID Kenya Investment Mechanism), Patricia Jumi (Director at Growth Africa) and Daisy Etemesi (Vice President at Blaylock Van).

1. [Plan International: The Role of Concessional Capital in Gender Lens Investing in Kenya](#)

# Impact Through Client Panels and Partnerships

**Our commitment to our clients and community extends to helping global NGO Treasurers assess emerging global risk hotspots.**

Blaylock Van's commitment to creating impact extends to 'The Treasurers Roundtable'; an annual forum of leading NGO Treasurers to discuss ongoing and emerging global financial risks and opportunities.

Nyagaka Onger, Head of Investment Banking at Blaylock Van, led a panel discussion entitled 'What to Worry About in 2023'. The panel focused on Africa specific risk helping Treasurers generate awareness and insight on emerging trends.

Nyagaka spoke specifically to "...the value bankers can provide in assisting these organizations, not just in problem identification, but in generating solutions".

1. [Plan International: The Role of Concessional Capital in Gender Lens Investing in Kenya](#)



"What to Worry About in 2023" panel session was joined by participants: Nyagaka Onger – Head of Investment Banking, Blaylock Van (Moderator), Sebastian Ashong-Katai, Group Head Financial Institutions & International organizations– Ecobank, Godfrey Mwanza – Africa Research Head - Standard Bank

# Impact Through Client Panels and Partnerships

**Our commitment extends to being a vocal voice in providing solutions to issues that affect broader society; in this instance the intersection of health and climate change.**

In September 2023, Blaylock Van participated in a Digital Health Climate Consultation convened by The Global Fund<sup>1</sup> in Nairobi, Kenya, entitled "The Role of Digital Health in Mitigating and Addressing the Impact of Climate Change on Health and Health Systems in Low-Income and Middle-Income Economies".

The consultation brought together distinguished stakeholders from the fields of health, digital health, technology, finance, government, and civil society. The discussion was centered on the increasing number of shocks to health systems as a result of climate change, the need for more climate resilient health systems, the major gaps in sustainable financing for climate resilience in health and the need for a multisectoral lens in identifying opportunities to reach economies of scale that are needed to tackle the scale of the challenge.

Kellie Ruto, Associate, Corporate Strategic Advisory at Blaylock Van noted, "Climate change threatens the essential ingredients of good health – clean air, safe drinking water, nutritious food supply and safe shelter – and has the potential to undermine decades of progress in global health, with direct damage costs to health estimated to be between US\$ 2–4 billion per year by 2030".



The Global Fund is a worldwide partnership to defeat HIV, TB and malaria and ensure a healthier, safer, more equitable future for all. Over the more than 20 years that followed, the Global Fund partnership has invested more than US\$60 billion, saving 59 million lives and reducing the combined death rate from the three diseases by more than half in the countries where we invest.



# Impact Through Client Panels and Partnerships

**Blaylock Van commitment to health and climate change is manifested in working with the The Global Fund to bring together NGOs, Government and private practitioners in Kigali, Rwanda to deliver actionable steps.**

Following through consultations in Nairobi, Kenya, in October 2023, Blaylock Van worked with The Global Fund on structuring a action oriented workshop on the “The Role of Digital Health in Accelerating Access to care in Low- and Middle-Income Countries” in Kigali, Rwanda.

The workshop brought together representatives from Ministries of Health, private sector partners, technical agencies, the HealthTech Hub Africa, and other investors in digital health, to explore what it means and how to digitize health systems.

The workshop underscored that targeted digital health strategies, highlighting the value of sharing concrete examples and outcomes from country experiences, emphasizing the successes, learnings, and challenges faced. Kellie Ruto, Associate, Corporate Strategic Advisory at Blaylock Van noted “Discussions on sustainable funding, scalability, and interoperability provided valuable insights into the complexities of digital health expansion and the essential role of strategic partnerships across sectors”.







# Our Impact Through Community Partnerships

# Community Reinvestment

**Blaylock Van’s work with our long standing partners has resulted in significant enduring impact.**

Blaylock Van remains committed to driving meaningful change and positive impact in the communities that we work and live in. The firm contributes 7%-10% of our net income annually to support various social programs and initiatives that we have identified as core in advancing our mission of building communities. Highlighted below is the impact achieved through our partners:

	<p><b>2600+</b> Schools built in developing countries</p>	<p><b>341k+</b> Students attending in built schools</p>	<p><b>2.5m</b> in Service Hours by US Students</p>
	<p><b>\$81mm</b> in financial support to cancer patients</p>	<p><b>52,346</b> hours of support provided to those affected by cancer</p>	<p><b>46,000+</b> individuals participated in workshops</p>
<p><i>The</i> <b>Indiana Project</b></p>	<p><b>19</b> students from Indiana colleges and universities participated, with a notable success rate of SIE exam passage.</p>	<p><b>5</b> seniors secured positions at well recognized institutions</p>	
	<p><b>\$15mm</b> raised by Blaylock Van to support frontline community health workers in <b>10 African countries.</b></p>		
	<p><b>600+</b> scholarships to students from minority groups</p>	<p><b>800</b> Students beneficiaries since 2003</p>	<p><b>6</b> Students have participated in Blaylock Van and Gilead Sciences Programs</p>



**buildOn**

- **Blaylock Van, along with our partners Citibank, GE, and Bank of America, is proud to be a National Sponsor of the program.**
- **Additionally, Eric Standifer, Blaylock Van’s CEO, is a member of the Board of Directors at buildOn.**
- buildOn is an international nonprofit organization focused on breaking the cycle of poverty, illiteracy, and low expectations through service and education.
- Across the U.S., buildOn empowers youth to transform their neighborhoods through community service. Through buildOn’s Service-Learning Programs, students in some of America’s most under-resourced high schools are taking action on the most pressing issues in their communities, including Boston; Bridgeport, CT; Chicago; Detroit; the Bronx, NY; and Oakland.
- Across the globe, buildOn partners with rural communities to construct schools and provide access to education to disadvantaged communities in eight of the world’s least developed and middle-income countries. These include Burkina Faso, Guatemala, Haiti, Malawi, Mali, Nepal, Nicaragua, and Senegal.

**Global Impact:**  **2609** Schools build  **341k** Students attending

**U.S. Impact:**  **2.5m** Services hours  **8,682** Active students  **98%** of students graduate



Blaylock Van CEO, Eric Standifer and Tarrell Gamble, Senior Vice President, Investment Banking at the 2023 buildOn Gala



**San Francisco Achievers**

- The mission of San Francisco Achievers is to support African-American young men in San Francisco Unified School District to lead and thrive in higher education and beyond by closing the opportunity gap.
- This is done through college scholarships, leadership training, and mentoring. Students benefit from a community of support that starts with staff and extends to volunteers, businesses, and nonprofits throughout the Bay Area.
- **Blaylock Van and Gilead Sciences have partnered to create a two-year college internship program in finance for students from San Francisco Achievers.** Students in the program spend two summer internships working for both firms to gain an understanding of corporate finance topics and careers. The aim of the program is to promote diversity and advance racial equity in the finance industry.
- **Blaylock Van trains students in investment banking, sales and trading, and municipal finance** while Gilead trains students in corporate finance, foreign exchange, cash management, and treasury.
- **Additionally, Blaylock Van’s Senior Vice President, Tarrell Gamble, is a founding board member of the San Francisco Achievers.**

Overall U.S. Impact:



**600+**  
Scholarships to students from minority groups



**800**  
Students beneficiaries since 2003



**6**  
Students have participated in Blaylock Van and Gilead Sciences Programs





**CancerCare - The Seynabou Ba Fund**

- CancerCare is a leading national organization that provides free emotional and practical support to people affected by cancer.
- CancerCare programs include counseling, education, financial assistance and practical help. All programs are provided by trained oncology social workers.
- **Blaylock Van actively supports the CancerCare initiative, contributing \$50,000 since 2021 to the trust fund. This demonstrates our commitment to addressing health-related challenges that can impact social mobility.**
- The Seynabou Ba Fund is a trust fund in the name and memory of our longtime Senior Vice President of Capital Markets, but more importantly, a trusted friend and incredible colleague, Seyna Ba.

**Impact Achieved To Date**

**52,346**  
Hour of support has been provided through the helpline

**46,783**  
People participated in connect education workshops

**\$81mm**  
Financial assistance provided to help with cancer treatment-related costs



Blaylock Van CEO, Eric Standifer and Louis De Caro, Head of Investment Banking at a Cancer Care event with Mrs Ba, Seynabou Ba's mother



# The Indiana Project

- **The Indiana Project launched in 2022 aims to provide minority college students interested in financial services with an opportunity to gain knowledge of the securities industry.**
- Through this program, students are introduced to the finance industry and supported in pursuing and passing the Securities Industry Essentials (SIE) Exam, a prerequisite for other FINRA qualification exams.
- **Founded by David Girton, a Blaylock Van banker. In addition to David's commitment, the project also benefits from the mentorship of several Blaylock Van employees.**
- The Project's most recent cohort has expanded its geographical reach to include students in North Carolina and New York State.

## Impact Achieved To Date



**19**

In the inaugural cohort, 19 students from Indiana colleges and universities participated, with a notable success rate of SIE exam passage.



**5**

Five seniors secured positions at well recognized institutions including JP Morgan, PNC, Schwab, BMO, Cummins, and an internship at Goldman Sachs. ([External Link](#))

## AREAS OF FOCUS

**01.**  
Industry Transformation



**02.**  
Financial Literacy and Wealth Building among African-Americans



**03.**  
Economic Empowerment



# Community/Client Partner: The Global Fund

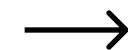
## The Global Fund

- Blaylock Van maintains a relationship with The Global Fund; an international financing and partnership organization that aims to attract, leverage and invest additional resources to end the epidemics of HIV/AIDS, Tuberculosis and malaria and ensure a healthier, safer, more equitable future for all.
- The Global Fund raises and invests more than US\$5 billion a year to fight the deadliest infectious diseases, challenge the injustice that fuels them, and strengthen health systems and pandemic preparedness in more than 100 of the hardest hit countries. The Global Fund partnership has saved more than 59 million lives.
- **Blaylock Van advised in raising \$15mm from an anchor investor to the Africa Frontline Catalytic Fund managed by The Global Fund. The fund aimed at providing financing to accelerate and scale up frontline Community Health Workers (CHWs) in up to 10 African countries.**

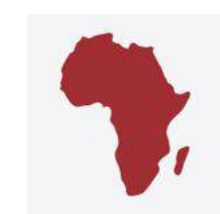
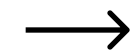
### The Global Fund Community Health Workers Fund<sup>1</sup>



The Global Fund embarked on its 7th replenishment round in 2022 and raised over \$15.7bn to combat the prevalence of HIV, TB and Malaria.



The Global Fund received millions of dollars in pledges to anchor investment in a new fund to accelerate the availability of community health workers.



Every dollar raised to support the professionalization of community health workers in Africa, the backbone of last-mile health care.

1. [The Global Fund 7th Replenishment Funding Announcement](#)



# Empowering our community: Supplier Diversity

**Blaylock Van is committed to supporting the community by partnering with minority-owned businesses. We demonstrate our commitment to diversity and inclusion by partnering with diverse suppliers.**

## We collaborate with:



A New York-based, women-led independent insurance agency that handles all our insurance needs.



A US-based accounting firm with a strong focus on supporting minority-owned businesses. Blaylock Van engages the firm on matters relating to accounting.



A London based, woman owned and led, content marketing agency specializing in tech and fintech sectors. Blaylock Van engages with CopyHouse on content creating, marketing and consulting strategies.



A firm that believes in the transformative power of diversity, equity, and inclusion (DE&I) to create vibrant, thriving communities and businesses. The company has been at the forefront of DE&I consulting, helping organizations and companies build inclusive programs, enhance multicultural marketing, and develop comprehensive PR and branding strategies. Blaylock Van engaged ThinkZilla in 2023 to develop and manage the firm's digital marketing strategies.

These partnerships not only support diverse communities but also foster economic inclusion.

# Leadership in Action: Participation in NGO Boards

## **Blaylock Van's ownership and management is committed to facilitating change through NGO board participation**

Blaylock Van employees are encouraged and supported in their personal commitments to various community initiatives. On average, Blaylock Van founders, management, and employees spend approximately **60-70 hours annually**, on their work in the community.

### Founders:



#### **Eric V. Standifer**

Blaylock Van Co-Founder and President

Member of the National Board of Directors at [buildOn](#), a movement geared to break the cycle of poverty, illiteracy and low expectations through service and education through afterschool programs in United States high schools and by building schools in developing countries.



#### **Ron Blaylock**

Blaylock Van Co-Founder

Member of the Board of Trustees of [Carnegie Hall](#), a historic concert venue promoting music education and performance;

Member of the Board of Overseers of New York University Stern School of Business; Board Member of the [Mental Health Coalition](#), **an organization working to end the stigma surrounding mental health and improve access to care.**

## Management:



### Jervis Hough

Chief Operating Officer & Chief Compliance Officer

Member of the Board of National African American Insurance Association (“NAAIA”) Foundation, an organization that aims to increase diversity within the insurance industry and supports professional development for African Americans

Member of FINRA’s Industry Diversity Advisory Committee (IDAC) which provides guidance to FINRA and its members on enhancing diversity, equity, and inclusion (DEI) across the financial services



### Leonard Jones

Head of Public Finance

Member and Secretary of the Board of the Municipal Analysts Group of New York (“MAGNY”), an organization focused on enhancing the quality of municipal credit analysis through education and professional development.



### Nyagaka Ongeru

Executive Director, Head of Investment Banking

Board Member and Chair, Finance & Investment Committee of Education Development Center (“EDC”), an organization that designs and implements programs to improve education, promote health, and expand economic opportunity globally. (Massachusetts);

Nyagaka is also a Board Member and Vice Chair, Amref USA which works to improve health in Africa through innovative, sustainable solutions and has reached millions with healthcare services.

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# Our Impact Through Engagements

# 2023 Events

## Rainbow PUSH and the Wall Street Project Economic Summit

As a long-term sponsor of Rainbow PUSH and its Wall Street Project Economic Summit, which is held annually in New York City, we actively contribute to efforts that increase business and employment opportunities for African Americans, women, and people of color.

### **That is the goal of the Wall Street Project:**

1. Provide more business opportunities for minority and women-owned companies on Wall Street and throughout the financial services industry
2. Improve hiring, promotion and retention practices
3. Name more minorities to corporate boards
4. Allocate more capital to minority companies
5. Promote intra-trade relationships among diverse businesses
6. Increase funding for educational scholarships, and voter registration education
7. Increase financial literacy in minority and/or underserved communities through the work of the One Thousand Churches Connected program

### 2023 Sponsors



# 2023 BuildOn Gala New York City

We take pride in endorsing this organization as they strive to disrupt the cycle of poverty and illiteracy.



# Financial Service Industry Opportunities

**Sponsored by Blaylock Van**, The Millionaire Mastermind Academy successfully hosted an Economic Empowerment event on July 17th, 2023. This session specifically targeted female professionals and business owners, focusing on opportunities within the financial services industry.

Attendees explored empowering strategies and gained valuable insights from BV's impactful contributions to the sector.

This event served as an invaluable platform for career enhancement and networking among industry peers, underscoring our commitment to uplifting minority women in business.



# Acknowledgements

We extend our deepest gratitude to our employees, whose dedication and hard work drive our mission forward every day.

We also acknowledge the invaluable support of our clients, organizations, and institutions that partner with us. Your trust and collaboration enable us to achieve new milestones and make significant strides.

To our community partners, and non-profit organizations, thank you for your shared vision and tireless efforts in creating opportunities and uplifting underrepresented communities. Together, we are building a more equitable and sustainable future.

As we look ahead, we remain committed to our mission and are excited about the possibilities that lie ahead. Thank you for your continued support and partnership.

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