WE BELIEVE IN OPPORTUNITY. FOR ALL.

The Power of State CDFI Coalitions

Seth Julyan May 15, 2014
Who is OFN?

- **Leadership Network for over 240 CDFIs**
  - Higher standard than CDFI Certification
  - Approximately 50% Member application acceptance rate

- **30 years of transforming the industry**
  - Founded in 1985, based in Philadelphia with a D.C. policy office

- **Mission is at our core**
  - Two core values: Justice and Excellence.
Who is OFN: Our Work

- **Financial Services**
  - Direct lending to CDFIs
  - Bond Issuer: CDFI Bond Guarantee Program
  - Asset Management for Investors in CDFIs

- **Public Policy**
  - Advocate for opportunity finance industry

- **Knowledge Sharing**
  - Industry conferences and data research
  - Peer learning

- **Strategic Communications**
  - Brand development and marketing tactics

- **Consulting**
  - Capacity Building: investors, partners and CDFIs
In the 2013 legislative session, there were 25 CDFI-specific bills introduced in 16 states

- Seven bills in seven separate states passed and became law
  - NMTC, grant funding, change of applications
- 18 bills stalled in state legislatures, but demonstrates the opportunities for CDFIs to have open dialogue with states about how best to support CDFIs
2013 CDFI State Legislation

CDFI Legislation 2013

- One Bill
- Two Bills
- Three Bills
Benefits of State CDFI Coalitions

- Creating and accessing new resources
  - Leverage different experiences from each CDFI to create or access new resources
  - Increases awareness and public profile of CDFIs

- Relationship building
  - Potential for cross-sector collaborations
  - Facilitates networking

- Policy and advocacy
  - Provides a joint voice and message to state legislators, agencies, regional organizations, other stakeholders and partners.
Challenges of State CDFI Coalitions

- Diversity of CDFIs
  - Size and structure of CDFIs
  - Different needs for CDFIs
  - Challenge when attempting to define long-term strategic plan

- Funding
  - How to provide financial support for necessary administrative and logistical support
Case Studies of State CDFI Coalitions

- Colorado
- South Carolina
- Michigan
- Appalachian Community Capital
Resources Available

- **2013 CDFI State Legislation and Advocacy Report**
  - OFN publication is an annual snapshot of state legislative action, policy and industry advocacy influencing the operating environment of CDFIs across the country.

- **OFN Coverage Map**
  - Tool to measure CDFIs’ coverage
  - Ability to aggregate transaction level data by zip code, county, state district, and Congressional district.

- **CDFI Brand Video**
  - We Believe in Opportunity. For all.
WHERE OTHERS SEE A NEGLECTED NEIGHBORHOOD, WE SEE OPPORTUNITY

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