

# BANK ENTERPRISE AWARD PROGRAM

## BEA PROGRAM

SUPPLEMENTAL GUIDANCE &  
FREQUENTLY ASKED QUESTIONS



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# SUPPLEMENTAL GUIDANCE

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This document is intended to provide additional guidance on various topics related to preparing and submitting an FY 2017 BEA Program Application. It includes additional information on specific types of Qualified Activities eligible for the CDFI Fund's Bank Enterprise Award Program (BEA Program), instructions for how to treat certain transactions, instructions for interfacing with the CDFI Fund's Awards Management Information System (AMIS), and a glossary of BEA Program Terms. Any information provided should be considered in conjunction with the BEA Program Regulations which can be found at 12 C.F.R. Part 1806 (also referred to as the Interim Rule), the FY 2017 Notice of Funding Availability (NOFA), and the FY 2017 BEA Program Application. This guidance is organized alphabetically by subject.

## Actual Award Amount

The CDFI Fund will determine the eligibility of each transaction an Applicant has submitted for consideration in its FY 2017 BEA Program Application. Based upon this review, the CDFI Fund will calculate the Actual Award Amount for which the Applicant is eligible. The CDFI Fund will determine Actual Award Amounts based upon the availability of funds, increase in Qualified Activities from the Baseline Period to the Assessment Period, the CDFI certification status of the Applicant, and the priority ranking of an Applicant. In calculating the increase in Qualified Activities, the CDFI Fund will determine the eligibility of each transaction that an Applicant has submitted for consideration for a BEA Program Award. In some cases, the actual award amount calculated by the CDFI Fund may not be the same as the estimated award amount requested by the Applicant.

If an Applicant receives an Award for Qualified Activities in more than one category, the CDFI Fund will combine the Award amounts into a single BEA Program award.

## Baseline Period Qualified Activities

Applicants are not required to submit documentation for Baseline Period Qualified Activities. Baseline Period Qualified Activities are required to be located in a BEA Qualified Distressed Community and meet any applicable eligibility requirements specified in the FY 2017 BEA Program Application, BEA Program Regulations (12 C.F.R. Part 1806) and FY 2017 NOFA.

The only exception to the rules regarding reporting BEA Qualified Activities relates to Deposit Liabilities, a Qualified Activity in the Service Activities category. For this Qualified Activity, Applicants are not required to report each individual depositor. To determine the activity during the Baseline Period for deposit accounts, calculate the net change in the amount of eligible Deposit Liabilities. If the net change of deposit accounts during the Baseline Period is a negative amount, then a negative baseline amount may be recorded.

## Certificates of Deposits

Materially Below Market Rates for CDFI Deposits: Insured Certificates of Deposit (CD) placed by an Applicant in a CDFI that is a bank, thrift, or credit union must earn a rate of interest that is considered by the CDFI Fund to be Materially Below Market. A Materially Below Market interest rate is an annual percentage rate that does not exceed 100 percent of the rate on a U.S. Treasury bill of comparable maturity as of the date the deposit is placed. For example, for a three-year CD, use the three-year rate of the Daily Treasury Yield Curve Rate, posted for U.S. Government Securities on the Treasury website at <https://www.treasury.gov/resource-center/data-chart-center/interest-rates/Pages/TextView.aspx?data=yield>. If, at the time the CD is placed, the posted three-year rate is from the previous day, Applicants should use the posted rate. Applicants must print the rate from the website for the date a CD is placed. This sheet should be submitted with the Application as supporting documentation. If a variable interest rate is used, the CD must also have an interest rate that is Materially Below Market.

Certificate of Deposit network or service: A CD placed by an Applicant directly with a CDFI Partner that participates in a deposit network or service may be treated as eligible under the FY 2017 NOFA, if it otherwise meets the criteria for deposits in 12 C.F.R. 1806.103(r) and the CDFI Partner retains the full amount of the initial CD through a deposit network exchange transaction. An Applicant will not receive a BEA Program award for a CD network or service unless the CDFI Partner is specifically named as a network member to the original transaction in the deposit placement agreement. A BEA Program Applicant will only receive credit for its respective share of the CD network or service provided to the CDFI Partner.

## CDFI Partners

An eligible CDFI Partner is an entity that has been certified as a CDFI as of the end of the Assessment Period and is Integrally Involved in a Distressed Community. Applicants will be required to certify that all CDFI Partners meet the definition of Integrally Involved as stated in the applicable NOFA.

The CDFI Fund no longer requires CDFI Partners who received CDFI Support from BEA Program Applicants to submit a separate signature page and map during the Application round to demonstrate Integral Involvement in BEA Distressed Communities. CDFI Support Activities include Loans, deposits or Technical Assistance provided to a certified CDFI Partner. BEA Program Applicants must now provide evidence that each CDFI Partner that is the recipient of CDFI Support Activities is Integrally Involved in a Distressed Community by submitting the "Integral Involvement Form for CDFI Support Activity" on page 26 of the Application. Proof of Integral Involvement can be obtained from the CDFI Partner at the time the transaction is closed (or after), and submitted as supporting documentation by the Applicant.

## Certification Status

If an Applicant's CDFI certification application was submitted to the CDFI Fund as of December 31, 2016 (the last day of the assessment period), but was ultimately approved by the CDFI Fund prior to the publication of the FY 2017 NOFA, then the Applicant's CDFI status is considered "certified" for purposes of the FY 2017 BEA application.

## Compliance and Reporting Requirement

All BEA Program Award Recipients are required to use their BEA Program Award for additional BEA Qualified Activities. All BEA Program Award Recipients are subject to compliance and reporting requirements which will be included as terms and conditions of the Award Agreement. As such, receiving the award will be contingent upon, among other things, agreeing to such terms and conditions. Moreover, reports are due 90 days from the end of the Performance Period, as specified in the Award Recipient's Award Agreement.

## **Community Services**

Community Services must meet each of the following criteria:

1. Promote community development through:
  - Provision of Technical Assistance and financial education to Eligible Residents regarding managing their personal finances;
  - Provision of Technical Assistance and consulting services to newly formed small businesses and nonprofit organizations located in the Distressed Community;
  - Provision of Technical Assistance and financial education, to or servicing the loans of, homeowners who are Eligible Residents and meet Low- and Moderate-Income requirements; and
  - Other services provided to Eligible Residents who meet Low-and Moderate-Income requirements or enterprises that are Integrally Involved in a Distressed Community, as deemed appropriate by the CDFI Fund, and other comparable services as may be specified by the CDFI Fund in the applicable NOFA.
2. Enhance: (1) access to capital in the form of lending or investment; (2) access to financial services; or (3) organizational capacity or expertise of entities located in a Distressed Community (e.g., small business counseling);
3. Create a direct benefit to Eligible Residents of Distressed Communities or entities located in a Distressed Community (e.g., business or non-profit organizations located in, or serving, a Distressed Community); and
4. Be provided directly by a bank employee acting as a representative of the bank (i.e., the activity must be undertaken by a bank employee) and the service provided must utilize the financial, banking, or business expertise of the employee.

Applicants should report Community Services based on the administrative costs of providing such services. For staff time, use the number of hours contributed times the hourly rate of the staff member. For other administrative costs (e.g., such as printing costs for informational materials), Applicants should report the actual cost. In reporting the cost of Community Services, the Applicant should certify that the reported items are an accurate reflection of the actual costs incurred in delivering the service.

## **Distressed Community Financing Activities**

There are two sub-categories within the Distressed Community Financing Activities category. The sub-categories are Consumer Loans and Commercial Lending and Investments.

1. The Consumer Loans sub-category consists of the following activity types: (1) Affordable Housing Loans; (2) Education Loans; (3) Home Improvement Loans; and (4) Small Dollar Consumer Loans.
  - The award percentage for the Consumer Loans sub-category is 6% for non-CDFI Applicants and 18% for CDFI Applicants.
2. The Commercial Lending and Investments sub-category consists of the following activity types: (1) Affordable Housing Development Loans and Project Investments; (2) Commercial Real Estate Loans and Project Investments; and (3) Small Business Loans and Project Investments.
  - The award percentage for Commercial Lending and Investments sub-category is 3% for non-CDFI Applicants and 9% for CDFI Applicants.

## Distressed Community Determination

FY 2017 Applicants will continue to use the 2006-2010 American Community Survey eligibility data to determine if Qualified Activities occurred in a qualified BEA Distressed Community. Applicants applying for a BEA Program Award for performing Distressed Community Financing Activities or Service Activities must verify that the physical addresses of such activities at both the Baseline Period and Assessment Period are in Distressed Communities when completing their Application.

Applicants may use CIMS or the tabular BEA Program Eligibility Data located on the CDFI Fund's public website to determine the eligibility of a census tract and determine if they are located in a BEA Qualified Distressed Community. Applicants are strongly encouraged to read the FY 2017 BEA NOFA and FY 2017 BEA Program Application for additional information on BEA Qualified Distressed Community criteria for CDFI Partners and Applicants.

Applicants should also be aware that the BEA Program Electronic Application in AMIS will validate the census tract qualification status for transactions in the Distressed Community Financing Activities and Service Activities categories within approximately 24 hours. The physical addresses associated with the respective census tracts will be validated in AMIS after the Application is submitted. To ensure that these transactions will be considered during the Application review process, Applicants are encouraged to perform geocoding in CIMS to ensure physical addresses are associated with the correct census tract.

## Persistent Poverty Counties

Persistent Poverty Counties (PPCs) are defined as any county that has had 20 percent or more of its population living in poverty over the past 30 years, as measured by the 1990 and 2000 decennial censuses, and the most recent series of 5-year data available from the American Community Survey from the Census Bureau. The tabular BEA Program Eligibility Data which is located on the CDFI Fund's website has been updated and now indicates whether a census tract also meets "Persistent Poverty County" criteria. Applicants will be required to indicate the minimum and maximum percentage of the BEA Program Award that the Applicant will commit to investing in PPCs.

## Double Funding

A BEA Applicant may not submit as Qualified Activities any transactions funded with award proceeds from another CDFI Fund program. For example:

- JKL Bank is an insured depository institution and a certified CDFI with a Target Market consisting of a single neighborhood on the Southside of Chicago. It received a CDFI Program award from the CDFI Fund in September 2013. In November 2013, JKL Bank entered into an Assistance Agreement with the CDFI Fund. Shortly thereafter, the CDFI Fund disbursed the CDFI Program award to JKL Bank. The CDFI Program Assistance Agreement covers the period from January 1, 2014 through December 31, 2016. The three-year Comprehensive Business Plan submitted by JKL Bank as part of its CDFI Program Application states that JKL Bank will use its CDFI Program award to provide small business loans to its Target Market. JKL Bank's Target Market also happens to have some census tracts that are a BEA Qualified Distressed Community. Any small business loans JKL Bank made in the BEA Qualified Distressed Community with the CDFI Program award proceeds should not be submitted as BEA Program Qualified Activities because they are the same activities for which JKL Bank received a CDFI Program award.
- On September 30, 2013, PDQ Bank, an insured depository institution and a certified CDFI, received a CDFI Program award. In November 2013, PDQ Bank entered into an Assistance Agreement with the CDFI Fund. Shortly thereafter, the CDFI Fund disbursed the CDFI Program award to PDQ Bank. The CDFI Program Assistance Agreement covers the period from January 1, 2014 through December 31, 2016. The Comprehensive Business Plan submitted by PDQ Bank as part of its CDFI Program Application states that PDQ Bank will use its CDFI Program award to increase its home mortgage lending in its Investment Area. PDQ Bank's Investment Area also happens to have some census tracts that are a BEA Qualified Distressed Community. At the end of 2016, PDQ Bank found that in addition to increasing its home mortgage lending it had also increased its small business lending in the Investment Area and in the census tracts that are a BEA Qualified Distressed Community. PDQ Bank decided to seek a BEA Program award for the increase in small business lending in the BEA Qualified Distressed Community. The Comprehensive Business Plan submitted to the CDFI Fund did not discuss the bank using its CDFI Program award to provide small business loans. PDQ Bank is eligible to receive a BEA Program award based on the increase in small business loans because they are different than the activities for which PDQ Bank received the CDFI Program award.

## Estimated Award Amount

The Estimated BEA Program Award Amount Calculation in **Table 7: Estimated BEA Program Award Calculation** for which the Applicant may be eligible is based on the actual transactions submitted in **Table 6: Transactions to be Considered for an Award** for any individual activity type an Applicant is able to demonstrate an increase in from the Baseline Period to the Assessment Period. The actual transactions will be totaled by sub-category (for CDFI Related Activities and Distressed Community Financing Activities) or by category (for Service Activities), and the Estimated BEA Program Award Amount Calculation will be determined at the sub-category (for CDFI Related Activities and Distressed Community Financing Activities) or category (for Service Activities) level. Applicants determine, at their sole discretion, the number of actual transactions to submit in **Table 6: Transactions to be Considered for an Award**.

## Equity-Like Loans

For purposes of the FY 2017 BEA NOFA, Equity-Like Loans must have been provided by the Applicant or Subsidiary to a CDFI Partner and meet the following characteristics:

1. At the end of the initial term, the loan must have a definite rolling maturity date that is automatically extended on an annual basis if the CDFI borrower continues to be financially sound and carrying out a community development mission – unless the borrower and the bank mutually agree to terminate the agreement;
2. Periodic payments of interest and/or principal may only be made out of the CDFI borrower's available cash flow after satisfying all other obligations;
3. Failure to pay principal or interest (except at maturity) will not automatically result in a default under the loan agreement; and
4. The loan must be subordinated to all other debt except for other Equity-Like Loans.

Notwithstanding the foregoing, the CDFI Fund reserves the right to determine, on a case-by-case basis, whether a loan meets the aforementioned Equity-Like Loan characteristics.

## Individual Development Accounts (IDAs)

For both the Baseline Period and the Assessment Period, an Applicant may derive the total percentage of Low-and Moderate-Income individuals who are IDA account holders by: (1) providing a certification that such customers are Low-and Moderate-Income individuals and providing a brief analytical narrative with information describing how the Applicant determined that such customers were Low-and Moderate-Income individuals; or (2) provide a certification and brief analytical narrative that IDAs established for Project Participants by financial institutions, as published in Program Announcement OCS-2000-04 ("IDA Program Announcement") in the Federal Register (64 FR 69824) in Part II (G)(3) of the IDA Program Announcement, benefit Low- and Moderate Income individuals based on the requirements of the IDA Program.

## In-kind contributions

In-kind contributions to CDFIs (such as donation of equipment or office space) are not considered Qualified Activities and should not be reported.

## Letters of Credit

Instruments issued by an Applicant guaranteeing payment of a borrower's debt obligation (direct- pay letters of credit, stand-by letters of credit, revolving letters of credit, etc.) are not considered Qualified Activities and should not be reported.

## Mergers and Acquisitions

In the event of a merger or acquisition, the CDFI certification status will be based on the CDFI certification status of the surviving entity. The BEA Program Application should only be submitted by the surviving entity, regardless of whether or not the activities were performed prior to the merger or acquisition, or whether the activities were performed by the entity that is no longer in operation

The surviving entity / BEA Applicant should also ensure that the information in SAM.gov is updated to reflect the surviving entity's information and matches their AMIS organization profile. A Material Event Form should also be completed by the Applicant and submitted to the Certification, Compliance, Monitoring and Evaluation (CCME) division via AMIS Service Request.<sup>1</sup>

## Participation Loans

A participation loan is a loan that is made jointly by two or more lenders to a borrower. Some participation loans involve a promissory note that references all of the lenders to the transaction with each independently disbursing loan proceeds to the borrower. However, the most common form of participation loan involves one of the lenders serving as a "lead lender" or "agent" for the group. In this case, the borrower signs the note to the order of the lead lender, solely. The lead lender then disburses all loan proceeds and the borrower makes payments of principal and/or interest solely to the lead lender. The other "participating lenders" usually sign a "participation agreement" that outlines their agreement to fund a portion of the loan issued by the lead lender, their respective rights to loan proceeds, and the obligations of all parties to the transaction. The lead lender and all of the participating lenders generally sign this agreement. It is important to note that the disbursement of funds to the lead lender or agent to fund loans to third parties by one or more participating lenders (i.e., a loan pool) is not considered a Qualified Activity. A participation loan is treated as any other loan under the BEA Program. As such, it may qualify as either a CDFI Support Activity or a Distressed Community Financing Activity. In order for a participation loan to be considered a CDFI Support Activity, the borrower must be a CDFI that is Integrally Involved in a BEA Qualified Distressed Community and the monies drawn must be used to support the CDFI's activities. If the CDFI Partner is participating in, or otherwise facilitating, the loan transaction -- but is not the actual borrower -- the transaction will not be considered a CDFI Support Activity. In order for a participation loan to be considered a Distressed Community Financing Activity, the borrower or activity financed must be located in a BEA Qualified Distressed Community.

As with other loans, in order for a participation loan to be a Qualified Activity under the BEA Program, the loan must be closed and an initial disbursement made during the applicable Assessment Period. Thus, all parties to the transaction must sign and execute the loan documents within the Assessment Period specified in the FY 2017 BEA NOFA. If the transaction involves a participation agreement between two or more lenders, the agreement may be signed prior to or during the Assessment Period provided that the note or loan agreement is signed within the Assessment Period. A BEA Program Applicant will not receive a BEA Program award for a participation loan unless it is specifically named as a lender or party

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<sup>1</sup> The Material Event form is located at: [https://www.cdfifund.gov/Documents/Certification of Material Events Form.doc](https://www.cdfifund.gov/Documents/Certification%20of%20Material%20Events%20Form.doc)

to the original transaction on the note or the participation agreement. An Applicant will only receive credit for their share of the participation loan. An Applicant will not receive credit for purchasing a participation in a loan after the loan's origination.

Participation agreements between lenders may be in effect for multiple years, involve multiple loan agreements or notes, or involve multiyear disbursements of a single loan. While a participation agreement among lenders may be executed prior to an applicable Assessment Period, a BEA Program Applicant can only receive an award for a loan funding a particular Qualified Activity closed during the Assessment Period. Thus, a transaction involving the disbursement of a loan closed prior to the beginning of or after the end of the applicable Assessment Period is not considered a Qualified Activity.

In some cases, a group of lenders may choose to renew or extend the term of a participation loan that is expected to expire during an applicable Assessment Period. As is the case with all renewed loans under the BEA Program, in the case of a loan that matures, is fully paid and is then renewed during the Assessment Period, the Applicant will be ineligible to receive the full value of its share of the principal amount of the renewed participation loan. However, in the case of a participation loan that is not set to expire during the Assessment Period but is refinanced, the BEA Program Applicant will be eligible to receive only the value of its share of any increase in the principal amount of the refinanced loan.

## Renewals

Loans renewed during the Baseline Period or the Assessment Period are not considered Qualified Activities and should not be reported. However, Certificates of Deposit to CDFI Partners renewed after the previous three-year term has expired during the applicable Assessment Period are a Qualified Activity if they meet the requirements specified in the FY 2017 BEA NOFA. Applicants will need to provide documentation indicating the first issuance date and renewal date of the Certificate of Deposit.

## Refinancing

The Refinancing of loans falls into two broad categories, the refinancing of existing loans within an Applicant's loan portfolio and the refinancing of loans from an institution that is not affiliated with the Applicant.

### Loans within an Applicant's Portfolio

Refinancing of loans (including fixed rate and adjustable rate mortgages) by the Applicant may be valued only at the amount of increase to the principal amount of the loan (i.e., the new credit available). For example, if an Applicant originally financed a loan for \$100,000 and the borrower subsequently wanted to refinance the loan and increase the amount borrowed to \$125,000, the Applicant can only claim the increase in the principal amount of \$25,000.

In order to meet the Qualified Activity requirement specified in the FY 2017 BEA NOFA, supporting documentation must be provided to demonstrate the increase in principal amount. Transactions that do not clearly demonstrate the increase in principal amount may be disqualified entirely.

### Loans from an Unaffiliated Institution

Existing loans from an unaffiliated institution that are refinanced by a BEA Program Applicant are considered new activities for the BEA Program Applicant and can be submitted as such for the full

principal amount of the loan. For example, if an Applicant refinanced and paid off a loan to a small business borrower that was with an unaffiliated institution with a loan balance of \$100,000, the loan would be considered a new loan for the Applicant and the Applicant would be able to claim the full principal balance of \$100,000 as an increase amount. The key factor here being that the loan was new to the Applicant. In order to meet the Qualified Activity requirement specified in the FY 2017 BEA NOFA, supporting documentation must be provided to demonstrate that the new principal amount was used to pay off an existing loan with an unaffiliated institution.

## Reporting BEA Qualified Activities

Applicants are required to complete Table 5 – Reporting BEA Qualified Activities. Applicants are required to report total Baseline Period and Assessment Period Amounts for every activity type within the category or sub-category for which a BEA Program Award is being sought. This includes individual activity types in which an Applicant is not able to demonstrate an increase and for which it is not seeking a BEA Program Award. When completing Table 5 – Reporting BEA Qualified Activities, Applicants must report **all BEA Program Qualified Activities** which occurred in **all BEA Eligible Census Tracts**.

Example:

An Applicant is seeking a BEA Program Award for Small Business Loans. Small Business Loans is an activity type within the Distressed Community Financing Activities sub-category of Commercial Loans and Investments. The correct way for this Applicant to complete Table 5 – Reporting BEA Qualified Activities, will be to report the total Baseline Period and Assessment Period amounts for every activity type within the Distressed Community Financing Activities subcategory of Commercial Loans and Investments (Affordable Housing Development Loans, Commercial Real Estate Loans, and Small Business Loans), even if the Applicant is not able to demonstrate an increase in the other activity types and is not seeking an award for the other activity types. When reporting the Baseline Period and Assessment Period amounts, the Applicant is further instructed to include **all BEA Program Qualified Activities** which occurred in **all BEA Eligible Census Tracts** when reporting Baseline Period and Assessment Period amounts for each of the activity types.

## Service Activities

The CDFI Fund has increased the per unit value of the following Targeted Financial Services in the Service Activities category:

- New ATM: from \$25,000 to \$50,000
- New branch opened in a BEA Distressed Community: from \$250,000 to \$500,000

## Technical Assistance

Technical assistance provided by an Applicant to a CDFI must be reported based on the administrative cost of providing the services. For staff time, report the number of hours contributed times the hourly rate of the staff member. For other administrative costs (such as printing costs for informational materials), report the actual cost. An Applicant should submit an itemized list of costs that it is seeking to be

considered as a Qualified Activity. In reporting the cost of technical assistance activities, the Applicant should certify that the reported items are an accurate reflection of the actual costs incurred in delivering the service.

### **Technical Assistance or IDA Match Contributions**

An Applicant should report financial literacy training or other types of technical assistance provided to Electronic Transfer Account (ETA) or Individual Development Account (IDA) holders as Community Services in the Services Activity Category. An Applicant should also report funds provided to match IDAs, either directly or through a non-profit entity, as Community Services in the Services Activities Category.

# FREQUENTLY ASKED QUESTIONS

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## WHAT IS THE AWARDS MANAGEMENT INFORMATION SYSTEM (AMIS)?

AMIS is the CDFI Fund's enterprise-wide business system. It is the primary way that the CDFI Fund interfaces with Applicants and Award Recipients.

## WHERE CAN I FIND GUIDANCE ON AMIS? WHAT RESOURCES ARE AVAILABLE?

Prior to starting the BEA Program Electronic Application in AMIS, Applicants should review the following AMIS Training Manuals: (1) 'Getting Started – Navigating AMIS'; and (2) 'BEA Program Application Submission'. These resources are located on the AMIS Training page of the CDFI Fund's website and can be accessed using the following link: <https://amis.cdfifund.gov/s/Training>.

## DO I NEED AN AMIS ACCOUNT IN ORDER TO APPLY FOR A BEA PROGRAM AWARD?

Yes. An AMIS account is required in order to apply for a BEA Program Award. If you do not currently have an account, you will need to register in AMIS and create an account. Applicants with existing AMIS accounts should make sure that the information is up to date and current before beginning their BEA Program Electronic Application in AMIS.

## HOW DO I CREATE AN AMIS ACCOUNT?

For guidance on creating an AMIS account, please visit the AMIS Homepage: <https://amis.cdfifund.gov/s/AMISHome>

## WILL I HAVE AN OPPORTUNITY TO REVISE OR AMEND MY BEA PROGRAM ELECTRONIC APPLICATION ONCE IT'S BEEN SUBMITTED IN AMIS?

No. Applicants will not be able to revise or amend the BEA Program Electronic Application once it has been submitted in AMIS. Prior to submitting the BEA Program Electronic Application and required attachments through AMIS, be sure to verify that the information provided is complete and accurate.

Failure to provide complete and accurate information may negatively impact the evaluation of the BEA Program Electronic Application. The CDFI Fund also reserves the right to reject an application if information submitted through AMIS is determined to be inaccurate.

## IF I HAVE QUESTIONS ABOUT AMIS, WHO CAN I CONTACT?

Please contact the AMIS Helpdesk at 202-653-0422 or [AMIS@cdfi.treas.gov](mailto:AMIS@cdfi.treas.gov)

## IF I HAVE QUESTIONS ABOUT THE BEA PROGRAM APPLICATION, WHO CAN I CONTACT?

There are a number of resources available to you, depending on the nature of your question. For technical questions about the 2017 BEA Application or BEA Program rules, please submit a Service Request via your Organization's AMIS account.

Please refer to "Contact the CDFI Fund" section of the FY 2017 BEA Program Application for phone numbers, email addresses and websites.

For Grants.gov submission and/or technical issues, please contact Grants.gov directly at (800) 518-4726 or [support@grants.gov](mailto:support@grants.gov).

#### HOW DO I SUBMIT MY APPLICATION? WHEN IS THE DEADLINE?

Please refer to the Application Submission Requirements and Deadlines section of the FY 2017 BEA Program Application for detailed information. The Application is organized into two parts, which have different submission procedures and deadlines:

**Part I:** The following must be submitted via Grants.gov by: November 16, 2017, 11:59 pm ET

- Application for Federal Assistance Standard Form (SF 424) – with electronic signature.
- Electronic attachments (MS Word Templates and MS Excel Charts).

**Part II :** The following must be completed and submitted via AMIS by: November 30, 2017, 11:59 pm ET

- BEA Program Electronic Application Submission.
  - Application Information and Questions – Follow AMIS instructions for uploading supporting documentation for transactions, when applicable.

Please note that Applications sent by mail, facsimile or email will not be accepted, unless the Applicant had previously requested a paper version of the Application materials from the CDFI Fund as described in Section IV. A. of the FY 2017 BEA NOFA.

#### WHAT IF MY CDFI CERTIFICATION STATUS AS LISTED IN AMIS IS INACCURATE?

Submit a CDFI Certification Service Request (SR) within AMIS. For the SR, select “General Inquiry” for the record type, and select “CDFI Cert – General Question” for the type, prior to the date noted in the NOFA for the last day to contact CCME staff.

#### HOW DO I KNOW IF AN ORGANIZATION IS A CDFI PARTNER?

See the definition of CDFI Partner in the FY 2017 BEA NOFA and in Appendix 1. Glossary of terms located at the end of this document.

#### HOW DO I DEMONSTRATE THAT MY CDFI PARTNER IS INTEGRALLY INVOLVED IN A DISTRESSED COMMUNITY?

Applicants must provide evidence that each CDFI Partner that is the recipient of CDFI Support Activities is Integrally Involved in a Distressed Community by submitting the “Integral Involvement Form for CDFI Support Activity.” Proof of Integral Involvement can be obtained from the CDFI Partner at the time the transaction is closed (or after) and will be submitted as supporting documentation by the Applicant.

#### MY ORGANIZATION SUBMITTED AN FY 2016 BEA PROGRAM APPLICATION. WHEN PREPARING OUR FY 2017 APPLICATION, SHOULD THE BASELINE PERIOD AMOUNTS IN OUR FY 2017 APPLICATION BE THE SAME AS THE ASSESSMENT PERIOD AMOUNTS REPORTED IN OUR ORGANIZATION’S FY 2016 APPLICATION?

It depends. Transactions reported in an Applicant's FY 2016 BEA Application may have been eliminated or changed as a result of the CDFI Fund's review. There are numerous reasons that a transaction may be eliminated or changed. For example, a transaction reported in a census tract that does not qualify would be eliminated by the CDFI Fund. Another good example is the elimination of a transaction because the Applicant failed to attach the required supporting documentation. Therefore, applicants that applied in FY 2016 and that are once again applying in FY 2017 should take all of this information into consideration, along with the guidance provided in the Application for "Table 5: Reporting BEA Qualified Activities" when stating its various Baseline Period amounts.

Applicants should also review the new guidance and requirements that have been implemented for FY 2017 as this may also impact their Baseline Period amounts. For example, effective for the FY 2017 round, Affordable Housing Loans will be capped at a Total Dollar Value of \$500,000 or less. Therefore, Applicants that applied with this activity in FY 2016 would need to take this new, FY 2017 guidance into consideration when determining their FY 2017 Baseline Period amounts.

#### WHAT ARE THE DOCUMENTATION REQUIREMENTS FOR BEA QUALIFIED ACTIVITIES?

See QUALIFIED ACTIVITY DOCUMENTATION section in the FY 2017 BEA Program Application for detailed Qualified Activity documentation requirements. The instructions are comprehensive and provide the specific requirement for each Qualified Activity in the CDFI Related Activities, Distressed Community Financing Activities and Service Activities categories.

#### WHAT IS THE AWARD PERCENTAGE FOR CONSUMER LOANS AND COMMERCIAL LOANS AND INVESTMENTS?

The award percentage for the Consumer Loans sub-category is 6% for non-CDFI Applicants and 18% for CDFI Applicants.

The award percentage for Commercial Loans and Investments sub-category is 3% for non-CDFI Applicants and 9% for CDFI Applicants.

#### CAN BANK HOLDING COMPANIES APPLY FOR BEA?

No. Depository Institution Holding Companies are not able to apply for a BEA Program award on behalf of their subsidiary banking institutions.

#### ARE LEVERAGE LOANS USED IN NEW MARKETS TAX CREDIT TRANSACTIONS CONSIDERED A BEA QUALIFIED ACTIVITY?

Yes. Leverage loans used in New Markets Tax Credit (NMTC) transactions can be considered a Distressed Community Financing Activity if the borrower is located in a BEA Qualified Distressed Community and the transaction meets BEA Interim Rule and FY 2017 BEA NOFA requirements. See page 46 of the FY 2017 BEA Program Application for supporting documentation requirements for NMTC transactions.

#### WHAT IS CONSIDERED AN "AFFORDABLE LOAN" IN THE CONSUMER LOANS SUB-CATEGORY?

The CDFI Fund has not specifically defined the term affordable, however, since consumer loans serve as "available alternatives to the marketplace," it would be considered appropriate to compare the bank's

rates and terms with what is typically offered in the bank's service area. Please note that there is a cap of \$500,000.00 to the Total Dollar Value for the Affordable Housing Loans activity type. Applicants should not report Affordable Housing Loans that exceed this amount as they will not be considered a BEA Qualified Activity.

#### WHAT DOES THE BEA PROGRAM CONSIDER A "SMALL BUSINESS" FOR SMALL BUSINESS LOANS AND PROJECT INVESTMENTS?

See QUALIFIED ACTIVITY DOCUMENTATION – DISTRESSED COMMUNITY FINANCING ACTIVITIES Section of the FY 2017 BEA Program Application which summarizes the criteria used to determine a small business loan. It must be a loan:

1. Used for commercial or industrial purposes (other than an Affordable Housing Loan, Affordable Housing Development Loan, Commercial Real Estate Loan, or Home Improvement Loan)
2. To a business or farm that either:
  - a. Meets the size eligibility standards of the Small Business Administration's Development Company of Small Business Investment Company programs (13 C.F.R. 121.301); or
  - b. Has gross annual revenues of \$1 million or less, and is located in a BEA Distressed Community.

#### HOW DO I DEMONSTRATE THAT A TRANSACTION WAS PERFORMED IN A BEA DISTRESSED COMMUNITY IF CIMS3 DOESN'T RECOGNIZE OR GEOCODE THE EXACT ADDRESS?

Occasionally, CIMS may recognize or geocode an address in a slightly different format than what is recorded on an Applicant's supporting documentation. Please see the following example:

A borrower's address listed on the loan agreement says "1234 Jones Highway 1, Anytown, AL 56789". During the geocoding process, CIMS indicates the address is "1234 US-1, Anytown, AL 56789". The Applicant should do the following when entering the address into the electronic application in AMIS:

1. Use the address geocoded in CIMS: "1234 US-1, Anytown, AL 56789";
2. Ensure that the census tract reads as "Qualified" in AMIS;
3. When providing supporting documentation for that particular transaction, include a brief note which indicates: (1) the physical address per supporting documentation was not recognized in CIMS, and (2) a geocoding conversion was required in order to generate the accurate census tract where the property is located. **NOTE: The CDFI Fund will review the documentation to ensure the physical address aligns with what was entered in CIMS.**

## APPENDIX 1: BEA GLOSSARY OF TERMS

TERM	DEFINITION
Act	The Community Development Banking and Financial Institutions Act of 1994, as amended (12 U.S.C. 4701 et seq.)
Affiliate	Any company that controls, is controlled by, or is under common control with another company or any entity otherwise identified as an Affiliate by the Applicant in its BEA Application.
Affordable Housing Development Loan and Project Investment	<p>The origination of a loan to finance the acquisition, construction, and/or development of single- or multi-family residential real property, where at least 60 percent of the units in such property are affordable, as may be defined in the applicable NOFA, to Eligible Residents who meet Low- and Moderate-Income requirements.</p> <p>NOTE: A loan for, or project investment in, single-family housing or multifamily housing development projects should be reported as Affordable Housing Development Loans and Project Investments, rather than as Commercial Real Estate transactions</p>
Affordable Housing Loan	The origination of a loan to finance the purchase or improvement of the borrower's primary residence, and that is secured by such property, where such borrower is an Eligible Resident who meets Low- and Moderate-Income requirements. Affordable Housing Loan may also refer to second (or otherwise subordinated) liens or "soft second" mortgages and other similar types of down payment assistance loans, but may not necessarily be secured by such property originated for the purpose of facilitating the purchase or improvement of the borrower's primary residence, where such borrower is an Eligible Resident who meets Low- and Moderate-Income requirements.
AMIS	The Awards Management Information System, which is administered by the CDFI Fund.
Applicant	Any insured depository institution (as defined in section 3(c)(2) of the Federal Deposit Insurance Act (12 U.S.C. §1813)) that is applying for a Bank Enterprise Award.
Appropriate Federal Banking Agency	Has the same meaning as in section 3 of the Federal Deposit Insurance Act (12 U.S.C. §1813).

<b>TERM</b>	<b>DEFINITION</b>
Assessment Period	An annual or semi-annual period specified in the applicable Notice of Funds Availability in which an Applicant will carry out, or has carried out, Qualified Activities.
Authorized Representative	An officer, or other individual, who has the actual authority to sign for and make representations on behalf of the Applicant.
Award Agreement	A formal agreement between the CDFI Fund and a Recipient pursuant to § 1806.500 of the BEA Interim Rule.
Award Recipient	An Applicant that receives a BEA Program Award pursuant to the Interim Rule and the applicable NOFA.
Bank Enterprise Award (or BEA Program Award)	An award made to an Applicant through the BEA Program.
Baseline Period	An annual or semi-annual period specified in the applicable NOFA in which an Applicant has previously carried out Qualified Activities.
CDFI Fund	The Community Development Financial Institutions Fund established pursuant to Section 104(a)(12 U.S.C. 4703(a)) of the Act.
CDFI Partner	A Community Development Financial Institution that has been provided assistance in the form of CDFI Related Activities by an unaffiliated Applicant.
CDFI Related Activities	Equity Investments, Equity-Like Loans and CDFI Support Activities
CDFI Support Activities	Assistance provided by an Applicant or its Subsidiary to a CDFI that meets criteria set forth by the CDFI Fund in the applicable NOFA and that is Integrally Involved in a Distressed Community, in the form of the origination of a loan, Technical Assistance, or deposits if such deposits are: (1) Uninsured and committed for a term of at least three years; or (2) Insured, committed for a term of at least three years, and provided at an interest rate that is materially (in the determination of the CDFI Fund) below market rates.
Certificate of Deposit	Placed by an Applicant or its Subsidiary in an FDIC-insured CDFI whereby such deposit is: (1) uninsured and committed for a term of at least three years; or (2) insured, committed for a term of at least three

TERM	DEFINITION
	<p>years, and provided at an interest rate that is Materially Below Market Rates, as determined in the relevant NOFA. Deposits at FDIC-insured institutions are insured up to at least \$250,000 per depositor until December 31, 2016.</p> <p>Determination of insured or uninsured is determined at the time of issuance and will be counted for the entire three years.</p>
Commercial Loans and Investments	This sub-category consists of Affordable Housing Development Loans, Small Business Loans and related Project Investments; and Commercial Real Estate and related Project Investments
Commercial Real Estate Loans and related Project Investments	An origination of a loan (other than an Affordable Housing Development Loan or Affordable Housing Loan) that is secured by real estate and used to finance the acquisition or rehabilitation of a building in a Distressed Community, or the acquisition, construction and or development of property in a Distressed Community, used for commercial purposes.
Community Development Financial Institution (CDFI)	An entity that has been certified as a CDFI under § 1805.201 of Community Development Financial Institutions Program regulations by the date specified in the applicable NOFA.
Community Facilities Loan	A new origination of a loan used to finance the acquisition, development or renovation of facilities where health care, child care, educational, social services, or religious services are provided. Reported under Commercial Real Estate Loans.
Community Services	<p>The following forms of assistance provided by officers, employees, or agents (contractual or otherwise) of the Applicant:</p> <p>(1) provision of Technical Assistance and financial education to Eligible Residents on managing their personal finances; (2) provision of Technical Assistance and consulting services to newly formed small businesses located in the Distressed Community; (3) provision of Technical Assistance and financial education to, or servicing the loans of, homeowners who meet Low- or Moderate-Income requirements and that are Eligible Residents homeowners (4) other services provided to Eligible Residents who meet Low- and Moderate-Income requirements or enterprises that are Integrally Involved in a Distressed Community, as deemed appropriate by the CDFI Fund.</p>
Consumer Loans	The Consumer Loans' sub-category consist of Affordable Housing Loans, Education Loans, Home Improvement Loans; and Small Dollar Consumer Loans.

<b>TERM</b>	<b>DEFINITION</b>
Deposit Liabilities	Time or savings deposits or demand deposits. Any such deposit must be accepted from Eligible Residents at the offices of the Applicant or of the Subsidiary of the Applicant and located in the Distressed Community. Deposit Liabilities may only include deposits held by individuals in transaction accounts (e.g., demand deposits, negotiable order of withdrawal accounts, automated transfer service accounts, and telephone or preauthorized transfer accounts) or non-transaction accounts (e.g., money market deposit accounts, other savings deposits, and all time deposits), as defined by the Appropriate Federal Banking Agency.
Depository Institution Holding Company	A bank holding company or a savings and loan holding company as defined in section 3 of the Federal Deposit Insurance Act (12 U.S.C. 1813 (w)(1)).
Development Service Activities	Activities that promote community development and are integral to the Applicant's provision of financial products and Financial Services. Such services shall prepare or assist current or potential borrowers or investees to utilize the financial products or Financial Services of the Applicant. Development Service Activities include financial or credit counseling to individuals for the purpose of facilitating home ownership, promoting self-employment, or enhancing consumer financial management skills; or technical assistance to borrowers or investees for the purpose of enhancing business planning, marketing, management, and financial management skills.

TERM	DEFINITION
Distressed Community	<p>A geographic community that meets the minimum area eligibility requirements specified in § 1806.401, and such additional criteria as may be set forth in the applicable NOFA. NOTE: A Distressed Community must meet the following minimum area eligibility requirements:</p> <p>Geographic requirements. A Distressed Community must be a geographic area: (i) that is located within the boundaries of a Unit of General Local Government; (ii) the boundaries of which are contiguous; and (iii) the area must (A) have a population of not less than 4,000 if any portion of the area is located within a Metropolitan Area with a population of 50,000 or greater; or (B) have a population of not less than 1,000 if no portion of the area is located within a Metropolitan Area with a population of 50,000 or greater; or (C) be located entirely within an Indian Reservation.</p> <p>Distress requirements. A Distressed Community must be a geographic area where: (i) at least 30 percent of the Eligible Residents have incomes that are less than the national poverty level, as published by the U.S. Bureau of the Census in the most recent decennial census; and (ii) the unemployment rate is at least 1.5 times greater than the national average, as determined by the 2010 U.S. Bureau of Labor Statistics' most recent data (including estimates of unemployment developed using the 2010 U.S. Bureau of Labor Statistics' Census Share calculation</p>
Distressed Community Financing Activities	Affordable Housing Loans, Affordable Housing Development Loans and related Project Investments; Education Loans; Commercial Real Estate Loans and related Project Investments; Home Improvement Loans; Small Business Loans and related Project Investments; and Small Dollar Consumer Loans.
Education Loan	An advance of funds to a student, who is an Eligible Resident, for the purpose of financing a college or vocational education.
Electronic Transfer Account (ETA)	An account meeting the requirements, and with respect to which the Applicant has satisfied the requirements, set forth in the Federal Register on July 16, 1999 at 64 FR 38510, as such requirements may be amended from time to time. NOTE: All Insured Depository Institutions that offer ETAs must do so pursuant to the requirements set forth in an agreement with the U.S. Department of the Treasury.
Eligible Resident	An individual that resides in a Distressed Community.
Estimated BEA Program Award Calculation	Estimated BEA Program Award Calculation is based on the actual transactions submitted for any individual activity in which an Applicant is able to demonstrate an increase from the Baseline Period to the Assessment Period. The actual transactions for Distressed Community

TERM	DEFINITION
	Financing Activities and CDFI Related Activities will be totaled by sub-category and the estimated award amount will be determined at the sub-category level. The Service Activities will be totaled at the category level and estimated award determined at the category level.
Equity Investment	Financial assistance provided by an Applicant or its Subsidiary to a CDFI, which meets such criteria set forth in the applicable NOFA. The financial assistance must be in the form of a grant, a stock purchase, a purchase of a partnership interest, a purchase of a limited liability company membership interest, or any other investment deemed to be an Equity Investment by the CDFI Fund.
Equity-Like Loans	Loans provided by an Applicant or its Subsidiary to a CDFI, and made on such terms that it has characteristics of an Equity Investment that meets such criteria as set forth in the applicable NOFA.
Financial Services	Check-cashing, providing money orders and certified checks, automated teller machines, safe deposit boxes, new branches including school-based branches, and other comparable services as may be specified by the CDFI Fund in the applicable NOFA, that are provided by the Applicant to Eligible Residents who meet Low- and Moderate-Income requirements or enterprises that are Integrally Involved in the Distressed Community.
Geographic Units	Counties (or equivalent areas), incorporated places, minor civil divisions that are units of local government, census tracts, block numbering areas, block groups, and Indian Areas or Native American Areas (as each is defined by the U.S. Bureau of the Census), or other areas deemed appropriate by the CDFI Fund.
Home Improvement Loan	An advance of funds, either unsecured or secured by a one-to-four family residential property, the proceeds of which are used to improve the borrower's primary residence, where such borrower is an Eligible Resident who is Low- and Moderate-Income.
Indian Reservation	A geographic area that meets the requirements of section 4(10) of the Indian Child Welfare Act of 1978 (25 U.S.C. 1903(10)), and shall include land held by incorporated Native groups, regional corporations, and village corporations, as defined in and pursuant to the Alaska Native Claims Settlement Act (43 U.S.C. 1601 et seq.), public domain Indian allotments, and former Indian Reservations in the State of Oklahoma.
Individual Development Accounts (IDA)	A special savings account that matches the deposits of Residents who meet Low- and Moderate-Income requirements individuals and that enables such individuals to save money for a particular financial goal including, but not limited to, and as determined by the CDFI Fund: buying a home, paying for post-secondary education, or starting or expanding a small business.

TERM	DEFINITION
Insured Depository Institution	<p>Any bank or thrift, the deposits of which are insured by the Federal Deposit Insurance Corporation.</p> <p>NOTE: An Applicant must be insured by the date specified in the applicable NOFA to be considered eligible to apply.</p>
Integrally Involved	<p>For a CDFI Partner, having provided or transacted the percentage of financial transactions or dollars (i.e., loans or Equity Investments), or Development Service activities, in the Distressed Community identified by the Applicant or the CDFI Partner, as applicable, or having attained the percentage of market share for a particular product in a Distressed Community, set forth in the applicable NOFA.</p>
Low- and Moderate-Income	<p>Low- and Moderate Income is income that does not exceed 80 percent of the median income of the area involved, according to the U.S. Census Bureau 2010 data.</p>
Materially Below Market Rates	<p>An annual percentage rate that does not exceed 100 percent of yields on Treasury securities at constant maturity as interpolated by Treasury from the daily yield curve and available on the Treasury website at <a href="http://www.treas.gov/offices/domestic-finance/debt-management/interest-rate/yield.shtml">www.treas.gov/offices/domestic-finance/debt-management/interest-rate/yield.shtml</a>.</p> <p>Note: The rate on the website is updated daily at approximately 5:30 p.m. Eastern Time. Deposits closed prior to that time may use the rate posted for the previous day.</p>
Metropolitan Area	<p>An area designated as such (as of the date of the application) by the Office of Management and Budget pursuant to 44 U.S.C. 3504(e)(3), 31 U.S.C. 1104(d), and Executive Order 10253 (3 C.F.R., 1949-1953 Comp., p. 758), as amended.</p>
Minority Depository Institution	<p>As defined by the Federal Deposit Insurance Corporation, any entity in which 51 percent or more of the voting stock is owned by socially and economically disadvantaged individuals as defined as Black, Asian, Hispanic, Native American, Native Alaskan, and Native Hawaiian. Depository institutions shall also be considered minority depository institutions if a majority of the Board of Directors is minority and the community that the institution serves is predominantly minority.</p>
Multi-Family Loan	<p>A new origination of a loan secured by a five-or more family residential property and financing related to the construction or rehabilitation of such property.</p>

TERM	DEFINITION
Notice of Funding Availability (NOFA)	The public notice of funding opportunity that announces the availability of BEA Program Award funds for a particular funding round and that advises prospective Applicants with respect to obtaining application materials, establishes application submission deadlines, and establishes other requirements or restrictions applicable for the particular funding round.
Performance Period	The period beginning with the Effective Date through the first full consecutive calendar year after the Effective Date (or such other period may be established by the CDFI Fund), during which a Award Recipient must meet its Performance Goal, or such other period as may be established by the CDFI Fund. The Performance Period is specified in the BEA Program Award Agreement.
Persistent Poverty County	Any county that has had 20 percent or more of its population living in poverty over the past 30 years, as measured by the 1990 and 2000 decennial censuses, and the most recent series of 5-year data available from the American Community Survey from the Census Bureau.
Priority Factor	A numeric value assigned to each type of activity within each category of Qualified Activity, as established by the CDFI Fund in the applicable NOFA. A priority factor represents the CDFI Fund's assessment of the degree of difficulty, the extent of innovation, and the extent of benefits accruing to the Distressed
Project Investment	Providing financial assistance in the form of a purchase of stock, limited partnership interest, other ownership instrument, or a grant to an entity that is Integrally Involved in a Distressed Community and formed for the sole purpose of engaging in a project or activity, approved by the CDFI Fund, including Affordable Housing Development Loans, Affordable Housing Loans, Commercial Real Estate Loans, and Small Business Loans.
Qualified Activities	CDFI Related Activities, Distressed Community Financing Activities, and Service Activities.
Reporting Period	The period during which an Applicant may disburse on its Qualified Activities. An Applicant may only measure the amount of a Qualified Activity that it reasonably expects to disburse to an investee, borrower, or other recipient within one year of the end of the applicable Assessment Period, or such other period as may be set forth by the CDFI Fund in the applicable NOFA.

TERM	DEFINITION
Safe Transaction Accounts	Based on the FDIC ( <i>31 C.F.R. § 1020.220</i> ), Safe Transaction Accounts are accounts whose rates and fees are transparent, reasonable and proportional to costs and are accessible to banking services that feature FDIC insurance, and the protections afforded by applicable federal and state consumer protection laws, regulations, and guidelines.
Service Activities	Deposit Liabilities; Financial Services; Community Services; Targeted Financial Services; and Targeted Retail Savings/Investment Products.
Single-Family Loan	A new origination of a loan secured by a one- to four-family residential property, including townhouses for purchase and financing related to the construction or rehabilitation of single- family residences.
Small Business Loan	An origination of a loan used for commercial or industrial activities (other than an Affordable Housing Loan, Affordable Housing Development Loan, Commercial Real Estate Loan, Home Improvement Loan) to a business or farm that meets the size eligibility standards of the Small Business Administration's Development Company or Small Business Investment Company programs (13 C.F.R. 121.301) and is located in a Distressed Community.
Small Dollar Consumer Loan	<p>Affordable consumer lending products that serve as available alternatives in the marketplace for individuals who are Eligible Residents who meet Loan-and Moderate-Income requirements and meet criteria further specified in the applicable NOFA.</p> <p>NOTE: For the FY 2017 round, Small Dollar Consumer Loans have a total principal value between \$500 and \$5,000 and have a term of ninety (90) days or more.</p>
Subsidiary	Has the same meaning as in section 3 of the Federal Deposit Insurance Act, except that a CDFI shall not be considered a subsidiary of any insured depository institution or any depository institution holding company that controls less than 25 percent of any class of the voting shares of such corporation and does not otherwise control, in any manner, the election of a majority of directors of the corporation.
Targeted Financial Services	Electronic Transfer Accounts, Individual Development Accounts, Safe Transaction Accounts, Youth Transaction Accounts and such other similar banking products as may be specified by the CDFI Fund in the applicable NOFA.
Targeted Retail Savings/Investment Products	Certificates of deposit, mutual funds, life insurance, and other similar savings or investment vehicles targeted to Eligible Residents, as may be specified by the CDFI Fund in the applicable NOFA.

<b>TERM</b>	<b>DEFINITION</b>
Technical Assistance	The provision of consulting services, resources, training, and other nonmonetary support relating to an organization, individual, or operation of a trade or business, as may be specified by the CDFI Fund in the applicable NOFA.
Unit of General Local Government	Any city, county town, township, parish, village or other general- purpose political subdivision of a State or Commonwealth of the United States, or general-purpose subdivision thereof, and the District of Columbia.
Youth Transaction Account	Youth Transaction Accounts are deposit accounts held in an Insured Depository Institution opened by or for one or more minor children of an Eligible Resident, and which may be linked to a financial education program