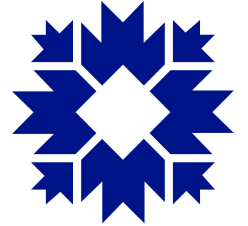


Economic Stabilization & Recovery

Status update: 06/10/2020



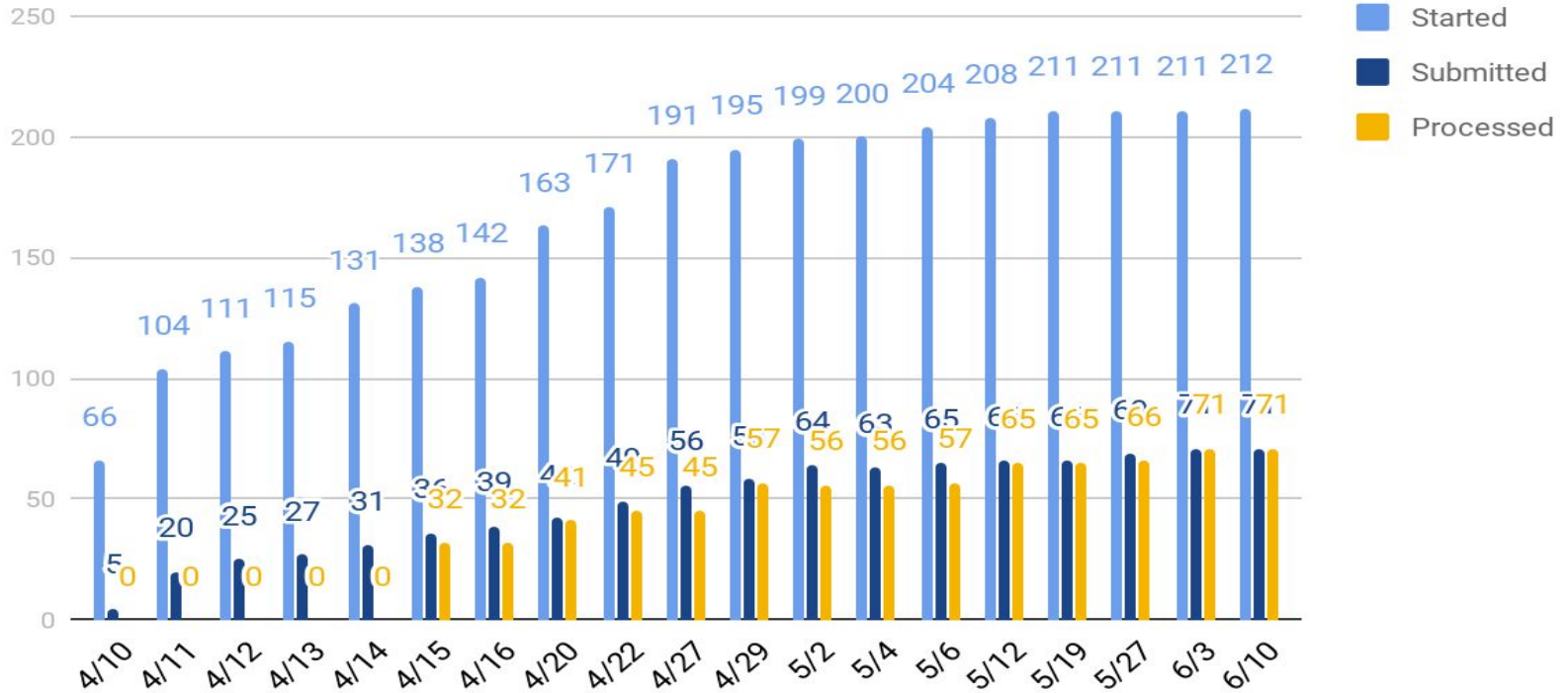
Alex Crowley | Director, Economic & Sustainable Development
and

Special Report: Brian Payne | CDFI Friendly Bloomington

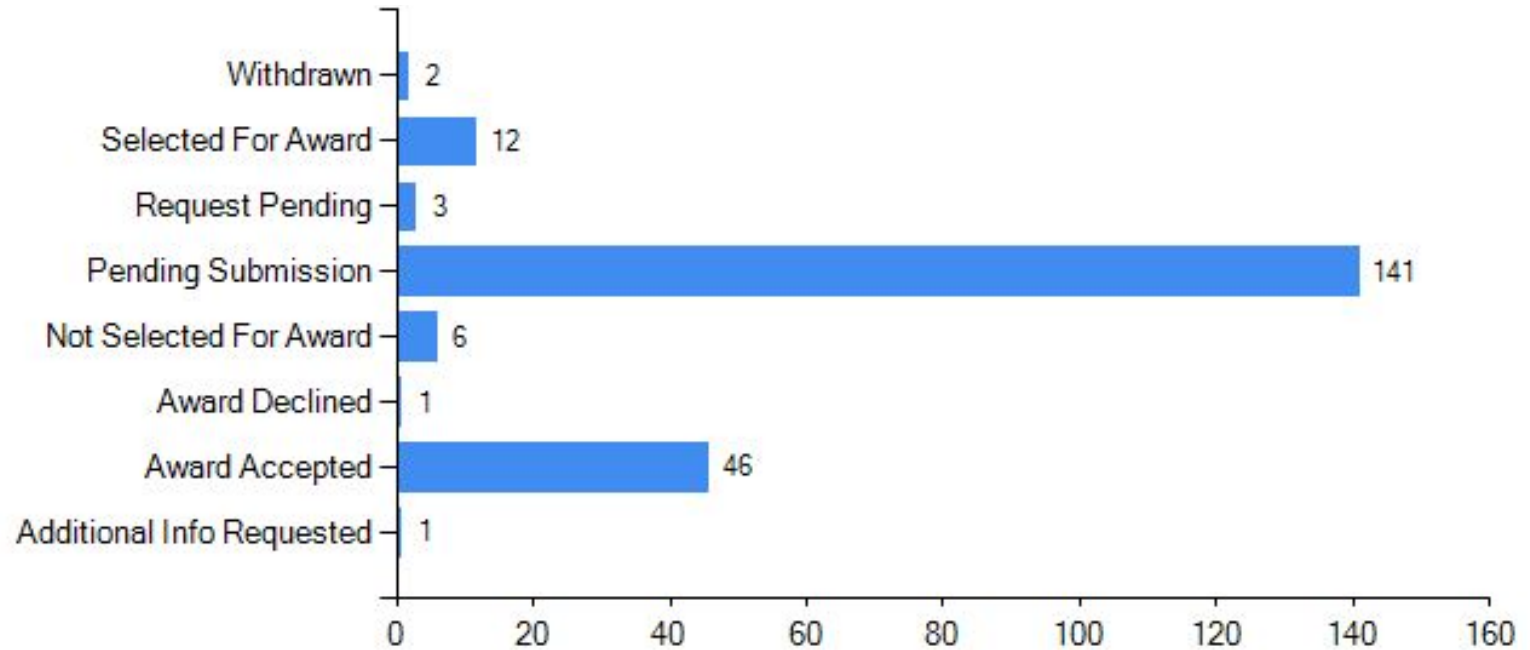


Application Volumes

Daily - Program to Date



Current Status - Snapshot



Funding Commitments

| | Approved/Pending Agreements | Funded | Total |
|----------------------------|------------------------------------|--------------------|--------------------|
| Total Applications: | 12 | 46 | 58 |
| <i>FAB</i> | <i>\$220,000</i> | <i>\$939,600</i> | <i>\$1,159,600</i> |
| <i>BUEA</i> | <i>\$77,000</i> | <i>\$247,170</i> | <i>\$324,170</i> |
| Total Funding: | \$297,000 | \$1,186,770 | \$1,483,770 |
| <i>Av. Loan Amount</i> | <i>\$24,750</i> | <i>\$25,799</i> | <i>\$25,582</i> |





Rapid Response Fund - information & to apply:
bloomington.in.gov/business

Contact:

Alex Crowley

crowleya@bloomington.in.gov

812.349.3477



The logo features the text 'CDFI FRIENDLY BLOOMINGTON' centered within a white diamond shape. The diamond is set against a background of concentric, overlapping diamond shapes in light blue, yellow, and light red. A thin yellow horizontal line is positioned below the word 'FRIENDLY'.

CDFI
FRIENDLY
BLOOMINGTON

Helping CDFIs Deliver Flexible & Affordable Financing to
Bloomington, Monroe County, and the Indiana Uplands



WHAT ARE CDFIS?

Community

Development

Financial

Institutions

WHAT ARE CDFIS?

Legal Financing Entity: private financial institutions (non-governmental, but certified by US Treasury)

Institution Types: Loan funds, Venture funds, Banks, Credit unions

Primary Mission: 100% dedicated to delivering responsible, affordable lending to help low-income, low-wealth, and other disadvantaged people and communities

Assistance: provides development services and technical assistance in conjunction with its financing activities

Target Market: primarily serves one or more target markets and maintains accountability to its defined target market

Model: Profitable but not profit-maximizing, accountable to community and mission rather than shareholder

WHAT DO CDFIS FUND?

Focus: Community Development

For Communities: public facilities, affordable housing, childcare, infrastructure

For Consumers: credit enhancement, mortgage assistance, auto loans

For Small Business/Entrepreneurship: small businesses, microenterprises, nonprofit organizations, commercial real estate, and affordable housing

CDFI LENDING IN BLOOMINGTON

(2003 – 2017 Opportunity Finance Network data)

| Type | Number of Projects | Loan Amount |
|---------------------------------------|--------------------|--------------------|
| Small Business | 3 | \$1,535,000 |
| Consumer | 2 | \$542,500 |
| CRE Construction/Community Facilities | 3 | \$2,173,750 |
| Home Purchase | 0 | \$0 |
| MF Housing Construction | 6 | \$1,114,000 |
| Microenterprise | 2 | \$11,666 |
| Other | 0 | \$0 |
| Total | 16 | \$5,376,916 |

WHY CDFI FRIENDLY?

1,105 CDFIs in the country with an estimated \$186 billion in assets

Many places are inadequately served, especially communities < 250,000

Costs of starting a new CDFI are high, and most only serve 1-2 sectors

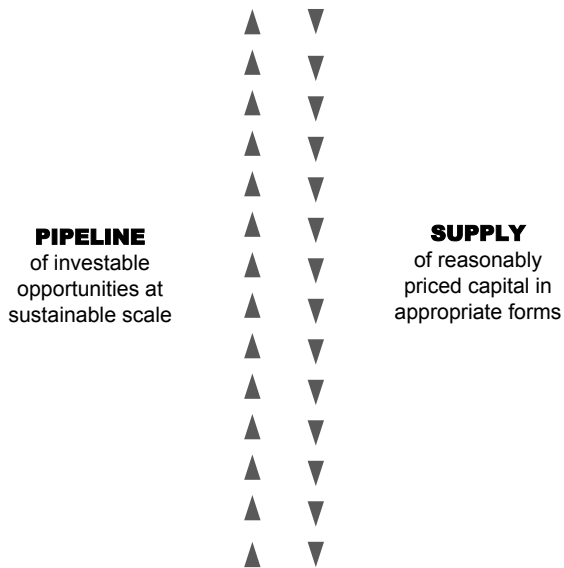
CDFIs are looking for new places to deploy their assets and knowledge

CDFI Friendly concept seeks to attract regional and national CDFIs into an underserved region by organizing/promoting the market and providing access to a credit enhancement fund

FINANCIAL MARKETS

INVESTORS

National banks, national foundations;
National, State, & Local governments;
Super-regional, regional, & local banks;
Other investors



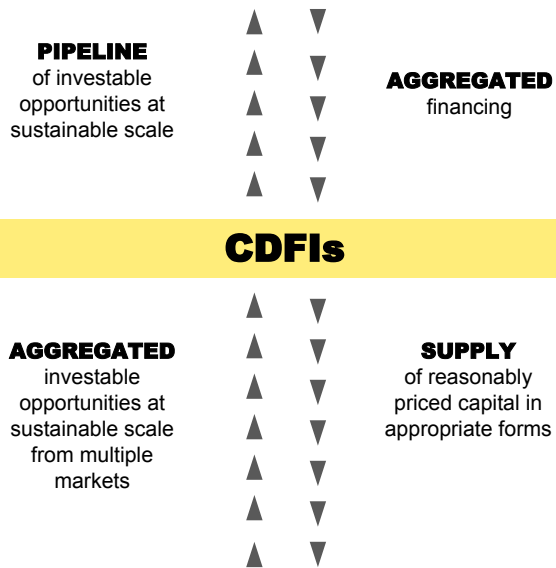
USERS

Business, Real Estate Developments, Community Facilities, Affordable Housing, etc.

CDFI MARKETS

INVESTORS

National banks, national foundations;
National, State, & Local governments;
Super-regional, regional, & local banks;
Other investors



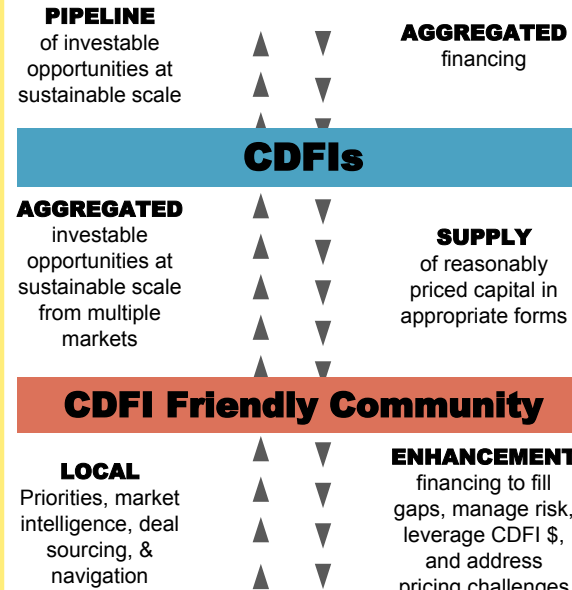
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CDFI FRIENDLY MARKETS

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USERS

Local Business, Real Estate Developments, Community Facilities, Affordable Housing, etc.

ORGANIZATIONAL DETAILS

CDFI FRIENDLY BLOOMINGTON

Independent 501(c)(3) Nonprofit

Serves Indiana Uplands region

Board of 6 members

3 permanent seats on board

- BUEA
- City of Bloomington
- Community Foundation

Operational funding from banks & competitive grants

1 Full-time Director

Fiscal sponsorship with Community Foundation

CFB CAPITAL

Enhancement fund

Helps CDFIs manage risk

Owned and operated by CDFI Friendly Bloomington

Investment Committee approves expenditures

KEY FUNCTIONS

1

Identification & Development of prospective CDFI investment opportunities in region

2

Marketing of prospective CDFI investment opportunities to CDFIs

3

Providing enhancement financing via CFB Capital to complete investments in and around Bloomington

4

Working with potential borrowers and CDFIs to provide **technical assistance and coordination**

CDFI FRIENDLY BLOOMINGTON

(2019-Present)

| Metric | Impact |
|--|---------------------|
| CDFI Capital Investment in Bloomington | \$15,585,000 |
| Participating CDFIs | 4 |
| New Affordable Housing Units Created | 50 |
| Affordable Housing Units Renovated | 116 |
| Jobs created/retained | 10 |
| Federal and State Incentives leveraged | \$16,900,000 |
| Total Investment in CDFI-supported projects | \$28,575,912 |

ESR TEAM: RRF Front-End

Evaluating emergency capital sources: Analyze lending landscape in pandemic context, identify gaps affecting Bloomington

Create Rapid Response Fund loan product: Apply CDFI industry and organizational expertise to create a rapidly administrable loan product that targets Bloomington's specific needs during pandemic

Provide and promote information about RRF and other funding opportunities – track accurate PP, EIDL, and other federal stimulus programs, held one-stop info session for businesses and nonprofits on COVID-19 funding opportunities

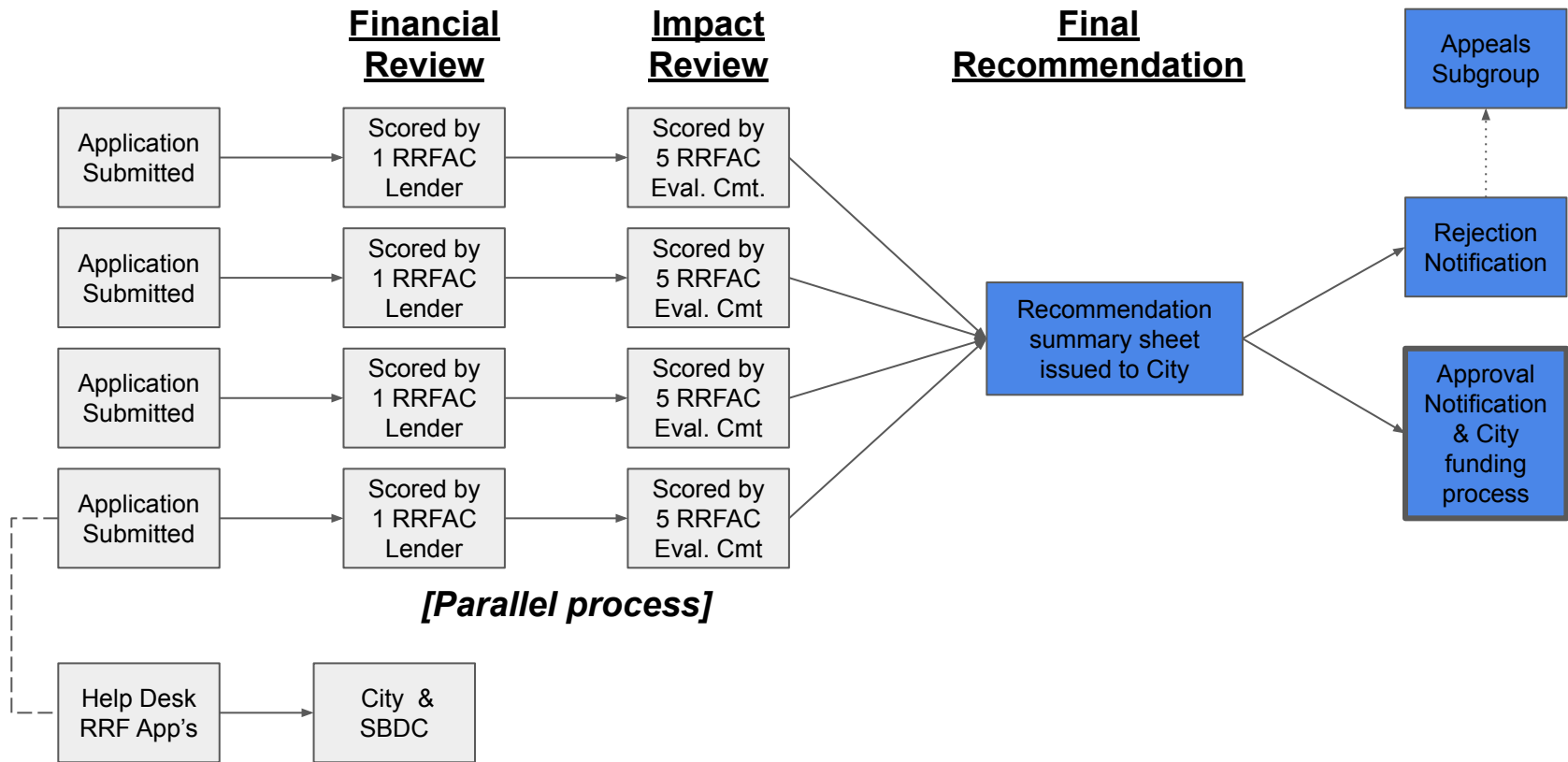
ESR TEAM: RRF Back-End

Build RRF application platform – Community Foundation generously allowed us to leverage their online grantmaking platform very cheaply, enabling CFB to create loan program and application which provides 24/7 access to online intake, review, and data collection

Administer review process by RRF Advisory Commission - Train, oversee, and assist reviewers; compile data; facilitate appeals process - for applicants the City designates as close cases

Offer CFB assistance to ineligible or rejected RRF applicants - Applicants unable to receive RRF loans are contacted by CDFI Friendly and offered our services

Application Review Process





CONTACT US

BRIAN PAYNE

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CDFI Friendly Bloomington
CDFIfriendlybtown.org

CDFIfriendly@cfbmc.org | (651) 500-9968