



ABOUT OPPORTUNITY FINANCE NETWORK

Opportunity Finance Network (OFN) is a network of more than 270 mission-focused loan funds, community banks, venture funds, and credit unions that take financial services to the people and places that traditional finance can't reach. As a national association of community development financial institutions (CDFIs)—private financial institutions that deliver responsible, affordable capital to communities underserved by mainstream finance—we provide affordable, responsible capital and financial services in every state to create jobs, small businesses, affordable housing, and community services. OFN seeks to maximize the effectiveness of member and non-member CDFIs through direct financing, learning opportunities, industry events, and advocacy.

Expanding Access to Capital

Currently, OFN manages more than \$750 million in capital and offers a range of products and services to help CDFIs lend and invest in markets underserved by mainstream banks.

Among our key capital initiatives are:

- **OFN Financing Fund**, which provides loans to CDFIs and loan participations with CDFIs.
- **CDFI Bond Guarantee Program (BGP)**, a program of the U.S. Treasury Department's CDFI Fund, that extends long-term, low-cost debt to eligible CDFIs. OFN is a Qualified Issuer for the BGP.
- **Asset Management Services**, including underwriting and monitoring for institutional investors, to help invest capital in CDFIs.
- **Partner Funds** that provide CDFI investment opportunities for institutional investors.

Strengthening the CDFI Industry

OFN strengthens the CDFI industry through learning opportunities, research, and annual events. Our signature events and resources include:

- **OFN Annual Conference**, the premier gathering of CDFI practitioners, partners, investors, and other stakeholders for three days of learning, networking, and collaboration.
- **Small Business Finance Forum** to engage CDFIs, mission-driven small business lenders, and industry partners for training and networking.
- **Regional Meetings** that bring together OFN members, non-member CDFIs, banks, foundations, and others to participate in peer exchange and learning.
- **Research**, such as our annual Side-by-Side publication, which presents data from OFN member financial institutions and includes peer group analyses for primary financing sectors.
- **Capacity Building Opportunities** like the Fundamentals of the Opportunity Finance Industry, a certificate course to develop the knowledge and capacity of community development finance professionals.
- **CDFI Connect® Community** which connects the CDFI industry in a collaborative online community designed and built for knowledge exchange, content curation, idea incubation, and more.

Updated January 2020

Amplifying the Voice of CDFIs

OFN tracks a range of CDFI-related legislative and regulatory issues and works with our members to shape public policy that impacts CDFIs. OFN also provides visibility for CDFIs by reporting on industry news and views on our online blog, social media channels, and through public relations. OFN's advocacy and visibility efforts include:

- **Preserving and expanding access to federal resources** by advocating for the CDFI Fund, BGP, New Markets Tax Credit, and other vital legislation affecting CDFIs.
- **State level advocacy support for OFN members.**
- **Publishing industry news** and views in OFN's blog, social media, and through media outreach.
- **Coverage Map**, a resource that gives policymakers and other critical audiences insight into CDFI activity at local and state levels, as well as a birdseye view of the CDFI industry's national footprint.
- **Annual Advocacy Day**, which amplifies the CDFI voice on Capitol Hill when OFN members convene in Washington, D.C., to meet with legislators and share the CDFI story.

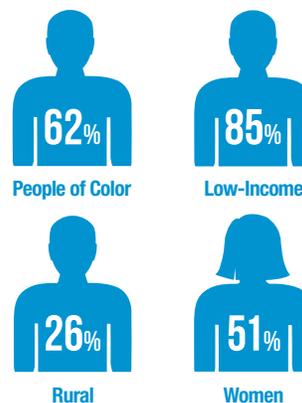
About OFN's Member Network

OFN counts more than 270 performance-driven CDFIs as members. Through 2018, OFN's network originated \$74 billion in financing in rural, urban, and Native communities.

OFN Member Cumulative Outcomes through FY 2018	
Cumulative Financing Since Inception	\$74.2 billion
FY 2018 Financing Outstanding	\$15.7 billion
Housing Units Developed or Rehabilitated	2.1 million
Businesses and Microenterprises Financed	419,177
Jobs Created or Maintained	1.56 million
Community Service Organizations Financed	11,583
Portfolio Performance Measures: FY 2018	
Net Charge-off Ratio	1.0%

CDFIs Target Underserved Populations

Community development financial institutions (CDFIs) are dedicated to providing opportunities to underserved people and communities.



Source: OFN Annual Member Survey, 2018

What Are CDFIs?

CDFIs are private financial institutions that deliver responsible, affordable capital to communities underserved by mainstream finance. As mission-driven lenders, CDFIs leverage funding from private and public sources to finance small businesses, microenterprises, community facilities, affordable housing, and more. Many CDFIs also offer consumer finance products and services and technical assistance.

In the U.S. nearly 1,100 CDFIs — community development banks, credit unions, venture capital funds, and loan funds — manage more than \$185 billion.

Updated January 2020