

UNITED STATES
DEPARTMENT OF
THE TREASURY



Community Development Financial Institutions (CDFI) Fund

FY 2009 NACA Program Training Presentation

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The CDFI Fund's **Native Initiatives** provides 1) direct monetary awards; and 2) training and technical assistance aimed at increasing the number and capacity of CDFIs serving Native Communities.

- **Native American CDFI Assistance (NACA)** program provides federal financial assistance to certified Native CDFIs; to entities that will become ("Emerging Native CDFIs") or will create ("Sponsoring Entities") a Native CDFI

- **Expanding Native Opportunities** is a training series focused on increasing the number of Native CDFIs, strengthening the operational capacity of existing Native CDFIs, and guiding Native CDFIs in the creation of important financial education and asset building programs for their communities.

Definitions



- “**Native American Communities**” refers to any Native American, Alaska Native, or Native Hawaiian populations, lands or census-equivalent entities (with the exception of State or Tribal Designated Statistical Areas).
- “**Native CDFI**” is defined as a CDFI with greater than 50% of its activities diverted towards serving Native American Communities.
- “**Sponsoring Entity**” is an entity that proposes to create a separate legal entity that will become certified as a Native CDFI.

Applicant Types



- **Type 1: Certified/Certifiable Native CDFI**
 - Already certified or immediately eligible for certification.

- **Type 2: Emerging Native CDFI**
 - Able to become certified within two years of award.

- **Type 3: Sponsoring Entity**
 - Will create a separate legal entity within two years of award. New entity will continue to become a certified Native CDFI within three years of award.

Applicant Type



Type of Applicant	Eligible Awards
Certified/Certifiable Native CDFI <i>Type 1</i>	FA and/or TA
Emerging Native CDFI <i>Type 2</i>	TA only
Sponsoring Entity <i>Type 3</i>	TA only

- **Financial Assistance (FA) awards**
 - **Support Financing Needs**
 - **1:1 match requirement (form and amount)**
 - **FA awards cap: \$500,000 per award**

- **Technical Assistance (TA) grants**
 - **Organizational Capacity-Building**
 - **No match requirement**
 - **TA grants cap: \$150,000 per award**

FA Awards



- **Promote economic revitalization and community development in Native communities and in turn Native CDFIs leverage the Funds resources.**
- **Matching Funds equal to 25% of requested award In-Hand or Firmly Committed from January 1, 2007 to December 19, 2008.**
- **Certified or certifiable Native CDFIs only.**
- **Maximum FA award: \$150,000**

FA Awards



- **FA Award Ceiling: \$500,000.**
- **Awardees will be held accountable to a deployment of 85% of the FA award amount during the reporting period.**
- **Generally, all FA awards must be used within 3 years of the Effective Date of the Assistance Agreement.**

TA Grants



- **A TA Award allows a Native CDFI, an entity proposing to become a Native CDFI, or an entity proposing to create a Native CDFI to build its capacity to serve Native communities.**
- **TA does not require Matching Funds.**
- **All Native CDFIs and Sponsoring Entity applicants eligible.**
- **Maximum TA Award: \$150,000**

- **All uses of TA must support one of the key sections of the Comprehensive Business Plan (CBP) or the Applicant's ability to meet a certification requirement (if applicable).**
- **TA Award Ceiling: \$150,000.**
 - **The Fund will not make a TA award over this amount.**
- **Generally, all TA awards must be used within 24 months of the Effective Date of the Assistance Agreement.**

Comprehensive Business Plan (CBP)



SCORING	Maximum Points
Executive Summary	Not Scored
Market Analysis	25 points
Business Strategy	25 points
Community Development Performance & Effective Use	20 points
Management	20 points
Financial Health and Viability	10 points
Technical Assistance Proposal	Not Scored

Technical Assistance Proposal (TAP): narrative of applicant's technical assistance requests and proposed use of funds.

1. Market Analysis: Questions 1 – 3 applicant's analysis of its designated Target Market.

2. Business Strategy: Questions 4 – 7 on applicant's financial products and services offered or to be offered.

3. Community Development and Effective Use: Questions 8 – 12 on applicant's community development impact.

4. Management: Questions 13 – 19 on applicant's management team and Board of Directors.

5. Financial Health and Viability: Questions 20 – 25 on applicant's financial statements and industry ratios.

Changes in 2009



- **No Paper Attachments Accepted – All submissions must be electronic**
 - **Grants.gov – application & attachments**
 - **MyCDFI account – signature page**

- **Page Limits on Sections – 40 pages maximum**

Application Page Limits	
Technical Assistance Plan (TAP)	Four (4) pages
Executive Summary	One (1) page
Market Analysis	Seven (7) pages
Business Strategy	Nine (9) pages
Community Development Performance & Effective Use	Six (6) pages
Management	Six (6) pages
Financial Health & Viability	Seven (7) pages

Deadlines



- Certification of Material Event Form – via fax
Monday, November 3, 2008
- CDFI Certification Application – details in application
Monday, November 3, 2008
- Last day for Applicant Questions – via phone or email
Wednesday, December 17, 2008
- Application Submission – via Grants.gov
Friday, December 19, 2008

Contacting the Fund



- **Programmatic Support:**

- cdfihelp@cdfi.treas.gov

202.622.6355

Bryan Mercier: Native Initiative Advisor

mercierb@cdfi.treas.gov

202.622.8704

Chasity Savage: Native Initiative Analyst

savagec@cdfi.treas.gov

202.622.9546

- **Compliance Support:**

- cme@cdfi.treas.gov

202.622.8226

Contacting Grants.gov



- **Application Materials and Submission:**

- www.grants.gov – application and attachments
- MyCDFI Fund account – signature page

- **Grants.gov Contact Center:**

- support@grants.gov

1.800.518.4726



***Thank you for attending today's
information session!***