

The CDFI Industry Today



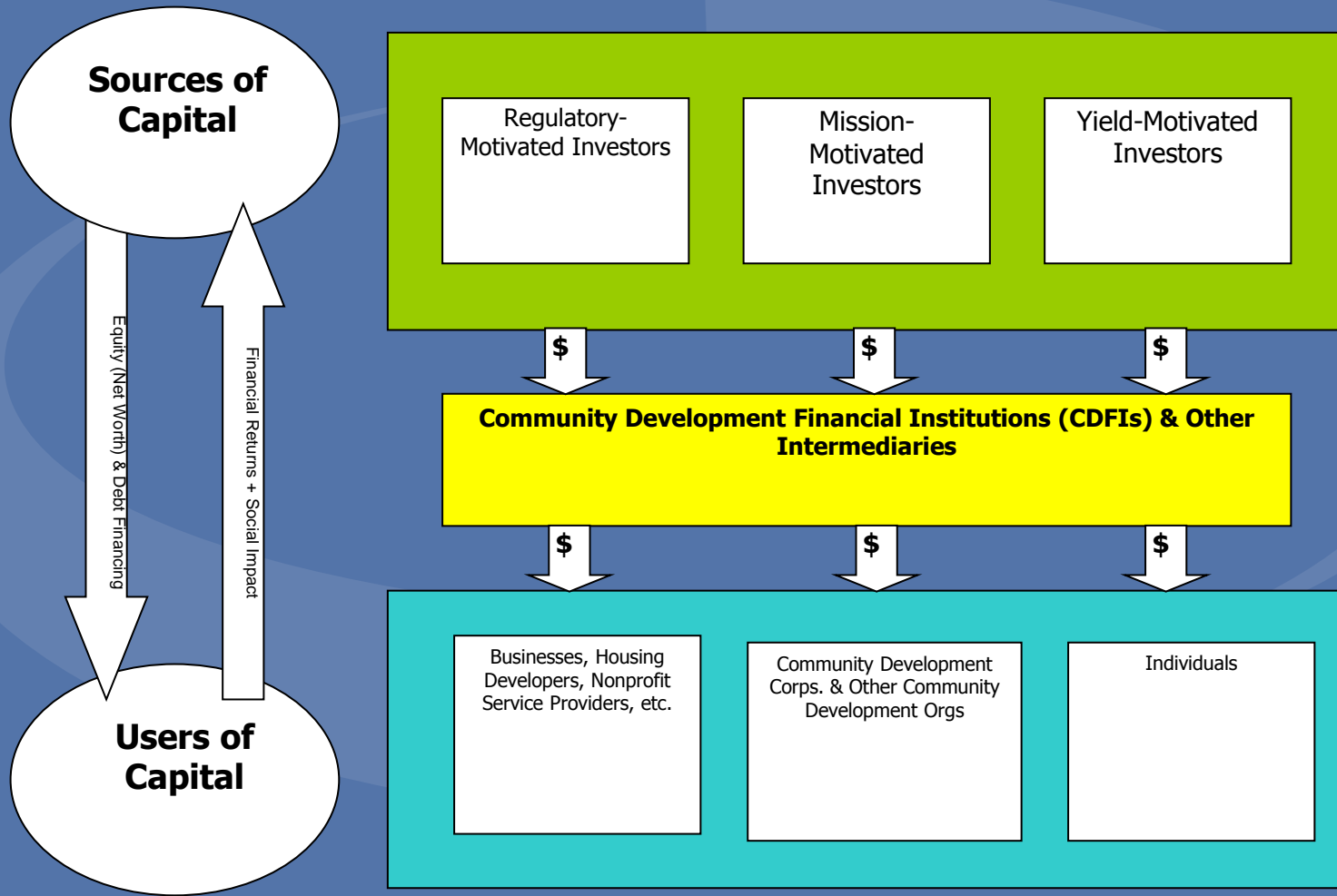
CDFIs: The National Picture

- *550 CDFIs*
- *More than \$6.5 billion in assets*
- *More than \$6 billion in cumulative financing history*

What is a CDFI?

- ***Private-sector financial institution***
 - *Financing and/or financial services are an integral part of its community development strategy*
- ***Primary mission of community development***
 - *Strives to have a positive impact on economically disadvantaged people & communities*
 - *The "Parent" Test*

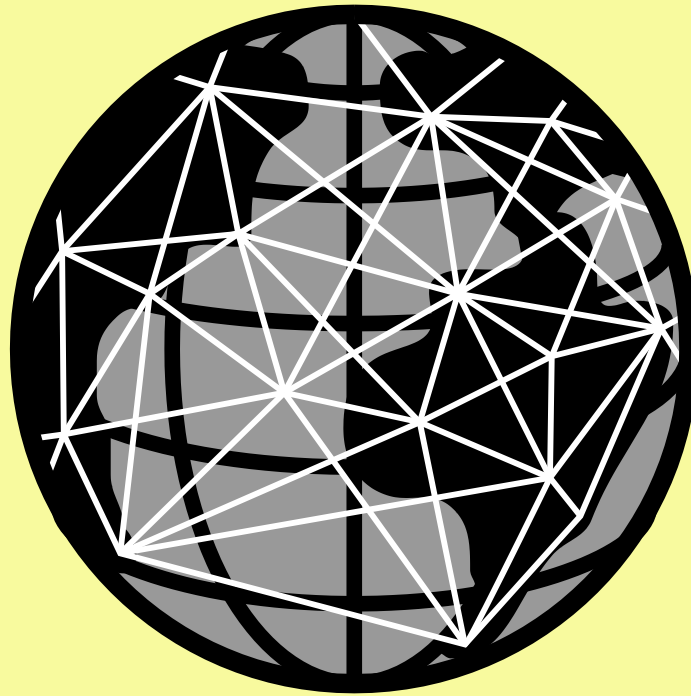
A Bird's Eye View of CDFIs



CDFI Types

- ***Regulated Institutions***
 - *Community Development Banks*
 - *Community Development Credit Unions*
- ***Non-regulated Institutions***
 - *Community Development Loan Funds*
 - *Community Development Venture Funds*

What is NCCA?



National Community Capital

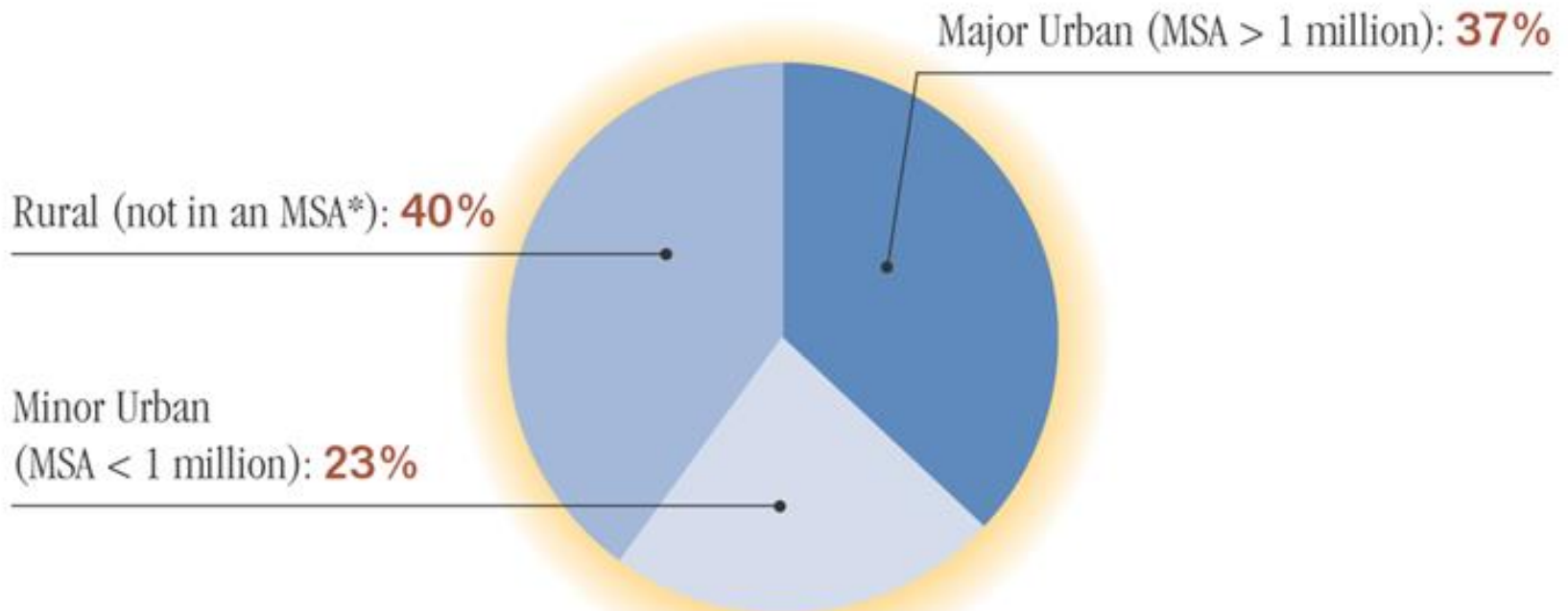
- *National CDFI network*
- *Financing CDFIs*
- *Consulting*
- *Training for >1,000 CDFI Practitioners, Investors & Funders per year*
- *Policy & Advocacy*

The NCCA Network @ 12/31/00

- *104 CDFIs: Urban, Rural & Reservation*
- *\$1.9 billion in assets*
- *\$2.9 billion loaned and invested*
 - *140,000 Jobs (created and/or maintained)*
 - *120,000 Housing Units*
 - *2400+ Community services financed*
- *High deployment of capital*
- *Low Default rate = 1.8%*
- *No loss of investors' principal*

Where CDFIs Work

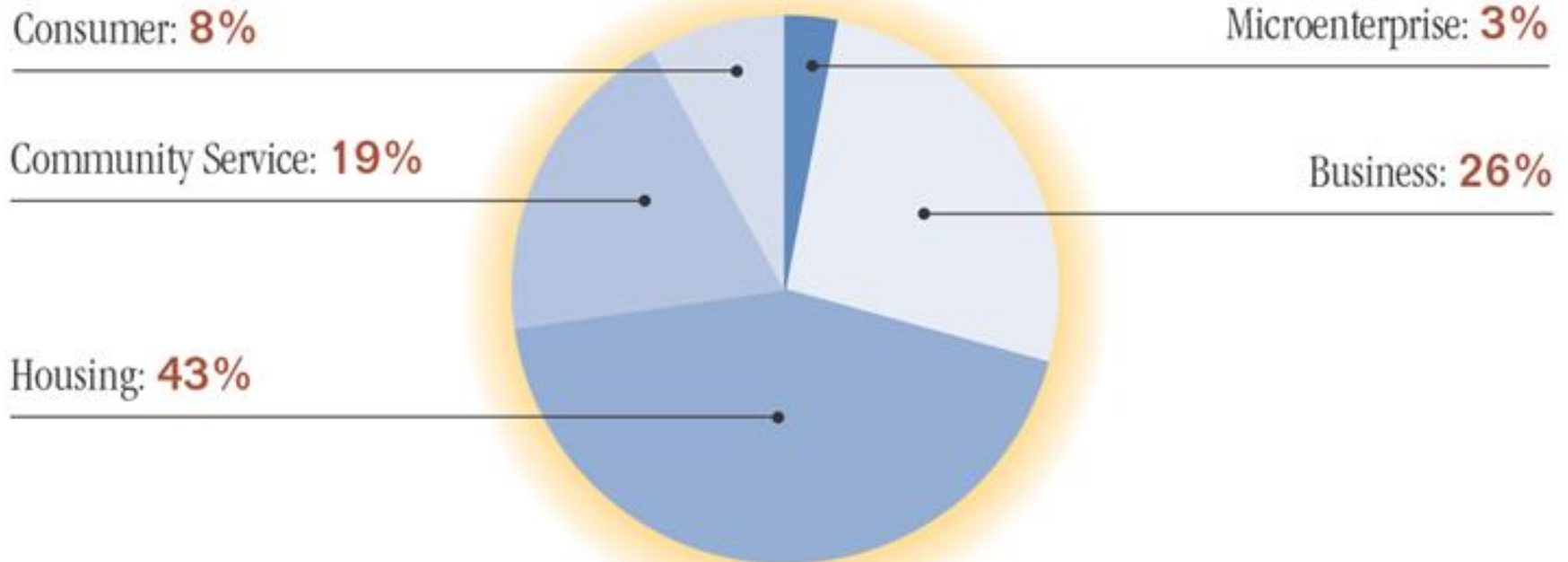
GEOGRAPHICAL BREAKDOWN OF CLIENTS SERVED (AVERAGE PER CDFI)



*Metropolitan Statistical Area

Financing by Sector

FISCAL YEAR 2000 DIRECT FINANCING CLOSED BY SECTOR



Rural vs. Urban CDFIs

	<i>Rural</i>	<i>Urban</i>
<i># in Sample</i>	<i>29</i>	<i>45</i>
<i>Capital/CDFI</i>	<i>\$8.9 million</i>	<i>\$9 million</i>
<i># of FTEs</i>	<i>15.2</i>	<i>11.2</i>
<i>Total Expenses</i>	<i>\$1.79 million</i>	<i>\$1.46 million</i>
<i>Minority FTEs</i>	<i>10%</i>	<i>39%</i>
<i>Women FTEs</i>	<i>58%</i>	<i>70%</i>

More Rural vs. Urban CDFIs

Financing

	<i>Rural</i>	<i>Urban</i>
<i>\$ Outstanding</i>	<i>\$5.6 million</i>	<i>\$4.9 million</i>
<i>Equity Financing</i>	<i>2.7%</i>	<i>0.1%</i>
<i>Average \$ Outstanding</i>	<i>\$48,294</i>	<i>\$92,905</i>

More Rural vs. Urban

Capitalization

	<i>Rural</i>	<i>Urban</i>
<i>Equity/Total Capital</i>	<i>52%</i>	<i>36%</i>
<i>Cost of Capital</i>	<i>2.5%</i>	<i>3.5%</i>
<i>Term of Capital</i>	<i>166 months</i>	<i>80.6 months</i>
<i>Largest source</i>	<i>Federal Govt.</i>	<i>Banks</i>

Final Rural vs. Urban

Efficiency & Operations

	<i>Rural</i>	<i>Urban</i>
<i>Self-Sufficiency</i>	<i>58%</i>	<i>53%</i>
<i>Spread</i>	<i>7%</i>	<i>5.7%</i>
<i>Expenses/FTE</i>	<i>\$120,044</i>	<i>\$132,632</i>
<i>Expenses/\$ Out</i>	<i>\$0.53</i>	<i>\$0.68</i>
<i># Out/Financing FTE</i>	<i>38.59</i>	<i>26.04</i>

CDFIs
SIDE
BY SIDE



NATIONAL
COMMUNITY CAPITAL
ASSOCIATION

A Comparative Guide
2001 Edition

To Learn More



www.communitycapital.org