

# CAVU Securities

## 2023 ANNUAL IMPACT REPORT

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We're Working Together to Make a Difference.

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CAVU-  
Where  
Business  
Meets Impact.

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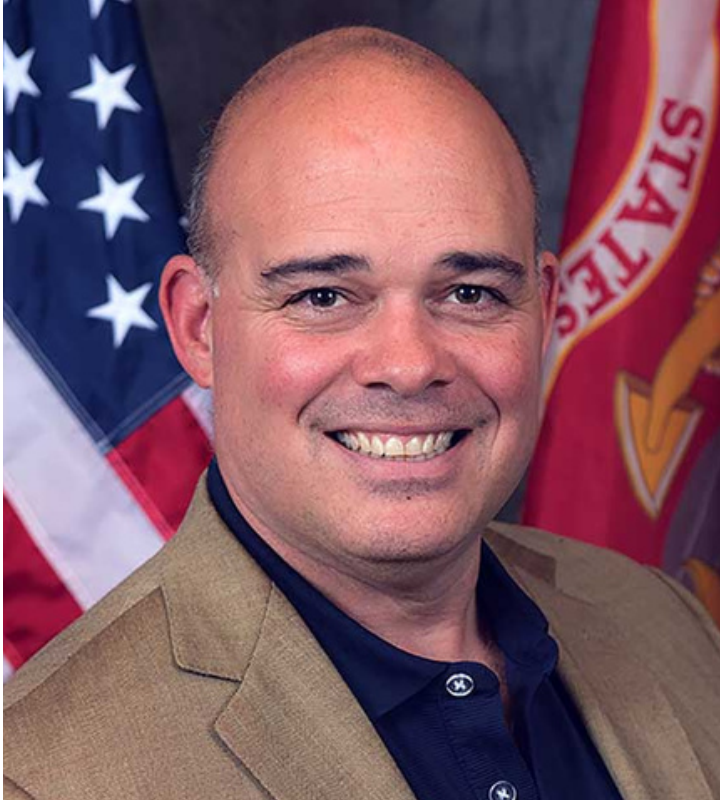
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# A LETTER FROM THE CEO



In 2023, CAVU created a strong footing at the intersection of effective business and critical social impact- and our clients are at the core of this. CAVU has always understood the need for key decision-makers to fulfill fiduciary responsibilities within treasury and corporate finance groups- without having to part ways with a collective desire to improve what needs improving.

We amped up support for veteran and underrepresented communities this past year. Our team grew and got more involved, surpassing firm impact goals before we reached Q4.

Most importantly, by choosing to work with CAVU Securities, our clients have helped us reach historical donations via our 10% gross Impact Pledge to organizations serving our nation's heroes and to those striving to create equitable access and opportunities for underserved groups. Thank you for another great year, we look forward to making an impact with you in 2024.

GREG PARSONS  
FOUNDER & CEO | CAVU SECURITIES, LLC

U.S. Marine Corps Veteran

# CAVU 2023 IMPACT SNAPSHOT

## OUR MISSION

CAVU Securities LLC is a certified minority and veteran-owned and operated institutional broker-dealer. CAVU's focus is to provide our partners with the ability to access best-in-class products and services within the construct of DEI support and participation.

## 10% GROSS IMPACT PLEDGE

As a part of our social impact objectives, we commit financial support to nonprofit partners serving veterans and underrepresented communities via our Impact Pledge- which is 10% of gross revenue from capital markets deal fees and the CAVU money market fund share classes.

## OUR COMMITMENT

CAVU's commitment and approach to impact combines both financial support of partner non-profit organizations and "sweat equity" with substantive employee involvement in the community.



65%

Diverse representation of multiple underrepresented groups and veterans among CAVU employees



\$847k

Donations generated from CAVU's 10% Gross Impact pledges and commitments in 2023

342

Hours CAVU team committed to hands-on volunteering with nonprofit partners & organizations in 2023



2023  
IMPACT RECIPIENTS

Pictured: CAVU Capital Markets Commitment pledge recipient, Soldiers' Angels, has fed over 340,000 low-income veterans, active duty members, and their families through their hunger relief program.

# CAPITAL MARKETS COMMITMENT 2023 SNAPSHOT

The CAVU Capital Markets business line donates 10% of gross transaction deal fees to our nonprofit partners via the Capital Markets Commitment pledge. The 2023 recipients include the Marine Corps Scholarship Foundation (MCSF), Stay in Step, Soldiers' Angels, The True North Foundation, and Merging Vets & Players,



**\$256,000**

2023 Capital Markets  
Commitment Donations

MCSF

Stay in Step

Soldiers' Angels

True North Foundation

Merging Vets & Players

Soldiers' Angels (SA), one of our Capital Markets Commitment pledge recipients, has fed over 340,000 veterans, active duty military, and their families since 2015. CAVU continues to partner with organizations such as SA, who are fully committed to serving those who have served us.

In 2023, we have donated \$256,000 to our nonprofit partners via our 10% gross pledge- a 220% increase from the previous year.



Every year, Cash Solutions' impact recipient, Boys & Girls Club of America (BGCA), provides safe places for 3.6 million children and teens to learn, grow, and gain valuable life experience.

For more than 100 years, BGCA has provided hope and opportunity to young people, especially those who come from underrepresented communities.



Pictured: 14-year old BGCA member, Langston, realized his dream as a entrepreneur and designer through one of BGCA's Industry Clubs in 2023.



# CAVU IMPACT PLEDGE 2023 SNAPSHOT

The CAVU Impact Pledge originated with our Cash Solutions product line in 2021 to create a solid and continuous tie to our business transactions and impact goals.

We commit 10% of gross revenues from the CAVU Money Market Fund Share Class to our nonprofit partners. Our 2023 Impact Recipients are Boys & Girls Club of America, Dog Tag Inc, and Girls Who Code.

## BECAUSE OF OUR CASH SOLUTIONS CLIENTS...

Due to the continued growth of the CAVU diversity share class and our clients' commitment to meaningful impact, donations to our pledge recipients grew from \$249,544 last year to \$565,629 in 2023- representing a 127% increase.

CAVU share class investors achieved the goal of "doing well by doing good" by investing in these share classes and earning a competitive yield while also positively impacting our veteran and underserved communities.



PHOTO COURTESY: BGCA

'23 Gross Revenue (Share Classes):  
\$5,656,290

**Total Donations:**  
\$565,629

Boys & Girls Club  
\$188,543

Dog Tag  
\$188,543

Girls Who Code  
\$188,543

CAVU expands its impact and giving through strategic partnerships and discretionary donations to organizations living into our philanthropic pillars and mission.

## TEAM, CULTURE, & PARTNERSHIPS

Pictured: Merging Vets and Players, one of CAVU's impact recipients, is a nonprofit organization that "empowers combat veterans and former professional athletes by connecting them after the uniform comes off."



## “HEROES ON THE HUDSON”

CAVU's Advisory group teamed up with Morgan Stanley to sponsor the 1st Annual *Heroes on The Hudson* event in honor of Veterans Day and to raise awareness and donations for one of our impact recipients, Merging Vets and Players, a nonprofit organization that “empowers combat veterans and former professional athletes by connecting them after the uniform comes off.”



## AMVETS WHEELCHAIR BUILDING EVENT

CAVU, along with our client Bristol Myers Squibb, were fortunate to sponsor a wheelchair-building event for veteran members of AMVETS at this year's AFP Annual Conference held in San Diego. Joining us were seventy-five amazing practitioners that made this event special and memorable and most of all, impactful for members of our veteran community.



## A VALUES-DRIVEN TEAM

CAVU is a team of diverse professionals, industry leaders, and U.S. military veterans who care about making the type of impact that moves the needle in the community.





NEW

## OUR NEW 2024 PARTNER: VOLUNTEERS OF AMERICA

CAVU's relationship with Volunteers of America (VOA) has been built on a symbiotic mission to improve the quality of living for men and women who've served our country through military service.

We are honored to announce that CAVU has adopted two VOA-operated Veteran residences, and we will work with VOA leadership to provide targeted support to residents and their needs. We welcome the VOA team as 2024 impact recipients and look forward to our continued partnership.



"Cavu Securities is a true hero, supporting the critical work we do for individuals in need, and especially our veterans. In 2023, they adopted both of our veterans' residences, honoring them on Veterans Day, providing warmth and meals for Thanksgiving, and gifting our clients with new, warm coats to brave the winter season. Their commitment goes beyond corporate partnership; they are family. We are grateful for their enduring support and boundless kindness, which leaves a lasting impact on our clients' lives."

- Erica Antoine, *Assistant Vice President, Corporate Engagement & Special Events, Volunteers of America-Greater New York*

For questions regarding this report, please contact:

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