



FY 2022 CDFI Program & NACA Program Financial Assistance (FA) Application Webinar Workshop

Presented By

CDFI Program & NACA Program Team
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COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS FUND

www.cdfifund.gov

Topics We Won't Be Covering Today...



- Reasons why your organization was unsuccessful in prior award rounds.
- Instructions on how to enter data into an Application in the CDFI Fund's Award Management Information System (AMIS).
- Matching Funds questions specific only to your organization (for FA Applicants only).

Agenda



CDFI Fund Overview and FY 2022 CDFI & NACA Programs Overview

Preparing your Application

Completing the Narrative Responses and Application Data

Overview of Matching Funds and Supplemental Information

Application Review Selection, Process, and Reminders

Note: Capitalized terms not defined herein shall have the meaning specified in the applicable CDFI Program or NACA Program Notice of Funds Availability (together, NOFAs).

CDFI Fund Overview



OUR MISSION

The CDFI Fund's mission is to expand economic opportunity for underserved people and communities by supporting the growth and capacity of a national network of community development lenders, investors, and financial service providers.

CDFI Fund Overview



OUR VISION

The vision of the CDFI Fund is an America in which all people and communities have access to the investment capital and financial services they need to prosper.

CDFI Fund Overview



- The CDFI Fund accomplishes its mission by investing in and supporting CDFIs, Community Development Entities (CDEs), and other community development organizations through the:
 - CDFI Program and Native American CDFI Assistance (NACA) Program
 - Bank Enterprise Award (BEA) Program
 - New Markets Tax Credit (NMTC) Program
 - CDFI Bond Guarantee Program (BGP)
 - Capital Magnet Fund (CMF)
 - Small Dollar Loan Program (SDLP)
 - Economic Mobility Corps (EMC)
 - CDFI Rapid Response Program (CDFI RRP)

CDFI Fund Overview



CDFI Program and NACA

Program Purpose:

- To promote economic revitalization and community development through investment in and assistance to CDFIs.
- To build the capacity of for-profit and non-profit community based lending organizations to serve rural and urban low-income people, and communities across the nation that lack adequate access to affordable financial products and services.



Photo credit: Native Nations Institute

CDFI Fund Overview



Types of Certified CDFIs:

- Loan Funds
- Credit Unions (including State-Insured Credit Unions)
- Banks and Depository Institution Holding Companies
- Venture Capital Funds

CDFI Program & NACA Program: Certification Categories



Certification Categories:

- Certified CDFIs
- Emerging CDFIs
- Sponsoring Entities (NACA Program Only)

Note: Please refer to Table 5 of the CDFI Program and/or NACA Program NOFA for the definitions of these Applicant types.

Certified CDFIs



- A **Certified** CDFI is an entity that the CDFI Fund has officially notified that it meets all CDFI Certification requirements.

Each CDFI or NACA Program Applicant must be a Certified CDFI as of the publication date of the NOFA in the Federal Register.

The CDFI Fund will consider an Application submitted by an Applicant that has pending noncompliance issues with its Annual Certification Report if the CDFI Fund has not yet made a final compliance determination.

If a Certified CDFI loses its certification at any point prior to the award announcement, the Application will be deemed ineligible and no longer be considered by the CDFI Fund.

CDFI Program & NACA Program: Types of Awards



- Financial Assistance (FA), which includes:
 - Base Financial Assistance (Base-FA)
 - *May also include the following as a supplement to the Base-FA*:*
 - Persistent Poverty Counties – Financial Assistance (PPC-FA)
 - Disability Funds – Financial Assistance (DF-FA)
 - Healthy Food Financing Initiative – Financial Assistance (HFFI-FA)
- Technical Assistance (TA)

*The PPC-FA, DF-FA, and HFFI-FA Applications will be evaluated independently from the Base-FA Application, and will not affect the Base-FA Application evaluation or Base-FA award amount. See the applicable FY 2022 Notice of Funds Availability (NOFA) for more information.

FY 2022 CDFI Program: Financial Assistance



CDFI Program Base Financial Assistance (Base-FA)

Eligibility	<ul style="list-style-type: none"> • Certified CDFIs only (certification must be achieved by date of the release of the applicable FY 2022 NOFA).
Matching Funds	<ul style="list-style-type: none"> • Awards requiring Matching Funds will be limited to no more than two times the amount of In-Hand or Committed Matching Funds provided at the time of Application. <u>Core-FA Applicants must submit Matching Funds documentation at the time of Application. Small and/or Emerging CDFI Assistance (SECA) Base-FA Applicants are NOT required to submit Matching Funds at the time of Application.</u> • <u>Native American CDFIs (Native CDFIs) are not required to submit Matching Funds for Base-FA or any supplemental awards under the CDFI Program NOFA.</u> A Native American CDFI (Native CDFI) is one that Primarily Serves a Native Community. Primarily Serves is defined as 50% or more of an Applicant’s activities being directed to a Native Community. Native Community is defined as Native American, Alaska Native, or Native Hawaiian populations or Native American areas defined as Federally-designated reservations, Hawaiian homelands, Alaska Native Villages and U.S. Census Bureau-designated Tribal Statistical Areas.
Award Amount	<ul style="list-style-type: none"> • Category I: Small and/or Emerging CDFI Assistance (SECA), Maximum: \$700,000, Minimum: \$125,000. • Category II: Core, Maximum: \$1,000,000, Minimum: \$500,000 (or 30% of Portfolio Outstanding if Portfolio Outstanding is less than \$1,666,700). • Estimated FY 2022 Average award Size: Core: \$555,000, SECA: \$294,000.

FY 2022 CDFI Program: Financial Assistance



CDFI Program Base Financial Assistance (Base-FA)

Form of Awards	<ul style="list-style-type: none"> • Awards requiring Matching Funds are based upon the type of Matching Funds provided and can be in the form of: (i) Loans; (ii) Grants; (iii) Equity Investments; or (iv) Deposits and Credit Union Shares. • Awards not requiring Matching Funds will be made in the form of grants for the FY 2022 Funding Round.
Eligible Activities	<ul style="list-style-type: none"> • Base-FA awards must be expended for activities in the following five categories: (i) Financial Products; (ii) Financial Services; (iii) Loan Loss Reserves; (iv) Development Services; and (v) Capital Reserves. Note: Only Regulated Institutions may use a Base-FA award for Financial Services and Capital Reserves.
Eligible Lines of Business	<ul style="list-style-type: none"> • Base-FA awards may be expended for: (i) Commercial Real Estate; (ii) Small Business; (iii) Microenterprise; (iv) Community Facilities; (v) Consumer Financial Products; (vi) Consumer Financial Services; (vii) Commercial Financial Services; (viii) Commercial Financial Products; (ix) Affordable Housing; (x) Intermediary Lending to Non-Profits and CDFIs; and (xi) other lines of business as deemed appropriate by the CDFI Fund.
Reporting Period	<ul style="list-style-type: none"> • Three (3) years, as specified in each Recipient's Assistance Agreement.
Limitations on Awards	<ul style="list-style-type: none"> • Applicants may apply for either FA or for TA under the CDFI Program, but not for both. • The CDFI Fund is prohibited from obligating more than \$5 million in CDFI and NACA Program awards (excluding DF-FA and HFFI-FA), in the aggregate, to any one organization and its Subsidiaries and Affiliates during any three-year period. This \$5 million cap will be calculated to include funding received during the FY 2020, FY 2021, and FY 2022 Funding Rounds for Base-FA awards.

FY 2022 NACA Program: Financial Assistance



NACA Program Base Financial Assistance (Base-FA)

Eligibility	<ul style="list-style-type: none"> • Certified CDFIs only (certification must be achieved by date of the release of the applicable FY 2022 NOFA). • An Applicant must demonstrate that at least 50% of past activities were in one or more Native Communities and must describe how it will target lending/investing activities to one or more Native Communities.
Target Market	<ul style="list-style-type: none"> • An Applicant’s certification Target Market must have one or more of the following characteristics: (i) an investment area that is <i>also</i> a geographic area of a Federally-designated reservation(s), Hawaiian homelands, Alaska Native Village(s) or U.S. Census Bureau Designated Tribal Statistical Area(s); and/or (ii) an Other Targeted Population (OTP) of Native Americans or American Indians, including Alaska Natives living in Alaska and Native Hawaiians living in Hawaii.
Matching Funds	<ul style="list-style-type: none"> • The Indian Community Economic Enhancement Act of 2020 permanently waived the Matching Funds requirement for Native American CDFIs (Native CDFIs) and as a result, Native American CDFI FA Applicants are not required to provide Matching Funds.
Award Amount	<ul style="list-style-type: none"> • Maximum: \$1,000,000, Minimum: \$150,000. Estimated FY 2022 Average award Size: \$694,000.
Form of Awards	<ul style="list-style-type: none"> • Base-FA awards will be in the form of a grant.

FY 2022 NACA Program: Financial Assistance (cont.)



NACA Program Base Financial Assistance (Base-FA)

<p>Eligible Activities</p>	<ul style="list-style-type: none"> Base-FA awards must be expended for activities in the following five categories: (i) Financial Products; (ii) Financial Services; (iii) Loan Loss Reserves; (iv) Development Services; and (v) Capital Reserves. Note: Only Regulated Institutions may use a Base-FA award for Financial Services and Capital Reserves.
<p>Eligible Lines of Business</p>	<ul style="list-style-type: none"> Base-FA awards may be expended for: (i) Commercial Real Estate; (ii) Small Business; (iii) Microenterprise; (iv) Community Facilities; (v) Consumer Financial Products; (vi) Consumer Financial Services; (vii) Commercial Financial Services; (viii) Commercial Financial Products; (ix) Affordable Housing; (x) Intermediary Lending to Non-Profits and CDFIs; and (xi) other lines of business as deemed appropriate by the CDFI Fund.
<p>Reporting Period</p>	<ul style="list-style-type: none"> Three (3) years, as specified in each Recipient's Assistance Agreement.
<p>Limitations on Awards</p>	<ul style="list-style-type: none"> Applicants may apply for either FA or for TA under the NACA Program, but not for both. NACA Applicants may submit Applications under both NACA and CDFI Programs. However, Applicants may only receive one award per funding round. NACA Applicants that apply under and are selected for an award in both the NACA Program and CDFI Program will be provided the FA Award under the CDFI Program. The CDFI Fund is prohibited from obligating more than \$5 million in CDFI and NACA Program awards (excluding DF-FA and HFFI-FA), in the aggregate, to any one organization and its Subsidiaries and Affiliates during any three-year period. This \$5 million cap will be calculated to include funding received during the FY 2020, FY 2021, and FY 2022 Funding Rounds for Base-FA awards.

FY 2022 CDFI Program & NACA Program: Persistent Poverty Counties – Financial Assistance



Persistent Poverty Counties – Financial Assistance (PPC-FA)

Eligibility	<ul style="list-style-type: none"> • Certified CDFIs that submit a Base-FA Application.
Matching Funds	<ul style="list-style-type: none"> • Awards requiring Matching Funds will be limited to no more than two times the amount of In-Hand or Committed Matching Funds provided at the time of Application. <u>SECA PPC-FA Applicants are NOT required to submit Matching Funds at the time of Application.</u> • <u>PPC-FA Applicants that qualify as Native American CDFIs (Native CDFIs) are not required to submit Matching Funds.</u>
Award Amount	<ul style="list-style-type: none"> • Maximum award: \$300,000. • Minimum award: \$100,000. • Estimated FY 2022 Average award Size: \$152,000.
Form of Awards	<ul style="list-style-type: none"> • PPC-FA awards requiring Matching Funds are based upon the form of Matching Funds provided and can be in the form of: (i) Loans; (ii) Grants; (iii) Equity Investments; or (iv) Deposits and Credit Union Shares. • PPC-FA awards not requiring Matching Funds will be made in the form of a grant for the FY 2022 Funding Round.
Eligible Activities	<ul style="list-style-type: none"> • PPC-FA awards must be expended for activities in the following five categories: (i) Financial Products; (ii) Financial Services; (iii) Loan Loss Reserves; (iv) Development Services; and (v) Capital Reserves, each in the portion of a Recipient’s approved Target Market that is located in a Persistent Poverty County or an Eligible Market that is located in a Persistent Poverty County. Note: Only Regulated Institutions may use a PPC-FA award for Financial Services and Capital Reserves.

FY 2022 CDFI Program & NACA Program: Persistent Poverty Counties – Financial Assistance (cont.)



Persistent Poverty Counties – Financial Assistance (PPC-FA)

<p>Eligible Lines of Business</p>	<ul style="list-style-type: none"> • PPC-FA awards may be expended for: (i) Commercial Real Estate; (ii) Small Business; (iii) Microenterprise; (iv) Community Facilities; (v) Consumer Financial Products; (vi) Consumer Financial Services; (vii) Commercial Financial Services; (viii) Commercial Financial Products; (ix) Affordable Housing; (x) Intermediary Lending to Non-Profits and CDFIs; and (xi) other lines of business as deemed appropriate by the CDFI Fund.
<p>Reporting Period</p>	<ul style="list-style-type: none"> • Three (3) years, as specified in each Recipient’s Assistance Agreement.
<p>Limitations on Awards</p>	<ul style="list-style-type: none"> • An Applicant must receive a Base-FA award in order to receive an PPC-FA award. • The CDFI Fund is prohibited from obligating more than \$5 million in CDFI and NACA Program awards (excluding DF-FA and HFFI-FA), in the aggregate, to any one organization and its Subsidiaries and Affiliates during any three-year period. This \$5 million cap will be calculated to include funding received during the FY 2020, FY 2021, and FY 2022 Funding Rounds.

FY 2022 CDFI Program & NACA Program: Disability Funds – Financial Assistance



Disability Funds – Financial Assistance (DF-FA)

Eligibility	<ul style="list-style-type: none"> • Certified CDFIs that submit a Base-FA Application.
Matching Funds	<ul style="list-style-type: none"> • Awards requiring Matching Funds will be limited to no more than two times the amount of In-Hand or Committed Matching Funds provided at the time of Application. <u>SECA DF-FA Applicants are NOT required to submit Matching Funds at the time of Application.</u> • <u>DF-FA Applicants that qualify as Native American CDFIs (Native CDFIs) are not required to submit Matching Funds.</u>
Award Amount	<ul style="list-style-type: none"> • Maximum award: \$500,000. • Minimum award: \$100,000. • Estimated FY 2022 Average award Size: \$429,000.
Form of Awards	<ul style="list-style-type: none"> • DF-FA awards requiring Matching Funds are based upon the form of Matching Funds provided and can be in the form of: (i) Loans; (ii) Grants; (iii) Equity Investments; or (iv) Deposits and Credit Union Shares. • DF-FA awards not requiring Matching Funds will be made in the form of a grant for the FY 2022 Funding Round.
Eligible Activities	<ul style="list-style-type: none"> • DF-FA awards must be expended for activities in the following four categories: (i) Financial Products; (ii) Financial Services; (iii) Development Services; and (iv) Loan Loss Reserves. Note: Only Regulated Institutions may use an DF-FA award for Financial Services.

FY 2022 CDFI Program & NACA Program: Disability Funds – Financial Assistance



Disability Funds – Financial Assistance (DF-FA)

Eligible Lines of Business	<ul style="list-style-type: none">• DF-FA awards may be expended for: (i) Commercial Real Estate; (ii) Small Business; (iii) Microenterprise; (iv) Community Facilities; (v) Consumer Financial Products; (vi) Consumer Financial Services; (vii) Commercial Financial Services; (viii) Commercial Financial Products; (ix) Affordable Housing; (x) Intermediary Lending to Non-Profits and CDFIs; and (xi) other lines of business as deemed appropriate by the CDFI Fund.
Reporting Period	<ul style="list-style-type: none">• Three (3) years, as specified in each Recipient’s Assistance Agreement.
Limitations on Awards	<ul style="list-style-type: none">• An Applicant must receive a Base-FA award in order to receive an DF-FA award.

FY 2022 CDFI Program & NACA Program: Healthy Food Financing Initiative – Financial Assistance



Healthy Food Financing Initiative – Financial Assistance (HFFI-FA)

Eligibility	<ul style="list-style-type: none"> • Certified CDFIs that submit a Base-FA Application.
Matching Funds	<ul style="list-style-type: none"> • <u>HFFI-FA Applicants are NOT required to submit Matching Funds at the time of Application.</u> • <u>HFFI-FA Applicants that qualify as Native American CDFIs (Native CDFIs) are not required to submit Matching Funds.</u>
Award Amount	<ul style="list-style-type: none"> • Maximum award: \$5,000,000. • Minimum award: \$500,000. • Estimated FY 2022 Average award Size: \$2,300,000.
Form of Awards	<ul style="list-style-type: none"> • HFFI-FA awards will be made in the form of a grant for the FY 2022 Funding Round.
Eligible Activities	<ul style="list-style-type: none"> • HFFI-FA awards must be expended for activities in the following four categories: (i) Financial Products; (ii) Loan Loss Reserves; (iii) Development Services; and (iv) Capital Reserves. Note: Only Regulated Institutions may use an HFFI-FA award for Capital Reserves.
Eligible Lines of Business	<ul style="list-style-type: none"> • HFFI-FA awards may be expended for: (i) Commercial Real Estate; (ii) Small Business; (iii) Microenterprise; (iv) Community Facilities; (v) Consumer Financial Products; (vi) Consumer Financial Services; (vii) Commercial Financial Services; (viii) Commercial Financial Products; (ix) Affordable Housing; (x) Intermediary Lending to Non-Profits and CDFIs; and (xi) other lines of business as deemed appropriate by the CDFI Fund.
Reporting Period	<ul style="list-style-type: none"> • Three (3) years, as specified in each Recipient’s Assistance Agreement.
Limitations on Awards	<ul style="list-style-type: none"> • An Applicant must receive a Base-FA award in order to receive an HFFI-FA award.

Agenda



CDFI Fund Overview and FY 2022 CDFI & NACA Programs Overview

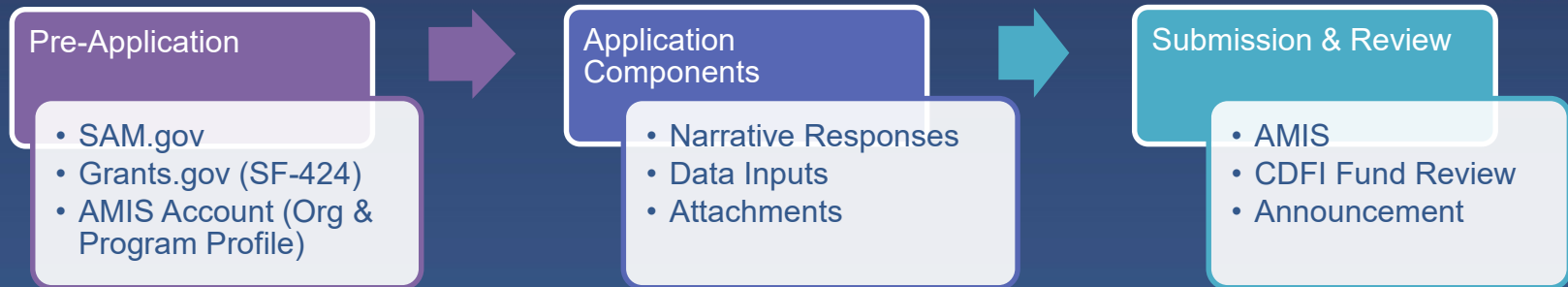
Preparing your Application

Completing the Narrative Responses and Application Data

Overview of Matching Funds and Supplemental Information

Application Review Selection, Process, and Reminders

Framing the Application Process



- Applicants should review all Application Materials on the “Step 2: Application Process” page of the CDFI Program and/or Native Initiatives websites as the material becomes available.

Agenda



CDFI Fund Overview and FY 2022 CDFI & NACA Programs Overview

Preparing your Application

Completing the Narrative Responses and Application Data

Overview of Matching Funds and Supplemental Information

Application Review Selection, Process, and Reminders

Required AMIS Components – FA Applicants



Application Component		Applicant Type
Funding Application Detail - general and administrative information		All FA Applicants
Matching Funds		FA Core Applicants (except Native CDFIs)
Narrative Responses: <ul style="list-style-type: none"> • Executive Summary • Business Strategy • Products and Services Impacts 	<ul style="list-style-type: none"> • Market and Competitive Analysis • Management and Track Record • Financial Position • Growth and Projections 	All FA Applicants
Application Financial Data: <ul style="list-style-type: none"> • Three Historic Fiscal Years • Current Fiscal Year • Three Projected Fiscal Years 		All FA Applicants
FA Objectives (Must select at least one; can select up to seven): <ul style="list-style-type: none"> • 1-1: Increase Volume of Financial Products • 1-2: Increase Volume of Financial Services 	<ul style="list-style-type: none"> • 1-3: New Geographic Area(s) • 1-4: New Financial Product(s) • 1-5: New Financial Service(s) • 1-6: New Development Service(s) • 1-7: Serve New Targeted Population(s) 	All FA Applicants

Required AMIS Components – FA Applicants



Application Component	Applicant Type
PPC-FA Application Components: <ul style="list-style-type: none"> • Funding Application Detail • Narratives • AMIS Charts 	PPC-FA Applicants
DF-FA Application Components: <ul style="list-style-type: none"> • Funding Application Detail • Narratives • AMIS Charts 	DF-FA Applicants
HFFI-FA Application Components: <ul style="list-style-type: none"> • Funding Application Detail • Narratives • AMIS charts 	HFFI-FA Applicants

Required Attachments to the Application



Application Documents	Applicant Type
Key Staff Resumes (PDF or Word Document)	All Applicants
Organizational Chart (PDF)	All Applicants
Completed, final Audited Financial Statements for the Applicant's Three Most Recent Historic Fiscal Years (PDF). <i>Note: financial statements should only be for the CDFI Applicant itself. If Applicant's financial statements are consolidated with other entities, also attach the unconsolidated versions or note where in the audit the unconsolidated financials are located.</i>	FA Applicants and TA Applicants, if available: Loan Funds, Venture Capital Funds, and other non-Regulated Institutions
Management Letters for the Applicant's Most Recent Historic Fiscal Year (PDF) See Table 10 of the NOFA for description	FA Applicants: Loan Funds, Venture Capital Funds, and other non-Regulated Institutions TA Applicants, if Audited Financial Statements are available: Loan Funds, Venture Capital Funds, and other non-Regulated Institutions

Required Attachments to the Application



Application Documents	Applicant Type
Statement(s) in Lieu of Management Letter for Applicant's Most Recent Historic Fiscal Year using the template provided in AMIS Application (required only if Management Letters are not available for Audited Financial Statements) (AMIS)	<p>FA Applicants: Loan Funds, Venture Capital Funds, and other non-Regulated Institutions</p> <p>TA Applicants, if Audited Financial Statements ARE available but the Management Letters are NOT available: Loan funds, Venture Capital Funds, and other non-Regulated Institutions</p>
Unaudited Financial Statements for Applicant's Three Most Recent Historic Fiscal Years (required if available, and only if Audited Financial Statements are not available) (PDF)	FA and TA Applicants, if available: Loan funds, Venture Capital Funds, and other non-Regulated Institutions
Current Year to Date – December 31, 2021 Unaudited Financial Statements (PDF)	FA and TA Applicants: Loan funds, Venture Capital Funds, and other non-Regulated Institutions
Community Partnership Agreement	FA Applicants, if applicable

Required Attachments to the Application in AMIS FA Core Applicants, if applicable



Application Documents	Applicant Type
Retained Earnings Calculator Excel Workbook (required only if using retained earnings as Matching Funds) (Excel)	FA Core Applicants, if applicable
Call Reports for each fiscal year reported in the Retained Earnings Calculator (PDF)	FA Core Applicants: Regulated Institutions that are using retained earnings as Matching Funds
Equity Investment Matching Funds Documentation (PDF or Word)	FA Core Applicants: for-profit CDFIs that are using In-Hand Equity Investment(s) as Matching Funds
Deposits Matching Funds Documentation (PDF or Word)	FA Core Applicants: Regulated Institutions that are using In-Hand Deposits as Matching Funds

Base-FA Application Overview



- The Base-FA Application consists of narrative responses, data entry in AMIS, and attachments.
- The Base-FA Application Narrative consists of seven sections:
 - Executive Summary
 - Business Strategy
 - Products and Services Impacts
 - Market and Competitive Analysis
 - Management and Track Record
 - Financial Position
 - Growth and Projections

Base-FA Application: Use of Award



- Applicants must use an FA award (including Base-FA, PPC-FA, DF-FA, and HFFI-FA) only for FA Eligible Activities.
- An FA Eligible Activity must occur in an Eligible Market(s)* or the Applicant's approved Target Market(s).
- FA Eligible Activities by Institution Type:
 - Financial Products – All Institution Types
 - Financial Services – Regulated Institutions only. Financial Services is not an eligible activity category for HFFI-FA awards.
 - Loan Loss Reserves – All Institution Types
 - Development Services – All Institution Types
 - Capital Reserves – Regulated Institutions only. Capital Reserves is not an eligible activity category for DF-FA awards.

* Eligible Market is defined as (i) a geographic area meeting the requirements set forth in 12 C.F.R. § 1805.201(b)(3)(ii), or (ii) individuals that are Low-Income, African American, Hispanic, Native American, Native Hawaiians residing in Hawaii, Alaska Natives residing in Alaska, or Other Pacific Islanders residing in American Samoa, Guam or the Northern Mariana Islands.

Base-FA Application: Use of Award



- Applicants must use an FA award in the following Eligible Lines of Business:
 - Commercial Real Estate
 - Small Business
 - Microenterprise
 - Community Facilities
 - Consumer Financial Products
 - Consumer Financial Services
 - Commercial Financial Products
 - Commercial Financial Services
 - Affordable Housing
 - Intermediary Lending to Non-Profits and CDFIs

Base-FA Application: Use of Award



- With the exception of Depository Institution Holding Company Applicants, awards may not be used to support the activities of, or otherwise be passed through, transferred, or co-awarded to, third-party entities, whether Affiliates, Subsidiaries, or others, unless done pursuant to a merger or acquisition or similar transaction, and with the CDFI Fund's prior written consent.

Base-FA Application: FA Objectives



- 1-1: Increase Volume of Financial Products
- 1-2: Increase Volume of Financial Services
- 1-3: New Geographic Area(s)
- 1-4: New Financial Product(s)
- 1-5: New Financial Service(s)
- 1-6: New Development Service(s)
- 1-7: Serve New Targeted Population(s)

Base-FA Application: FA Objectives



As an Applicant completes its Application and related financial projections for the FA Objectives, it should keep the following tips in mind:

- Applicants may select more than one FA Objective, but Applicants that select multiple FA Objectives **will not be more competitive**.
- FA Objectives will be included as Performance Goals & Measures (PG&Ms) in Assistance Agreements.
- The PG&Ms for the FA Objectives included in your FY 2022 Assistance Agreement will reflect the same projected activity levels entered in the Application. The CDFI Fund **will not conduct a pro rata reduction** if your organization does not receive your full Base-FA award request.

For example: an Applicant requests a \$1,000,000 Base-FA award, selects the FA Objective 1-1: Increase Volume of Financial Products, and projects \$50,000,000 in Financial Products Closed over its three projected years of financial data. The PG&Ms in its Assistance Agreement will be based on the projected \$50,000,000 in Financial Products closed in an Eligible Market(s) and/or its approved Target Market over the Period of Performance, even if the Applicant receives a \$500,000 Base-FA award.

Base-FA Application: FA Objectives



- Off-balance sheet activity cannot be used to meet your PG&Ms. Therefore, Applicants **should not include off-balance sheet** activity in its projected financial activity for the FA Objectives in the Application.
- For the FA Objectives of: Increase Volume of Financial Products, Increase Volume of Financial Services, New Geographic Area(s), New Financial Product(s), New Financial Service(s), and New Development Service(s), projected activity (i.e., Financial Products closed, Financial Services provided, and/ or Development Services provided) **must be in Eligible Market(s) and/or the Applicant's approved Target Market(s).**

Base-FA Application: FA Objectives



- 1-1: Increase Volume of Financial Products and 1-2: Increase Volume of Financial Services
 - The corresponding PG&M will be the sum of the three years of projected Financial Products closed or Financial Services provided in an Eligible Market(s) or approved Target Market(s) set forth in the Application.
 - The three years of projected activity must be greater than the sum of the three years of historic activity levels provided in the Application (plus the amount of the Base-FA award, for Increase Volume of Financial Products.)
 - Applicants should only include on-balance sheet activity in their projected Financial Products closed or projected Financial Services provided.
 - Applicants that select FA Objective 1-1: Increase Volume of Financial Products in FY 2022 and have a FY 2020 and/or FY 2021 award outstanding that included FA Objective 1-1 must exceed the volume of Financial Products projected in their FY 2020 and/or FY 2021 Assistance Agreements for any overlapping years.
 - Applicants that select FA Objective 1-2: Increase Volume of Financial Services in FY 2022 and have a FY 2020 and/or FY 2021 award outstanding that included FA Objective 1-2 must exceed the volume of Financial Services projected in their FY 2020 and/or FY 2021 Assistance Agreements for any overlapping years.

Base-FA Application: FA Objectives



- 1-3: Serve New Geographic Area(s)
 - Projected activity must be in an Eligible Market(s).
 - A New Geographic Area is defined as an area that accounts for five percent or less of the Applicant's outstanding portfolio averaged over its three most recent historic fiscal years.
 - Applicants can define a New Geographic Area(s) at the state, U.S. territory, and/or county level.
 - The PG&M that corresponds to this FA Objective will be based upon the projected activity over the three year Period of Performance in the New Geographic Area(s). Applicants should only include on-balance sheet activity.
 - Serving a New Geographic Area(s) may or may not impact or change your CDFI's approved Target Market(s).
 - The New Geographic Area(s) listed in the Application will be included in the PG&M for this FA Objective in the Assistance Agreement.
 - Activity must occur in one or more of the New Geographic Area(s) listed in the Application.

Base-FA Application: FA Objectives



• 1-4: New Financial Product(s), 1-5: New Financial Service(s), and/or 1-6: New Development Service(s)

- Projected activity must be in an Eligible Market(s) and/or approved Target Market(s).
- To qualify as a New Financial Product or New Financial Service, the proposed New Financial Product or New Financial Service must constitute five percent or less of the Applicant's outstanding portfolio as of its most recently completed historic fiscal year.
- To qualify as a New Development Service, the proposed New Development Service must constitute five percent or less of the total clients that the Applicant served through its Development Services for its most recently completed historic fiscal year.
- The PG&M that corresponds to this FA Objective will be based upon the projected activity over the three year Period of Performance for the New Financial Product(s), New Financial Service(s), and/or New Development Service(s) identified in the Application. Applicants should only include on-balance sheet activity.
- The New Financial Product(s), New Financial Service(s), and/or or New Development Service(s) listed in the Application will be included in the PG&M for this FA Objective in the Assistance Agreement.
- Applicants must close or provide one or more of the New Financial Product(s), New Financial Service(s), or New Development Service(s) listed in the Application to satisfy the PG&M.

Base-FA Application: FA Objectives



- 1-7: Serve New Targeted Population(s)
 - In order to select this FA Objective, the Applicant must propose to serve a New Targeted Population(s) that it is not certified to serve and has not submitted an Application to become certified to serve as of the Application deadline.
 - Serving a Targeted Population (e.g., Low-Income) that your CDFI is already certified to serve that is in a New Geographic Area is not considered a New Targeted Population.
 - The PG&M that corresponds to this FA Objective will be to submit a Service Request through AMIS to modify your CDFI's approved Target Market to include at least one of the New Targeted Population(s) selected in the Application by the end of year two of the Period of Performance and have at least one of the New Targeted Population(s) selected in the Application added to your approved Target Market by the end of the three year Period of Performance.

PPC-FA Application



- PPC-FA awards will be provided as a supplement to Base-FA awards. The PPC-FA award is evaluated independently from the Base-FA Application and will not affect the Base-FA award evaluation or amount.
- PPC-FA requests are not scored. PPC-FA award amounts will be determined based on the total number of eligible Applicants and funding availability, minimum Award size, the Applicant's requested amount, and other factors, including, but not limited to, an Applicant's:
 - Overall portfolio size;
 - Historical track record of deployment in PPC; and
 - Pipeline of projects in PPC.

PPC-FA Application



- PPC-FA Recipients will be required to close 100% of the PPC-FA award or equivalent funds in Financial Products by the end of the three year Period of Performance into PPC.
 - There will also be interim goals to close five percent of the PPC-FA award or equivalent funds into PPC by the end of year one of the Period of Performance and 50% by year two of the Period of Performance.

DF-FA Application



- DF-FA awards will be provided as a supplement to Base-FA awards. The DF-FA Application is evaluated independently from the Base-FA Application and will not affect the Base-FA award evaluation or amount.
- Applicants must include their requested award amount for DF-FA funding in their Base-FA Application.
- The DF-FA Application will be available in AMIS as a supplemental Application to be completed and submitted at the same time as the Base-FA Application.

DF-FA Application



- Successful DF-FA Applicants will demonstrate that they will increase and/or expand their Financial Product(s), Financial Service(s), and/or Development Service(s) to address the challenges of individuals with disabilities, such as: asset development; affordable, accessible, and safe housing; employment opportunities; and access to assistive products and services that support health and community living.
- For the purposes of DF-FA, a person with a Disability is a person who has a physical or mental impairment that substantially limits one or more major life activities, a person who has a history or record of such an impairment, or a person who is perceived by others as having such an impairment, as defined by the American Disabilities Act (ADA) at <https://www.ada.gov/cguide.htm>.
- DF-FA Recipients will be responsible for closing loans, equity investments, and similar financing activities that benefit individuals with disabilities in an amount equal to or greater than 85% of the total DF-FA award.

HFFI-FA Application



- HFFI-FA awards will be provided as a supplement to Base-FA awards. The HFFI-FA Application is evaluated independently from the Base-FA Application and will not affect the Base-FA award evaluation or amount.
- The HFFI-FA Application will be available in AMIS as a supplemental Application to be completed and submitted at the same time as the Base-FA Application.

HFFI-FA Application



- HFFI-FA eligible financing includes activities to Healthy Food Retail and Healthy Food Non-Retail Outlets where the majority of the loan or investment is devoted to offering a range of Healthy Food choices.
 - Examples include, among other activities, investments supporting an existing retail store or wholesale operation upgrade to offer an expanded range of Healthy Food choices, or supporting a nonprofit organization that expands the availability of Healthy Foods in underserved areas.
- For the purposes of HFFI-FA, definitions such as Healthy Foods and Healthy Food Retail Outlet are included in the NOFA and drawn from the USDA.
- Recipients must close Financial Products for Healthy Food Retail Outlets and Healthy Food Non-Retail Outlets in their approved Target Market in an amount equal to or greater than 100% of the total HFFI Financial Assistance provided.
- Recipients must close Financial Products to Healthy Food Retail Outlets located in Food Deserts in their approved Target Market in an amount equal to 75% of the total HFFI Financial Assistance provided.

Agenda



CDFI Fund Overview and FY 2022 CDFI & NACA Programs Overview

Preparing your Application

Completing the Narrative Responses and Application Data

Overview of Matching Funds and Supplemental Information

Application Review Selection, Process, and Reminders

Matching Funds Requirements



- Matching Funds are required for all CDFI Program Core Applicants (except Native American CDFIs) at the time of application, for Base-FA, PPC-FA, and DF-FA Applicants.
- The FA award matches the type of the Matching Funds provided.
 - For example, if an Applicant provides Matching Funds in the form of a grant, its award will be in the form of a grant.
- An Applicant must provide evidence that it has at least 50% of the requested award amount in either In-Hand or Committed Matching Funds at the time of Application submission.

Matching Funds Requirements



- The Matching Funds requirement for SECA FA and HFFI-FA Applicants was waived in the final FY 2021 CDFI Program and NACA Program appropriations but final FY 2022 appropriations are still pending.
- The Matching Funds requirement was permanently waived for Native American CDFIs applying through the CDFI Program and/or NACA Program through the Indian Community Economic Enhancement Act of 2020.
- SECA FA and HFFI-FA Applicants as well as Native CDFI Applicants are therefore not required to submit Matching Funds for their award at the time of Application submission but the CDFI Fund reserves the right to request Matching Funds from SECA FA and HFFI-FA Applicants if Matching Funds are not waived in the final FY 2022 appropriations.
- Matching Funds are not required for CDFI TA or NACA TA Applicants.

Agenda



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Application Submission



- The CDFI Fund has a two-step process that requires the submission of Application documents on separate deadlines and different online systems.
 - Step 1: On or before March 14, 2022 at 11:59 p.m. ET, the Applicant must create an AMIS account, submit its SF-424 via Grants.gov, and enter its EIN and DUNS numbers in its AMIS account. If the Applicant is eligible for SECA FA but wishes to apply for more than \$700,000, they must submit a Service Request in AMIS by this date.
 - Step 2: The Applicant must submit a complete CDFI Program or NACA Program FA or TA Application in AMIS, including all Required Application Documents, on or before April 12, 2022 at 11:59 p.m. ET.

Base-FA Application: Evaluation Process



- Step 1: Eligibility Review
 - The CDFI Fund ensures that each Applicant meets all eligibility requirements as detailed in the FY 2022 CDFI Program NOFA and NACA Program NOFA (refer to Tables 5, 6, and 8).

Base-FA Application: Evaluation Process



- Step 2: Financial Analysis and Compliance Risk Evaluation
 - The CDFI Fund evaluates the financial and compliance information provided in the Application using a tool developed by the CDFI Fund called the Application Assessment Tool (AAT) and, in some cases, additional review by CDFI Fund staff.
 - For the Compliance Risk Evaluation, the AAT uses responses provided in the Application as well as the Applicant's reporting history, reporting capacity, and performance risk with respect to the CDFI Fund's PG&Ms.
 - Applications that score a 1, 2, or 3 for the Financial Analysis and for the Compliance Risk Evaluation will move on to Step 3. Applicants that score a 4 or 5 will be further evaluated by CDFI Fund Staff.
 - The Financial Analysis for Regulated Institutions will be based upon regulator feedback and CAMEL(S) scores (or regulating entity equivalent). FA Applicants must have a CAMEL(S) rating of at least "3" and/or no significant material concerns from their regulator.
 - For Depository Institution Holding Companies (DIHC) Applicants, this applies to both the DIHC and its Subsidiary intending to carry out the Award.
 - Based on scoring from FYs 2019, 2020, and 2021, more than 99% of all Applicants pass Step 2 and move on to Step 3.

Base-FA Application: Evaluation Process



- Step 3: Business Plan Review
 - The Business Plan Review is conducted by two external community development finance experts.
 - The intent of the Business Plan Review is to ensure that an Applicant's comprehensive business plan is sound and achievable.
 - The sum of the two reviewers' Business Plan Review scores will be used to calculate a Total Business Plan Review Score.
 - Applications with a Total Business Plan Review Score that meet the following thresholds will advance to Step 4:
 - CDFI Program Core Applicants in the top 60% of Core Applicant Total Business Plan Review Scores.
 - CDFI Program SECA Applicants in the top 70% of SECA Applicant Total Business Plan Review Scores.
 - NACA Program Applicants in the top 70% of NACA Applicant Total Business Plan Review Scores.
 - Additionally, all Applicants that receive a Total Business Plan Review Score equivalent of "good" will advance to Step 4.

Base-FA Application: Evaluation Process



Step 3 Business Plan Reviewer Questions by Application Section

Application Section	Reviewer Question
Business Strategy	Do the Applicant's strategic goals support its overall mission and its FA objective(s)?
	Does the Applicant identify risks and weaknesses that would prevent it from implementing its strategic goals and FA Objective(s)? Does the Applicant demonstrate an understanding of these risks and propose feasible contingencies to mitigate the risks and improve the areas of weakness?
Market and Competitive Analysis	How well does the Applicant understand its competitive environment? Does the Applicant demonstrate that it understands the market demand for its products and services?
Products and Services	Do the Applicant's current and/or proposed products and services meet the identified needs of the communities and populations it serves or is proposing to serve?
	Does the Applicant's FA Objective(s) address the identified needs of the communities and populations it serves or is proposing to serve?
Management and Track Record	Does the Applicant demonstrate that its management and key staff have the expertise and track record to achieve its strategic goals?
	Does the Applicant have the necessary financial policies, procedures, and controls in place to achieve its strategic goals and FA Objective(s)?
Growth and Projections	To what extent does the Applicant demonstrate, through its strategic plan and historic activity, that it can achieve its proposed growth goals and its FA Objective(s)?

Base-FA Application: Evaluation Process



- Step 4: Policy Objective Review
 - The Policy Objective Review is conducted by CDFI Fund staff in order to determine the Applicant's ability to meet the following key policy objectives of the CDFI Fund's authorizing statute:
 - The extent of economic distress and need within the communities and/or populations an Applicant serves;
 - The extent to which an Applicant's proposed activities will expand economic opportunities within the communities and/or populations the Applicant serves; and
 - The extent to which an Applicant increases its resources through formal and informal collaborations and partnerships, including investments in designated Qualified Opportunity Zones.
 - The CDFI Fund also conducts a due diligence review during Step 4 and evaluates the reasonableness of an Applicant's FA Objective(s).
 - Some Applicants that advance to Step 4 will not be recommended for an award based upon the due diligence review.

Base-FA Application: Evaluation Process



Step 4: Policy Objective Review Criteria

Policy Objective	General Reviewer Question
<p>Economic Distress <i>12 U.S.C. § 4706 (a)(4): the extent of economic distress within the investment areas or the extent of need within the targeted populations, as those factors are measured by objective criteria.</i></p>	<ol style="list-style-type: none"> 1. To what extent are the communities and populations being served economically distressed based on beneficiary income data provided in the application? 2. To what extent does the Applicant demonstrate that it serves communities and populations experiencing economic distress?
<p>Economic Opportunities <i>12 U.S.C. § 4706 (a)(8): the extent to which the proposed activities will expand economic opportunities within the investment areas or the targeted populations.</i></p>	<ol style="list-style-type: none"> 3. Does the Applicant demonstrate that the activities related to its FA Objective(s), strategic goals, and other products or services will result in the meaningful and quantifiable expansion of economic opportunities for communities and populations it serves?
<p>Community Collaboration <i>12 U.S.C. § 4706 (a)(12): the extent to which the Applicant will increase its resources through coordination with other institutions or participation in a secondary market.</i> (Note: This is not an assessment of whether or not an Applicant has formal Community Partnerships, but an assessment of how the Applicant works with other organizations generally to achieve outcomes.)</p>	<ol style="list-style-type: none"> 4. To what extent does the Applicant collaborate and partner with other entities to achieve impacts in the communities it serves? 5. On the basis of data provided in the application financial data records and narrative response, to what extent is the Applicant intentionally operating and/or investing in designated Qualified Opportunity Zones?

Base-FA Application: Evaluation Process



- Step 5: Award Amount Determination
 - Conducted by CDFI Fund staff
 - Analysis based on Step 4 Policy Objective Review score, funding availability, deployment track record, and other programmatic and financial risk factors.
 - Base-FA Awards are limited based on portfolio size (from the most recent historic fiscal year) and minimum award sizes as follows:
 - For Core FA Applicants, the award is capped at 30% of the Applicant's total portfolio outstanding with a targeted minimum award of \$500,000.
 - For SECA FA Applicants, the award is capped at the greater of 75% of the Applicant's total portfolio outstanding or \$125,000.
 - For NACA FA Applicants, the award is capped at the greater of 100% of the Applicant's total portfolio outstanding or \$150,000.
 - Award amounts may be reduced and some Applicants may not be funded based upon the analysis conducted in Step 5.
- For more information on the CDFI Program and NACA Program Base-FA Application Evaluation Process, see the FY 2022 Base-FA Application Evaluation Process document on the CDFI Fund's website.

PPC-FA Application: Evaluation Process



- A CDFI Fund internal reviewer will evaluate the PPC-FA request of each associated Base-FA Application that progresses to Step 4 of the Base-FA Application review process.
- Applicants that fail to receive a Base-FA award will not be considered for a PPC-FA award.
- PPC-FA requests are not scored.
- PPC-FA award amounts will be determined based on the total number of eligible Applicants and funding availability, minimum award size, the Applicant's requested amount, and other factors, including, but not limited to, an Applicant's overall portfolio size, historical track record of deployment in PPC, and pipeline of projects in PPC.

DF-FA Application: Evaluation Process



- A CDFI Fund internal reviewer will evaluate each DF-FA Application associated with a Base-FA Application that progresses to Step 4 of the Base-FA Application review process.
- Applicants that fail to receive a Base-FA award will not be considered for a DF-FA award.
- Each DF-FA Applicant will be assigned a Total DF-FA Score on a scale of one (1) to three (3), with one (1) being the highest score. After being scored, Applicants will then be grouped according to Total DF-FA Score.
- DF-FA award amounts will be determined on the basis of the Total DF-FA Score, the Applicant's requested amount, and on certain factors, including, but not limited to, an Applicant's deployment track record, minimum award size, and funding availability.

HFFI-FA Application: Evaluation Process



- A CDFI Fund internal reviewer will evaluate each HFFI-FA Application associated with a Base-FA Application that progresses to Step 4 of the Base-FA Application review process.
- Applicants that fail to receive a Base-FA award will not be considered for a HFFI-FA award.
- Each HFFI-FA Applicant will be assigned a Total HFFI-FA Score up to a total possible sixty points. After being scored, Applicants will then be grouped according to Total HFFI-FA Score.
- HFFI-FA award amounts will be determined on the basis of the Total HFFI-FA Score, minimum and maximum award size, the Applicant's requested amount, and other factors including, but not limited to, an Applicant's deployment track record and pipeline.

Award Payments for All Applicants



- Each Applicant must request the initial payment amount in AMIS it reasonably expects to expend within the first 12 months after the award announcement.
- For FA applicants, initial payment amounts are entered separately in AMIS for each award type (i.e., Base-FA, PPC-FA, DF-FA, and HFFI-FA awards).
- Initial payment amounts will be based upon the initial payment amount entered in the Application, and for Applicants who require Matching Funds, in combination with a determination of eligible Matching Funds for Base-FA, PPC-FA, and DF-FA awards.

Award Payments for All Applicants



- Based upon PG&M 5-1, all Applicants receiving an FA Award, including any supplemental awards, will be required to expend their award in the following manner:
 - 90% of the initial payment amount within the first 12 months of the Period of Performance (PoP)
 - 100% of the entire award by the end of the PoP

Award Payments for All Applicants



- A Recipient will not receive an initial payment until it has 100% Matching Funds In-Hand, if applicable.
- An Applicant must state its requested award amount in AMIS. An Applicant that does not include this amount will not be allowed to submit an Application.

Reminder of Important Deadlines



Description	Deadline	Time Eastern Time (ET)	Submission Method
Last day to create AMIS Account (New Applicants)	March 14, 2022	11:59 p.m. ET	AMIS
Last day to enter EIN and DUNS numbers in AMIS (all Applicants)	March 14, 2022	11:59 p.m. ET	AMIS
Last day to submit SF-424 (Application for Federal Assistance)	March 14, 2022	11:59 p.m. ET	Electronically via Grants.gov
Last day for SECA-eligible Applicants who wish to request FA Awards greater than \$700,000 to do so (FA, SECA-eligible Applicants ONLY)	March 14, 2022	11:59 p.m. ET	Service Request via AMIS
Last day to contact CDFI Program or NACA Program staff	April 8, 2022	5:00 p.m. ET	Service Request via AMIS (fastest) CDFI Fund Helpdesk: 202-653-0421
Last day to contact AMIS-IT Help Desk (regarding AMIS technical problems only)	April 12, 2022	5:00 p.m. ET	Service Request via AMIS (fastest), 202-653-0422, or AMIS@cdfi.treas.gov
Last day to submit CDFI Program or NACA Program Application for FA <u>or</u> TA	April 12, 2022	11:59 p.m. ET	AMIS

Contact Information for Applicants



- **CDFI/NACA Program and Application Support:**

Please Submit an AMIS Service Request or e-mail cdfihelp@cdfi.treas.gov.

- **Certification or Compliance Monitoring and Evaluation Support:**

Submit an AMIS Service Request or e-mail ccme@cdfi.treas.gov.

- **Awards Management Information System (AMIS) Support:**

Submit an AMIS Service Request or e-mail AMIS@cdfi.treas.gov.

- **Grants.gov support:**

E-mail support@grants.gov or call 1-800-518-4726.

- **SAM.gov:**

Visit www.fsd.gov or call 1-866-606-8220.

Application Materials



- Additional information and all Application Materials for the FY 2022 CDFI Program can be found on the CDFI Fund's website here:
<https://www.cdfifund.gov/programs-training/Programs/cdfi-program/Pages/apply-step.aspx#step2>
- Additional information and all Application Materials for the FY 2022 NACA Program Application can be found on the CDFI Fund's website here:
<https://www.cdfifund.gov/programs-training/Programs/native-initiatives/Pages/apply-step.aspx#step2>

Note: Additional Application Materials will be added to the CDFI Fund's website on a rolling basis. Application Materials may be updated from time to time.

Questions and Answers



...for participating in today's workshop!