

CDFI Fund Capacity Building Initiative

Expanding CDFI Coverage in Underserved Areas

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Presenters



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Webinar Agenda

- CDFI Fund Capacity Building Initiative
- Overview of *Expanding CDFI Coverage in Underserved Areas*
- Training Workshops
 - Target Audiences
 - Dates and Locations
 - Course Content
- Technical Assistance
- Virtual Resource Bank
- How to Apply



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CDFI Fund Capacity Building Initiative

- The Capacity Building Initiative will greatly expand technical assistance and training opportunities for Community Development Financial Institutions (CDFIs) nationwide and significantly boost the ability of CDFIs to deliver financial products and services to underserved communities.
- Industry-wide training will target key issues currently affecting CDFIs and the communities they serve.



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CDFI Fund Capacity Building Initiative

Current Initiatives

- Building Native CDFIs' Sustainability and Impact
- **Expanding CDFI Coverage in Underserved Areas**
- Financing Community Health Centers
- The Leadership Journey II: Continuing Native CDFI Growth and Excellence series

Previous Initiatives

- CDFI Capitalization
- Financing Healthy Food Options
- Foreclosure Solutions
- Innovations in Small Business Lending
- Portfolio Management
- Preserving and Expanding CDFI Minority Depository Institutions
- Scaling Up Microfinance
- Strengthening Small & Emerging CDFIs



http://www.cdfifund.gov/what_we_do/programs_id.asp?programID=13 5

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Overview:

Expanding CDFI Coverage for Underserved Areas Initiative



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Training Partners



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What is the *Expanding CDFI Coverage in Underserved Areas Initiative*?

- The series will provide specialized training and technical assistance to certified and emerging Community Development Financial Institutions (CDFIs) seeking to expand their reach into underserved communities that currently lack a CDFI presence.
- The workshops include content that is applicable to all CDFI organizational structures, including loan funds, credit unions, banks, and venture capital funds.



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Three Components of *Expanding CDFI Coverage in Underserved Areas*

Training Workshops

Technical Assistance

Virtual Resource Bank



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Training Workshops

- Each workshop will highlight a separate strategy for expanding investment in underserved communities:
 - Forming New and Affiliated CDFI Entities
 - Understanding the Benefits of CDFI Status for Newly-Certified and Prospective CDFIs
 - Expansion by Existing CDFIs
- Unique curriculum will be presented at each training workshop



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Training Workshops

- **Audience:**

- There are two audiences:

1. Leaders of CDFI loan funds, credit unions, banks, venture capital funds.
2. Community development organizations and lenders considering CDFI status that operate in underserved communities throughout the United States.

- **Attendance:**

- 60-80 participants at each workshop
 - 30-50 community development lending organizations



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First Workshop: Forming New and Affiliated Entities

June 16-17 | Baltimore, MD



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Forming New and Affiliated CDFI Entities

Who should attend?

- Community development lending organizations interested in forming a new CDFI loan fund or venture capital fund
- Existing CDFI banks, credit unions, loan funds, and venture capital funds interested in forming new affiliated CDFI structures.

What will I learn?

- How to analyze unmet financial services needs in underserved markets
- How to evaluate the role of affiliated structures in serving target markets
- How to start a loan fund or venture capital fund



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Forming New and Affiliated CDFI Entities

Day 1

1. Industry Overview and Landscape
2. CDFI Coverage Research
3. Market Analysis
4. Panel: Practitioners who have Started New Entities
5. Hybrid Models and Structures



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Forming New and Affiliated CDFI Entities

Day 2

1. Stages of Growth
2. Formation Scenarios
3. Panel for Questions
4. CDFI Fund: Certification, Programs, and Applications
5. Introduction to Technical Assistance



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Second Workshop: Understanding the Benefits of CDFI Status for Newly-Certified and Prospective CDFIs

July 22-23 | Denver, CO



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Understanding the Benefits of CDFI Status for Newly-Certified and Prospective CDFIs

Who should attend?

- Newly certified CDFIs
- Community development banks, credit unions, loan funds, and venture capital funds which are not yet certified as CDFIs by the Department of Treasury wanting to deepen their understanding of the benefits and requirements of CDFI status

What will I learn?

- What it means to be a CDFI
- How to make strategic choices regarding CDFI certification
- How to measure impact and telling your story to funders and partners
- How to collaborate and partner



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Understanding the Benefits of CDFI Status for Newly-Certified and Prospective CDFIs

Day 1

1. Industry Overview and Landscape
2. CDFI Coverage Research
3. What does it mean to be a CDFI?
4. CDFI Fund Certification and Programs



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Understanding the Benefits of CDFI Status for Newly-Certified and Prospective CDFIs

Day 2

1. Mission and Social Impact
2. Industry Resources for CDFIs
3. Collaboration and Partnerships among CDFI Types
4. Telling your Story to Funders and Partners
5. Introduction to Technical Assistance



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Third Workshop: Expansion by Existing CDFIs

August 19-20 | Kansas City, MO

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Expansion by Existing CDFIs

Who should attend?

- Existing CDFI banks, credit unions, and loan funds to explore successful strategies for geographic and product expansion

What will I learn?

- Successful strategies for expansion applicable to each CDFI structure
- Overview of key operations, staffing, and technology considerations necessary for expansion



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Expansion by Existing CDFIs

Day 1

1. Industry Overview and Landscape
2. Market Analysis
3. Strategies and Examples of Successful Expansion
4. Financial Resources: Federal Programs



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Forming New and Affiliated CDFI Entities

Day 2

1. Key Operations, Staffing, and Technology Considerations for Expansion
2. How to Expand into New Markets using CDFI Fund Programs and Certification
3. Introduction to Technical Assistance



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Overview of the Training and Technical Assistance Offered

Technical Assistance Webinars
500+ Participants

One-to-One
Technical Assistance
30 entities

Advanced
Implementation
User Groups
30 entities

Workshop Cohorts
80 entities

Training Workshops
90-150 entities / 180-240 participants



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Training Workshops

Three Workshops

- Forming New and Affiliated CDFI Entities
Baltimore, MD | June 16-17
- Understanding the Benefits of CDFI Status for Newly-Certified and Prospective CDFIs
Denver, CO | July 22-23
- Expansion by Existing CDFIs
Kansas City, MO | August 19-20

*All workshops will be hosted at
Federal Reserve Bank locations.*



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Technical Assistance Available

- Workshop Cohorts by CDFI type
 - To support CDFI expansion in underserved areas
 - Monthly calls for 6-8 months following the workshop
 - Preference to: *Entities that attended a training workshop*
- One-to-One Technical Assistance
 - To help achieve a goal related to increasing CDFI coverage
 - Up to 25 hours for 30 entities
 - Preference to: *Entities that attended a training workshop*
- Advanced Implementation User Groups
 - 5 user groups focused on specific topics
 - Preference to: *Entities that attended a training workshop*
- Technical Assistance Webinars
 - 15 webinar topics
 - Open to the public



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Virtual Resource Bank

- Will become available on the CDFI Fund's website:
 - Training Materials
 - Archived TA Webinars
 - Compilation of Existing Resources



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How to Pre-register

www.ofn.org/expanding-cdfi-coverage-underserved-areas

The screenshot shows a webpage titled "Expanding CDFI Coverage in Underserved Areas" with a navigation menu on the left and a main content area. The main content area includes a sub-header "Expanding CDFI Coverage in Underserved Areas: Forming New and Affiliated CDFI Entities (June 16-17, 2015)", a "Training Workshops" section, and a "Target Audience" section.

Expanding CDFI Coverage in Underserved Areas

Workshops

Information Workshops

Invitation

Curriculum Overview

Presenters

Location

Hotel

Google Maps

OFN Staff

Contact us

Expanding CDFI Coverage in Underserved Areas: Forming New and Affiliated CDFI Entities (June 16-17, 2015)

Training Workshops

Three training workshops will provide intensive training for existing or potential CDFI loan funds, credit unions, banks, and venture capital funds on strategies for expanding investment in underserved communities. The workshops are also relevant for other community development organizations and lenders interested in CDFI status and strategies for expansion.

Each workshop will highlight a separate strategy for expanding investment in underserved communities:

- Forming New and Affiliated CDFI Entities;
- Understanding the Value of CDFI Status for Newly Certified and Prospective CDFIs; and
- Expansion by Existing CDFIs.

Target Audience

There are two audiences: First, leaders of CDFI loan funds, credit unions, banks, venture capital funds, and second, community development organizations and lenders considering CDFI status that operate in underserved communities throughout the United States.



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Notes about Training

- OFN will confirm your registration within two weeks of submitting your information via OFN's registration page. Please do not make travel arrangements until OFN confirms your attendance.
- Eligibility Criteria:
 - CDFIs and community development lending organizations including banks, credit unions, loan funds, and venture capital funds
 - Community development entities considering becoming or creating certified CDFIs
- If workshop capacity is being reached, a limit may be placed on number of attendees per organization.



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Questions?



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