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

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.
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

Overview:
Expanding CDFI Coverage for Underserved Areas Initiative
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.
Three Components of Expanding CDFI Coverage in Underserved Areas

- Training Workshops
- Technical Assistance
- Virtual Resource Bank

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
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

First Workshop:
Forming New and Affiliated Entities

June 16-17 | Baltimore, MD
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

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
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

Second Workshop: Understanding the Benefits of CDFI Status for Newly-Certified and Prospective CDFIs
July 22-23 | Denver, CO
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

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
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

Third Workshop: Expansion by Existing CDFIs

August 19-20 | Kansas City, MO
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

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
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

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
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.

Technical Assistance Available

• Workshop Cohorts by CDFI type
  – To support CDFI expansion in underserved areas
  – Monthly calls for 6-9 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
Virtual Resource Bank

• Will become available on the CDFI Fund’s website:
  – Training Materials
  – Archived TA Webinars
  – Compilation of Existing Resources

How to Pre-register

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

Questions?
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