



LUCY ARELLANO BAGLIERI

LUZ IMPACT STRATEGIES LLC
COMMUNITY & ECONOMIC DEVELOPMENT

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KEY EXPERTISE

- C-suite leadership
- Board relations
- Anti-racism & DEIB
- People management
- Leadership development
- Financial sustainability
- Fundraising
- Strategic planning
- Strategic partnerships
- Communications
- Policy & advocacy
- Programs
- Lending
- Affordable housing
- Education

EXPERIENCE

Luz Impact Strategies

2020- present

Founder & Chief Executive Officer

National, based in Sacramento, CA

Luz Impact Strategies is a woman of color-owned consulting firm whose mission is to build capacity, increase access to capital, improve outcomes, and accumulate power for people and communities-of-color.

- Serve non-profit, public, and private partners in the areas of: Community Development Financial Institution (CDFI) finance, Community & economic development direct service programming, Affordable housing and mixed-use real estate development, place-based and national impact
- Executive and board strategy
- Traditional strategic and business planning
- Technical assistance & capacity building
- Fundraising & capitalization
- Programs strategy & outcomes frameworks
- Racial-equity strategy & operationalization
- One-on-one Leadership Advisory
- Strategic Group Facilitation

Low Income Investment Fund (LIIF)

2020- 2024

Chief Strategy Officer & Executive Vice President

National, based In San Francisco, CA

A community development financial institution (CDFI) with \$3 billion in assets under management, focused on growing communities of opportunity, equity, and wellbeing.

- Enterprise-level responsibility for organizational success; impact, financial sustainability, and risk management. Key partnership with board of directors
- Chief strategist, linking deep LMI and POC community and practitioner perspective to increase access to and power within financial and political systems
- Leadership of the development, oversight, and renewal of organization's strategic plan. Key internal and external face of strategic initiatives
- Chief architect and executive lead on organization's inaugural anti-racism commitment and DEI action plan
- Leadership of external affairs, including equity centered strategic partnerships, setting policy agenda and deployment of advocacy resources, and optimization of communications portfolio
- Created inaugural learning and evaluation frameworks to pivot organization from outputs to outcomes and inform strategic decision-making
- Revamped and lead organization's fundraising strategy; producing more resilient diversification of revenue, new funders and investors, 3x support increase, stronger Board emphasis, and major capital campaigns

Mission Economic Development Agency (MEDA)

2015-2020

Chief Strategy Officer

National, based in San Francisco, CA

Rooted in San Francisco's Mission District, MEDA is advancing a national equity movement by building Latino prosperity, community ownership and civic power.

- Key executive responsible for impact, growth, and financial sustainability
- Led organizational expansion from place-based to national reach and influence
- Created capacity building consulting arm, resulting in 10x fundraising increase
- Revamped organizational theory of change, driving strategic plan priorities
- Oversaw formalization of CDFI certification for lending
- Programs design and management; financial capability, business development, housing, and workforce.
- Leveraged 501c4 and other policy resources to increase investment
- Led design of inaugural DEI action plan and professional development program

Rubicon Programs

2013-2015

*Center Director**Richmond, CA*

- Led strategic planning, operations, personnel management, program design, partnerships, fundraising, communications, advocacy and impact evaluation for Financial Opportunity Center serving community members returning from incarceration and/or experiencing homelessness.

Other community programs and research

2005-2013

California and Pacific Northwest

- Safety net direct services, community engagement

BOARD SERVICE

Upon request**EDUCATION & LANGUAGES**

Bachelor's degree in Law, Societies & Justice*University of Washington, Seattle***Spanish** - native fluency**French** - learned proficiency