



## **Beneficial State Bank & Foundation Summer 2017 Fellowship Program** *Community Engagement – East Los Angeles*

*Love big ideas and have a passion for changing the world? Interested in how money can be used for good?  
Join us this summer! Together, we can build something beautiful & change the banking industry for good.*

### **Program Summary**

Dates:	Monday, June 19 to August 17, 2017 (9 weeks) *the first week will be in Oakland
Work Hours:	9:30 - 5 pm (Monday - Thursday)
Host:	Beneficial State Bank
Location:	East Los Angeles, California
Focus Area:	Community Engagement – Small Business
Compensation:	Competitive Stipend

### **About Beneficial State Bank and Foundation**

Our vision is of a banking industry that is fair to the person with the least bargaining power; provides access to financial services for all our communities, particularly the traditionally underserved; results in the long-term prosperity of responsible consumers; promotes financial system stability; and contributes to the sustainability of the environmental commons. We call this vision *Beneficial Banking*.

With offices in California, Washington and Oregon, Beneficial State Foundation is a 501(c)(3) nonprofit that aspires to build and advance a beneficial banking model that transforms the banking industry. In partnership with our communities and allies, we accelerate the transformation by attracting human, financial, intellectual and capital resources to the “beneficial banking” movement.

The Foundation owns the economic interests of Beneficial State Bank, an FDIC-insured Community Development Financial Institution (CDFI)<sup>1</sup> founded with a triple bottom-line focus on social justice, environmental resilience and economic sustainability. The Bank is a state chartered, federally regulated, for profit banking organization that offers fair and transparent banking services. Areas of focus for lending and deposit relationships include: renewable energy, operating businesses, non profits, and multifamily housing. Beneficial State Bank has been a certified B Corporation<sup>2</sup> since 2013, and has been honored as “Best for the World,” a designation reserved for the top 10% of all B Corps based on environmental, community and worker impact.

To build a pipeline for the next generation of “Beneficial Banking” leaders and ambassadors, Beneficial State is proud to offer a summer fellowship program which provides valuable work and learning experience to high-caliber students. The program is administered by the Foundation and fellows are hosted at the bank or foundation.

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<sup>1</sup> “CDFI” is a US Treasury Designation certifying that the bank has a primary mission of community development and provides credit and financial services to underserved markets and populations.

<sup>2</sup> B Corporations must create a material positive impact on society, and consider how their decisions affect their employees, community, and the environment. More information at <http://www.bcorporation.net/>

For additional information on the bank and our impact, please visit [beneficialstate.com](http://beneficialstate.com) and [www.beneficialstate.org/impact/](http://www.beneficialstate.org/impact/).

### **Position Overview**

Exceptional undergraduate students have a fantastic opportunity to apply their skills and experience to a dynamic, innovative organization that is pioneering “beneficial banking.” At the same time, summer fellows will gain exposure to community and socially-responsible banking through a series of workshops led by experts in the fields of community banking, investing, and finance. Summer projects are challenging and designed to contribute to the fellow’s career development. Former interns have both joined the Beneficial State team after graduation and leveraged their experience into careers in financial services and a variety of mission-aligned industries.

### **Project Overview**

Our clients and the communities we serve are at the very heart of our business and movement-building work. Beneficial State Bank is proud to have many small businesses in our banking family as depositors or borrowers. We are looking for a fellow who supports our “beneficial banking” philosophy and is deeply invested in supporting the work of our community. The fellow’s deliverables center around three core areas: community engagement research and strategy, market analysis of Latino-owned small businesses and supporting the bank’s outreach initiatives for the East Los Angeles market.

### **Primary Job Duties and Responsibilities**

- In collaboration with bank and foundation staff, conduct research on the Los Angeles market, specifically the East Los Angeles community, and provide recommendations and strategy on how Beneficial State can best serve this community
- Conduct market analysis of small businesses, specifically Latino-owned small businesses, to identify solutions on how Beneficial State can help support their endeavors
- Support marketing and outreach efforts

### **Qualifications, Skills and Abilities**

- Exceptional undergraduate (junior or senior preferred) studying business, economics, economic development, communications, or a related discipline
- Conversational Spanish speaking skills (at a very minimum is required)
- Knowledge of the LA market and small business community (specifically East Los Angeles) a plus
- Interest in socially responsible businesses and community banking
- Strong communication, diplomacy, networking and people skills; passionate about meeting and connecting people toward a greater purpose
- A strategic thinker with a natural ability to “connect the dots” and see the bigger picture to identify general themes and trends
- Great writing skills with keen awareness of target audience
- Capacity to take initiative, consult, share information and ask questions within the Bank and Foundation and with other organizations as needed; entrepreneurial spirit
- Comfort working in a culturally diverse setting with employees ranging from front line staff to executives
- Highly self-motivated with a drive to produce quality work in a fast-paced environment, as part of a team or independently
- Solid computer skills, including Microsoft Word, Excel, Outlook, and PowerPoint required
- Curiosity about, interest in, or passion for community development, banking and people
- Naturally curious with a zest for learning
- Has a true “customer service” attitude
- Humble and enjoys supporting and celebrating the success of colleagues
- Great sense of humor a plus

## How to Apply

**To apply for this fellowship position, please prepare a thoughtful cover letter, submit your resume and complete the full application at [bit.ly/2017beneficialstateapplication](http://bit.ly/2017beneficialstateapplication).** Applications will be considered on a rolling basis until filled. Please apply as soon as possible to ensure full consideration.

Please note: this position does not offer health benefits.

To learn more about the internship program or to view additional internship positions, visit <http://bit.ly/BeneficialStateFellowshipProgram>

Please direct questions to Maritessa Bravo Ares, Fellowship Program Manager at [mares@beneficialstate.org](mailto:mares@beneficialstate.org).