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CDFI Collaborations: Keys to Success

■ February 18, 2016

Research Question: What Makes CDFI Collaborations Successful?

- Background reading on collaborations
- Interviewed collaboration experts
- Developed a list of known CDFI Collaborations
- Selected and interviewed 12 collaborations representing different purposes and stages, as well as CDFIs from different sectors, institution types, sizes, ownership, and geographies

Why Do CDFIs Collaborate?

- Capacity Building
- Place-based Initiatives
- Sector-focused Initiatives
- Technology

3

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Key Findings: 5 Success Factors

- Business Opportunities and Mutually Beneficial Goals
- Leadership from Within
- Roles and Responsibilities
- Performance Metrics
- Trust

Also: Funding Sources and Organizational Structure

4

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Three-Year Strategy to Promote More Collaboration among CDFIs

- Raise awareness
- Strengthen existing collaborations
- Encourage new collaborations
- Promote additional funding
- Conduct more research

5

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