



FY 2022 CDFI NACA FREQUENTLY ASKED QUESTIONS

FY 2022 CDFI Program & NACA Program Application

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Introduction

This Frequently Asked Questions (FAQ) document is intended to answer commonly asked questions about the Community Development Financial Institutions Program (CDFI Program) and Native American CDFI Assistance Program (NACA Program) Fiscal Year (FY) 2022 Financial Assistance (FA) and Technical Assistance (TA) Applications received through (i) the CDFI Program and NACA Program Help Desk, (ii) Service Requests via the CDFI Fund's Awards Management Information System (AMIS), and (iii) other general inquiries from Applicants.

FA awards include the Base Financial Assistance (Base-FA) award and the following awards that are provided as a supplement to the Base-FA award: Persistent Poverty Counties-Financial Assistance (PPC-FA), Disability Funds-Financial Assistance (DF-FA), and Healthy Food Financing Initiative-Financial Assistance (HFFI-FA). Applications for PPC-FA, DF-FA, and HFFI-FA (collectively, Supplemental FA) awards will be evaluated independently from the Base-FA Application, and will not affect the Base-FA Application evaluation or Base-FA award amount.

Applicants are **strongly** encouraged to review all of the Application Materials on the CDFI Fund's website. Applicants should read the CDFI Program or NACA Program FY 2022 Notice of Funds Availability (together, NOFAs) for eligibility and other requirements and key deadlines.

Capitalized terms not defined herein shall have the meaning specified in the NOFAs.

Key Issues for Getting Started

- 1. Which “as of date” date should my organization use to update the “Total Assets” field on our Organization Profile before creating an Application?**

Answer: Applicants must use the Total Assets as of the date of the Applicant’s most recent historic fiscal year end (as defined in the [FA Application Guidance](#), Table 13).

- 2. I filed my SF-424 and received confirmation that it was validated, but it’s not showing up in AMIS. Am I doing something wrong?**

Answer: All validated SF-424s should appear in your AMIS Organization Profile approximately one to three (1-3) business days after being validated by Grants.gov. Please confirm that the 9-digit DUNS number on your SF-424 is an exact match to the 9-digit DUNS number in your AMIS profile.

- 3. How long does it take for an SF-424 that has been validated by Grants.gov to appear in AMIS?**

Answer: All validated SF-424s should appear in your AMIS Organization Profile approximately one to three (1-3) business days after being validated by Grants.gov. Please ensure that your DUNS numbers in your Grants.gov and AMIS accounts match. If so, and if it has been more than three business days since your SF-424 was Validated by Grants.gov, but you still do not see your SF-424 in AMIS, please submit a Service Request with the subject line “Missing SF-424 in Current Year Funding Application Template”.

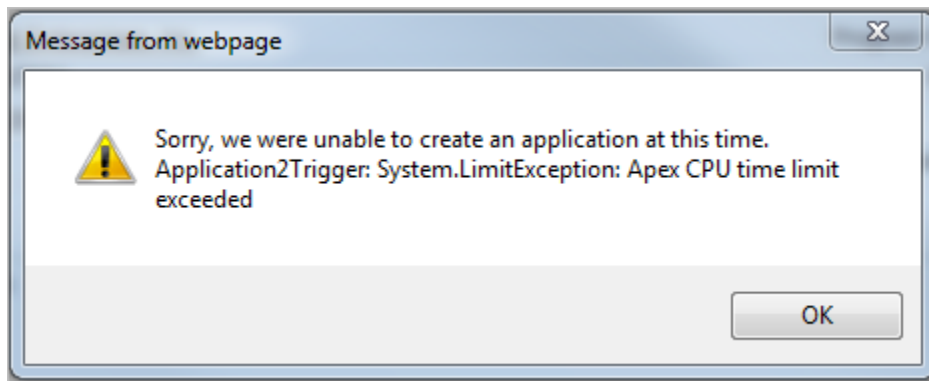
- 4. My organization was not Certified as a CDFI as of the date the NOFA was published in the Federal Register. Can my organization still apply for an FA award?**

Answer: No. All FA Applicants must have been Certified as of the date the NOFA was published in the Federal Register to apply for an FA award. FA Applicants must also maintain their Certification status to be eligible to receive an FA award.

You do not have to be a Certified CDFI to apply for a CDFI Program or NACA Program Technical Assistance award. Review the NOFAs and this year’s [Technical Assistance Application Guidance](#) on the CDFI Fund’s website to learn more.

5. We are unable to launch our Application, despite following the guidance provided in this year's [CDFI & NACA Program AMIS Application Training Manual](#) (beginning on p. 7). Instead of launching an Application, when we click the "New Funding Application" button at the bottom of our Program Profile page, we receive the following type of error message indicating that a time limit has been exceeded.

(Note this error varies by browser type – the error shown below is the error encountered in Internet Explorer.)



Answer: Applicants should submit a Service Request for assistance to create your Application. **Prior to submitting the Service Request**, you should confirm you have updated your Eligibility Category, Total Asset Size, NACA Eligibility if applying under the NACA Program, and Audit or Final Call Reports date on the Program Profile, as needed.

To help expedite your Service Request, under the Program field, please select "Technical Issues". For the Subject title please enter: "Application Time-Out at Launch Error". In the Description field, please include the Application Type that is not working (i.e. CDFI-FA or NACA-FA) and confirm that you have updated your program and organizational profile following the Pre-Application Guide and the AMIS Training Manual. Please also attach a screenshot showing the timeout error generated when you try to launch your Application.

Your Service Request will be assigned to the AMIS IT Help Desk which will launch the desired application on your behalf. Once complete, the AMIS Help Desk will respond via the Service Request public comments section to confirm that the Application has been successfully launched.

6. **When I attempt to create an Application in AMIS, I see a pop-up window that shows my Total Asset Size is outdated and needs to be changed. How do I ensure that this information is pulled into my organization's CDFI/NACA Program Profile?**

Answer: Applicants should enter and save the "Total Asset Size" financial input on their Organizational Profile. Then, Applicants should open the CDFI-NACA Program Profile, click

the “edit” button, and click the “save” button in the CDFI-NACA Program Profile. After updating the CDFI-NACA Program Profile, Applicants should be able to create a new Application by clicking the “New Funding Application” button on the CDFI-NACA Program Profile page.

7. I did not update the Total Asset Size on my Organization Profile before launching my CDFI FA or TA Application. Now, in the “Applicant Level Information, Applicant Verification” subsection, an older number is displaying. Why? Is that a problem?

Answer: Per the help bubble next to this field in the Application, the Total Asset Size (\$) field is a "static" field that captures the value that was entered into the Total Asset Size field on your Organization Profile page at the time the Application was launched. It is not a "dynamic" field, and therefore if you update your Total Asset Size field on your Organization Profile page after initiating an Application, the new value will not appear in your Application.

For the CDFI-FA program, this field is only used to validate that an Applicant has correctly launched either a SECA or Core Application, per the Total Asset Size thresholds published in Table 8 of the CDFI Program NOFA.

If your organization is an uncertified TA Applicant, this field has no bearing on your Application.

If your organization is a Certified TA Applicant, this field is only used to validate that your organization is eligible to apply for TA under the SECA criteria, per the Total Asset Size thresholds published in the NOFA.

This field is not used for further analysis; the more detailed data in the Application Financial Data subsection will be used. Therefore, as long as your change in Total Asset Size does not impact whether your organization is eligible to apply under SECA versus Core, it is not a problem that your previous Total Asset Size is displaying on the Application Verification page of the FA Application.

If your updated Total Asset Size would change your eligibility under SECA versus Core, please submit a Service Request.

8. Do I need to enter my organization’s Unique Entity Identifier (UEI) anywhere in my FY 2022 CDFI Program or NACA Program Application?

No, the UEI is not required for the FY 2022 CDFI Program and NACA Program Application. Beginning April 4, 2022, the federal government will stop using the Dun & Bradstreet issued Data Universal Numbering System (DUNS) number to uniquely identify entities. At

that point, entities doing business with the federal government will use a UEI created in SAM.gov and will no longer have to go to a third-party website to obtain their identifier.

Since DUNS will continue to be utilized and supported in SAM.gov until April 4, 2022, there will be no immediate impact on CDFI Fund program applications. Use of the UEI as part of CDFI Fund program applications will be required for those rounds that open subsequent to April 4, 2022.

All Applicants

- 1. What if my organization is unable to successfully submit and/or validate the Office of Management and Budget (OMB) Standard Form-424 Mandatory Form (SF-424) in Grants.gov by the March 14, 2022 deadline? Can my organization submit an Application in AMIS?**

Answer: No. Applicants that do not successfully submit and validate the SF-424 by the deadline established in the NOFAs are not eligible to submit an Application in AMIS.

- 2. What if my organization is unable to complete the SAM.gov and/or Grants.gov registration processes in time to meet the March 14, 2022 deadline for submitting the SF-424? Will the CDFI Fund extend the deadline for submitting the SF-424?**

Answer: No. The CDFI Fund will not extend the SF-424 deadline. Per the NOFAs, the CDFI Fund will only accept an SF-424 Application after the deadline if the SF-424 submission delay was a direct result of a Federal government administrative or technological error.

- 3. What if my organization's DUNS number and EIN number are not in AMIS by March 14, 2022? Will the CDFI Fund extend the deadline?**

Answer: No. If an organization does not have its DUNS number and EIN number entered into its Organization Profile by the deadline in the NOFA, the Applicant will not be able to launch a new CDFI Program or NACA Program Application. Furthermore, if the Applicant has launched an Application before the deadline in the NOFA, but does not have its DUNS or EIN number entered into AMIS by the deadline, the Application will be locked and the Applicant will be unable to submit the Application. It is important that the Applicant ensure its Organizations DUNS and EIN information is correct in AMIS.

4. Can my organization start the Application in AMIS prior to submitting the SF-424 in Grants.gov?

Answer: Yes, Applicants can start their Applications in AMIS prior to submitting their SF-424s in Grants.gov. However, Applicants cannot submit their Applications in AMIS prior to submitting and validating their SF-424s in Grants.gov by the March 14, 2022 deadline.

5. How will I know that my SF-424 was successfully submitted to and validated by Grants.gov?

Answer: Grants.gov will send two emails after submission of the SF-424. Immediately after submitting your SF-424 in Grants.gov, you will receive the first email that indicates that your submission has been entered into the Grants.gov system. This email will also contain a tracking number for tracking your submission. Applicants should not reply to the e-mail notification from Grants.gov in order to confirm the status of their SF-424 submission. Instead, Applicants are strongly encouraged to actively monitor the status of their SF-424 by using the Grants.gov "Track My Application" feature or by contacting the helpdesk at Grants.gov directly.

You will receive a second email from Grants.gov indicating if your SF-424 was successfully validated or rejected with errors.

If your SF-424 is rejected with errors, fix all identified errors and re-submit the corrected SF-424. You should repeat the process until your SF-424 is successfully validated by Grants.gov, by the March 14, 2022 deadline. Your SF-424 is not considered to be officially accepted by the CDFI Fund until you receive the email from Grants.gov that confirms that the SF-424 was successfully validated.

6. Am I required to complete and submit the Applicant Financial Data Input Excel Workbook as an attachment to my Application in AMIS?

Answer: No, the Application Financial Data Input Excel Workbook is for reference only, and is provided as a tool for Applicants to organize their financial data inputs. **Applicants must enter all required financial data directly into the Application in AMIS.** If an Applicant attaches an Application Financial Data Input Excel Workbook to its FA or TA Application in AMIS, it will not be reviewed by the CDFI Fund.

7. What are the key dates I should keep in mind during the Application process?

Answer: Please refer to this chart from the CDFI NOFA and NACA NOFA:

Table 1. FY 2022 CDFI and NACA Program Funding Round Critical Deadlines for Applicants			
Description	Deadline	Time (Eastern Time- ET)	Submission Method
Last day to create an Awards Management Information Systems (AMIS) Account (all 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 Applicants that meet the SECA requirements, but wish to apply for Core-FA, to request creation of a Core-FA Application (if requesting more than \$700,000). This applies only to CDFI Program Applicants who are eligible for SECA.	March 14, 2022	11:59 p.m. ET	Service Request via AMIS
Last day to contact CDFI/NACA Program staff	April 8, 2022	5:00 p.m. ET	Service Request via AMIS Or 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 Or 202-653-0422 Or AMIS@cdfi.treas.gov
Last day to submit CDFI/NACA Program Application for Financial Assistance (FA) or Technical Assistance (TA)	April 12, 2022	11:59 p.m. ET	AMIS

8. My organization does not have Audited Financial Statements. Can we provide internally prepared financial statements instead?

Answer: Applicants that are loan funds, venture capital funds, or other non-Regulated institutions may submit Unaudited Financial Statements for any of the three most recent historic fiscal years only if Audited Financial Statements are unavailable in a given year because the Applicant was too small to warrant the preparation of audited financial statements. Applicants may submit a letter signed by an Authorized Representative attesting to the lack of either audited or unaudited financial statements in a given year only if the Applicant was not yet in business and thus has no financial statements to include for that year. In such a case, the Applicant can submit a single, typed, PDF or Microsoft Word Document with the following language (or similar) for any years where the Applicant was not yet in business:

“As a newly formed CDFI, we do not have any Application Financial Data Attachments, including Audited Financial Statements or Management Letters/Statements in Lieu of Management Letters to provide.”

This letter should be signed by an Authorized Representative for the Applicant organization and should be on the Applicant’s letterhead.

Applicants that are Regulated Institutions do not need to submit Audited Financial Statements. However, Regulated Institutions that are using retained earnings as matching funds must submit call reports.

9. Which financial information should my organization report as historic fiscal years, current fiscal year, and projected fiscal years?

Answer: Please refer to the chart below, taken from the [FA Application Guidance](#), in order to determine which financial information should be reported in your organization’s Application:

Fiscal Year End	Required Financial Information
<p style="text-align: center;">03/31 <i>or</i> 6/30 <i>or</i> 9/30 (with final FY 2021 Audited Information)</p>	<ul style="list-style-type: none"> • FY 2019, FY 2020, and FY 2021 audited financial information entered as historic years. Thus FY 2021 is the “most recent historic year”, also called Historic Year 1 in AMIS. • FY 2022 financial information, as of December 31, 2021, entered as the current year. • FY 2023, FY 2024, and FY 2025 financial information as projected years.
<p style="text-align: center;">9/30 (without final Audited Information) <i>or</i> 12/31 (with or without final FY 2020 Audited Information)</p>	<ul style="list-style-type: none"> • FY 2018, FY 2019, and FY 2020 audited financial information entered as historic years. Thus FY 2020 is the “most recent historic year”, also called Historic Year 1 in AMIS. • FY 2021 financial information, (as of September 30, 2021 for Applicants with 9/30 FYE and as of December 31, 2021 for Applicants with 12/31 FYE), entered as the current year. • FY 2022, FY 2023, and FY 2024 financial information as projected years.

10. How will my FA or TA Application be evaluated?

Answer: For information on how Applications are evaluated, please review the NOFAs, this year’s [CDFI & NACA Base-FA Application Evaluation Process](#) document, and this year’s [CDFI & NACA TA Application Evaluation Process](#) document found on the CDFI Fund’s website.

11. If my organization receives an FA or TA award, must it comply with the terms of the Buy American Act?

Answer: Yes, every Recipient’s CDFI Program or NACA Program Assistance Agreement will include a provision that requires it to comply with the Buy American Act, 41 U.S.C. 8301-8303 (as amended from time to time).

The Buy American Act includes a requirement that all unmanufactured articles, materials, and supplies purchased with any FA or TA award be mined or produced in the United States, and that all manufactured articles, materials, and supplies purchased with any FA or TA award be manufactured in the United States substantially all from articles, materials, or supplies mined, produced, or manufactured in the United States.

A Recipient or Sub-Recipient may request in writing a waiver from the CDFI Fund via a Service Request through its AMIS account from the requirements of the Buy American Act if its application would be inconsistent with the public interest or the cost would be unreasonable.

12. Is the failure to expend an award prior to the end of the Period of Performance considered an event of noncompliance?

Answer: Yes, if a Recipient fails to fully expend the amount of its award in an eligible activity category prior to the end of its Period of Performance, the CDFI Fund, in its sole discretion, may find it to be in noncompliance with the terms of its Assistance Agreement.

13. Who prepares the Management Letter and which Applicants need to submit a Management Letter?

Answer: The Management Letter is prepared by the Applicant’s auditor and is a communication on internal controls over financial reporting, compliance, and other matters. Please review the additional guidance and sample Management Letter in the Appendices of the [FA Application Guidance](#) and [TA Application Guidance](#).

All Applicants that are required to submit audited financial statements are also required to submit a Management Letter (or a Statement in Lieu of Management Letter if the Management Letter is not available) for their most recent historic fiscal year. Please see Table 10 in the NOFAs for which Applicant types are required to submit a Management Letter or Statement in Lieu of Management Letter, and for more detailed information on the required content of the Management Letter and Statement in Lieu of Management Letter.

14. My CDFI is an unregulated institution that did not receive a Management Letter with our most recent historic fiscal year audit. Do I need to upload a Statement in Lieu of Management Letter in our Application?

Answer: No, you do not need to upload a separate document. This year, a template is provided in AMIS containing all the relevant pieces for a Statement in Lieu of Management Letter, which is attested to for accuracy and completeness by an Authorized Representative of your organization as part of the overall Attestation when you submit the Application.

Specifically, in the “Application Financial Data” section, “Financial Attachments” subsection, you are asked in Question 3.1 to read options A, B, and C about Management Letters, and then select the choice that describes your organization from the drop-down box at the bottom of the section. Your answer will then trigger the AMIS template to prompt you for what additional information, if any, is needed from your organization. Completing this subsection(s) within AMIS fulfills the requirements concerning a Management Letter/Statement in Lieu of Management Letter.

FA Applicants

- 1. Do all the Financial Assistance Objectives receive equal preference in the evaluation process? Does one objective score better/is one more competitive than others?**

Answer: All seven FA Objectives are equally competitive. Furthermore, there is no competitive advantage in selecting multiple objectives. Often, Applicants and Business Plan Reviewers alike, find it is easier and more compelling to write clearly and more in depth about a single objective, as opposed to writing broadly about multiple objectives. Applicants are advised to take this guidance into consideration.

- 2. In providing application financial data projections, will I receive more points/will my Application score better if I project a more aggressive increase?**

Answer: No. Applicants do not receive a better score, nor are they favored in any way for making aggressive projections. Applicants are advised to make realistic projections, as the feasibility and reasonableness of these projections are assessed by external reviewers as part of the Step 3 Business Plan Review and during the Step 4 Policy Objective Review. It is also critical to note that these projections translate directly into an Award recipient's Performance Goals & Measures (PG&Ms) in the Assistance Agreement; having unrealistic or overly aggressive projections puts a potential recipient at risk of noncompliance which could result in a delayed closing and/or receipt of funds, and/or defaults under the terms and conditions of the Assistance Agreement.

- 3. Can my organization request a Base-FA award to be used for more than one FA Objective?**

Answer: Yes. Applicants may select one or more FA Objectives. However, selecting multiple FA Objectives will not make Applications more competitive. Therefore, Applicants should only select the FA Objective(s) that are aligned with their business plans and strategic goals, and have achievable outcomes.

- 4. If my organization selects multiple FA Objectives, will it be held to the minimum floors established for each FA Objective PG&M?**

Answer: Generally, yes. Please see the FA Guidance document for more information on each specific FA Objective and floor.

- 5. If my organization does not receive its full Base-FA award request, will it still be held to the projected activity for the FA Objective PG&Ms entered in the Application?**

Answer: Generally yes, whether your organization receives the full requested Base-FA amount or another amount, you will be held to the same projected activity levels entered

in your Application (i.e., the PG&Ms in your Assistance Agreement will not be automatically reduced if you do not receive your full Base-FA award request). Please see the FA Guidance document for more information. For example, if an Applicant requests a \$1,000,000 Base-FA award and selects the FA Objective 1-1: Increase Volume of Financial Products, and projects \$50,000,000 in Financial Products closed in an Eligible Market(s) and/or its approved Target Market over the three-year Period of Performance, the PG&Ms in the Assistance Agreement will be based on the projected \$50,000,000 in Financial Products closed over the Period of Performance, even if the Applicant receives a \$500,000 Base-FA award.

6. Where can I find definitions for the line of business categories referenced in the FA Application?

Answer: This year's [FA Application Guidance](#) document provides definitions of the line of business categories in the Appendices. These definitions apply to the FA Application only and should be used to assist Applicants in understanding the terms used within the FA Application. Please use the "other" category if your organization has a line of business that does not fit within the options provided.

7. My organization has multiple Financial Products under a single line of business category provided in the FA Application. How should I provide this information?

Answer: Applicants should aggregate information for all Financial Products under the respective line of business identified in the Application.

8. How should my organization classify Financial Products for Residential Real Estate that are different from Affordable Housing?

Answer: Residential Real Estate that is different from Affordable Housing may be included in the "other" category or another line of business, as appropriate, for your organization's business model.

9. If my organization is applying for PPC-FA, DF-FA, and/or HFFI-FA, should I include Financial Products that I intend to use to meet PPC-FA, DF-FA, and/or HFFI-FA Performance Goals and Measures (PG&Ms) in my organization's loan portfolio and Equity Investment information in the Application Financial Data inputs in AMIS?

Answer: Applicants should not include loan portfolio or investment activity intended for PPC-FA, DF-FA, and/or HFFI-FA Performance Goal and Measure (PG&M) requirements in the Assistance Agreement in any of the seven years of financial input data (i.e., historic, current, and projected fiscal years) in the below fields (item numbers from "Appendix B: Application Financial Data Inputs" of the FA Application Guidance are included after each field for ease of reference). These fields will be used to calculate FA Objective PG&Ms, and

activity counted toward PPC-FA, DF-FA, and/or HFFI-FA PG&Ms cannot be counted toward FA Objectives PG&Ms and vice versa.

- Total On-Balance Sheet Loan Portfolio in Eligible Market(s) and/or Approved Target Market (Item 23);
- On-Balance Sheet Loans Closed in Eligible Market(s) and/or Approved Target Market (Item 27);
- On-Balance Sheet Loan Guarantees Made in Eligible Market(s) and/or Approved Target Market (Item 38);
- Total On-Balance Sheet Loan Guarantees Outstanding in Eligible Market(s) and/or Approved Target Market (Item 40);
- Total Equity Investments Portfolio in Eligible Market(s) and/or Approved Target Market (Item 47); and
- Total Equity Investments Closed in Eligible Market(s) and/or Approved Target Market (Item 49).

Applicants should keep in mind that the PG&M requirements for PPC-FA, HFFI-FA, and DF-FA are determined by their respective award sizes. Therefore, Applicants should exclude the amount of their PPC-FA, HFFI-FA, and/or DF-FA award requests from the above fields.

Please note that all other Application Financial Data input fields in the Loan Portfolio and Equity Portfolio groupings of the Application Financial Data inputs should reflect the Applicant's entire Loan Portfolio and Equity Portfolio.

For example, Mountain Community CDFI projects it will close \$10 million in loans in on-balance sheet Eligible and/or Target Markets over the award period, of which \$5 million in loans occurs in PPCs. Mountain Community CDFI is requesting a \$300,000 PPC-FA award, so it will exclude \$300,000 from its Base-FA projections. Its total projections will be \$9.7 million for the financial data field "On-Balance Sheet Loans Closed in an Eligible and/or Target Market" (line 27 in Appendix B), under the "Loan Portfolio" header.

10. The Application Financial Data inputs section of the Application has a subsection called "On-Balance Sheet Financial Products Closed in Persistent Poverty Counties (PPC)." What information should I include in those fields?

Answer: All on-balance sheet PPC Financial Products activity should be included in these fields. This will duplicate other information listed in the Financial Data inputs section and should include your PPC-FA request, if applicable. Specifically, the Application Financial Data inputs asks for information related to on-balance sheet Financial Products (loans, Equity Investments, and loan guarantees) closed or projected to be closed in PPCs. For these fields, Applicants should only include on-balance sheet Financial Products in PPCs serving Eligible Market(s) and/or approved Target Market(s). These fields will not be used to calculate PPC-FA PG&Ms in the Assistance Agreement, but will be used by the CDFI

Fund to assess historical and projected activity as a part of the PPC-FA Application evaluation.

Continuing the above example of Mountain Community, its total projections closed in PPCs for this section would be \$5 million, which includes its \$300,000 PPC-FA award request. (Applicants do NOT need to subtract out their PPC-FA request here like they do above.) The \$5 million amount would be entered in the financial data field “On-Balance Sheet Loans Closed in PPCs Serving an Eligible Market and/or Target Market” (line 50 in Appendix B), under the “Persistent Poverty County Activities” header.

11. I noticed that the Application asks Applicants to provide information on investment and operations in designated Qualified Opportunity Zones. Does this only include investments and operations in certified Opportunity Funds?

Answer: No. However, Opportunity Zone information Applicants provide must be in designated Qualified Opportunity Zones. Please see the CDFI Fund’s website for more information on, and a list of, designated Qualified Opportunity Zones (<https://www.cdfifund.gov/opportunity-zones>).

There are a few places in the Application where Applicants are asked to provide information on activity in designated Qualified Opportunity Zones and further clarification is provided below:

Application Financial Data: Applicants are asked to provide three projected fiscal years of on-balance sheet Financial Products projected to close in designated Qualified Opportunity Zones serving Eligible Market(s) and/or approved Target Market in the Application Financial Data inputs. The projected Financial Products closed do not have to be in certified Opportunity Funds, but must be in designated Qualified Opportunity Zones. For example, if an organization is making on-balance sheet consumer loans in census tracts that are in Eligible Market(s) or its approved Target Market located within a designated Qualified Opportunity Zone, it can include these loans in the projected fiscal years in the designated Qualified Opportunity Zone Application Financial Data inputs. Applicants should review the FA Application Guidance document, including the Application Financial Data Appendix, for more detailed information.

Question 8a in Narrative Questions: Applicants should address all work in designated Qualified Opportunity Zones, not just investments in certified Opportunity Funds, when responding to this question. Although Applicants should discuss the extent to which their organizations are intentionally coordinating with certified Opportunity Funds to plan investments in designated Qualified Opportunity Zones, they should also discuss the extent to which they are intentionally investing in and/or planning to invest in designated Qualified Opportunity Zones outside of a certified Opportunity Fund. For example, Applicants may include information on their proposed pipeline of projects in designated

Qualified Opportunity Zones and, if applicable, address how their work in designated Qualified Opportunity Zones directly connects to meeting their selected FA Objectives. Applicants should review the FA Application Guidance document, including the application Financial Data Appendix, for more detailed information.

12. What projected activities are eligible to meet FA Objective PG&Ms?

Answer: Applicants should review the FA Guidance document and NOFAs for eligible activities to meet each FA Objective PG&M. However, Applicants should keep the following key information in mind when selecting FA Objective(s) and completing the Application:

- Off-balance sheet activity cannot be used to meet FA Objective PG&Ms. Therefore, Applicants should not include off-balance sheet activity in their projected financial activity for the FA Objectives in the Application.
- Applicants can count the same projected Financial Products, Financial Services, and/or Development Services towards multiple FA Objectives in the FA Objectives PG&Ms, as applicable. For example, if your CDFI selects both the New Geographic Area(s) FA Objective and Increase Volume of Financial Products FA Objective, and projects \$5 million in new lending activity in the New Geographic Area, you may also count the projected \$5 million of new lending toward your Increase Volume of Financial Products FA Objective projections. However, activity counted toward FA Objectives PG&Ms **cannot** count toward PPC-FA PG&Ms, HFFI-FA PG&Ms, and/or DF-FA PG&Ms, and vice versa.
- 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).**

13. If my organization selects the FA Objective 1-1: Increase Volume of Financial Products, will the corresponding PG&Ms in the Assistance Agreement be based on increased volume only from a particular line of business or Financial Product identified in the Application?

Answer: No. The PG&Ms for this FA Objective will be the total projected dollar amount of on-balance sheet Financial Products closed in Eligible Market(s) and/or approved Target Market(s). The total projected amount of Financial Products closed is calculated by summing the amounts entered in the financial data fields in AMIS of 1) On-Balance Sheet Loans Closed in Eligible Markets and/or Target Markets, 2) Loan Guarantees Made in Eligible Markets and/or Target Markets, and 3) Total Equity Investments Closed in Eligible

Markets and/or Target Markets for the three projected fiscal years. Please see the FA Application Guidance for additional details on how these projections will translate to PG&Ms for this FA Objective. However, Applicants may discuss their plans to increase a particular Financial Product and/or line of business in their narrative responses.

- 14. My organization had significant net portfolio growth over the past three years and is projecting more growth over the three year Period of Performance. However, my organization does not meet the floor requirement for FA Objective 1-1: Increase Volume of Financial Products since its three projected years of Financial Products closed does not exceed its historic three years of Financial Products closed plus the amount of the Base-FA award. Can my organization still apply for this FA Objective if it believes that its annual net portfolio growth represents a growth in activity?**

Answer: Applicants may select this FA Objective if they believe that their organization has experienced net portfolio growth that indicates an increase in volume that may not be reflective of their annual activity. Applicants will be required to provide a detailed explanation as to why they believe their organization has experienced an increase in volume of Financial Products. Applicants should provide a sufficient level of fact-based detail, data, and information to demonstrate what constitutes a net portfolio growth increase in volume. Please note that the CDFI Fund will analyze the justification to ensure it complies with internal policies, and reserves the right to find an Applicant ineligible for this FA Objective.

- 15. If an organization received two or three consecutive CDFI Program or NACA Program FA awards in which the PG&Ms for FA Objective 1-1: Increase Volume of Financial Products (PG&M 1-1) and/or the PG&Ms for FA Objective 1-2: Increase Volume of Financial Services (PG&M 1-2) are applicable, are the PG&Ms benchmarks for overlapping Period of Performance years cumulative?**

Answer: No. PG&M 1-1 and PG&M 1-2 benchmarks for overlapping Period of Performance (PoP) years are not cumulative. For PoP years in which an organization has overlapping PG&M 1-1 and PG&M 1-2 benchmarks, it must meet the highest benchmark for the overlapping PoP years to be in compliance with all active awards. However, please keep in mind that an Applicant with overlapping PG&M benchmarks can be in compliance with one or more active awards, but may not necessarily be in compliance with other active award(s) for that PG&M.

Please review Appendix F of the [FA Application Guidance](#) for illustrative examples with sample calculations of how overlapping PG&M 1-1 benchmarks.

16. My organization submitted an amendment request to the CDFI Fund to expand our current approved Target Market to include a new geographic area. Can I select the FA Objective 1-3: New Geographic Area for the new geographic area included in my organization's Target Market modification request?

Answer: Yes, as long as the "New Geographic Area" selected in the Application is an area (either county, state, or U.S. territory) that accounts for five percent or less of your CDFI's total portfolio outstanding averaged over the three most recent fiscal years. The "New Geographic Area" can be within or outside of your approved Target Market(s) but activity must be in an Eligible Market(s) in the "New Geographic Area(s)" to satisfy PG&Ms in your Assistance Agreement for this FA Objective. Please see the FA Guidance document for more detailed information on this FA Objective.

17. Does an Applicant that selects the FA Objective 1-3: New Geographic Area(s) and/or FA Objective 1-7: Serve New Targeted Population(s) need to amend its certified Target Market to serve the identified New Geographic Areas and/or New Targeted Populations?

Answer: For Applicants that select FA Objective 1-3: New Geographic Area(s), adding a "New Geographic Area(s)" may or may not necessarily impact or change your CDFI's certified Target Market status. Applicants should review the CDFI Fund's certification and compliance requirements (available on the CDFI Fund's website) to understand how an expansion into a "New Geographic Area" may impact your CDFI's certification status. Since modification to an Applicant's Approved Target Market(s) upon expansion in the new area will be determined on a case-by-case basis for each Applicant, Applicants are responsible for determining if modification to your Approved Target Market(s) is needed upon expansion into the "New Geographic Area(s)". Please keep in mind that your CDFI must continue to deploy at least 60% of total lending/ investments within your approved Target Market(s) in order to maintain CDFI certification status.

Applicants that select the FA Objective 1-7: Serve New Targeted Population(s) must submit a Service Request through their AMIS account to modify their CDFI's approved Target Market to include at least one of the New Targeted Population(s) selected in their Application by the end of Year 2 of the Period of Performance, and must also have at least one of the Targeted Population(s) selected in their Application added to their approved Target Market by the end of Year 3 of the Period of Performance. Applicants that have questions about modifying their approved Target Market should contact the CDFI Fund's Certification, Compliance Monitoring and Evaluation office by submitting a Service Request via their AMIS account.

18. Can my organization select the FA objective 1-7: “Serve New Targeted Population(s)” for populations not listed in the Application?

Answer: No. Applicants may only select from the Targeted Population options provided in the Application.

19. Is there a difference between expending the amount of my FA award in one of the FA eligible activity categories and satisfying the PG&Ms that will be included in my Assistance Agreement?

Answer: Yes, there is an important difference between expending the amount of your FA award and satisfying the PG&M(s) that are applicable to your Assistance Agreement. In addition to expending the amount of the FA award in one or more eligible activity category, a FA Recipient must satisfy the PG&Ms that are applicable to its Assistance Agreement.

The Base-FA PG&Ms in a Recipient’s Assistance Agreement are correlated to the FA Objective(s) that a Recipient selected in its Base-FA Application. Base-FA PG&Ms have benchmarks that require a Recipient to either close a certain dollar amount of Financial Products in Eligible Market(s) and/or approved Target Market(s); provide a certain number of Financial Services and/or Development Services in Eligible Market(s) and/or approved Target Market(s); or become certified to serve a New Targeted Population(s). These benchmarks are calculated based upon projected activity included in an Applicant’s Base-FA Application and/or the corresponding floor for each FA Objective. Applicants may satisfy FA Objective PG&Ms by using the Base-FA award or other available funds on their balance sheet. A Recipient’s Assistance Agreement may have additional PG&Ms if it received Supplemental FA award(s). For additional information on FA PG&Ms benchmarks and FA Objective floors, please see this year’s [FA Application Guidance](#).

If a Recipient expends the amount of its FA award in an eligible activity category prior to the end of its Period of Performance but does not satisfy one or more of its applicable PG&Ms, the CDFI Fund, in its sole discretion, may find the Recipient to be in noncompliance with its Assistance Agreement. Likewise, if a Recipient satisfies all of its applicable PG&Ms, but does not expend the amount of its FA award in one or more eligible activity categories prior to the end of its Period of Performance, the CDFI Fund, in its sole discretion, may find the Recipient to be in noncompliance with its Assistance Agreement.

20. My organization is applying as a Community Partnership. Can my organization use the portion of the FA award that can be used for direct administrative expenses (15 percent of the total FA award) to compensate our Community Partner?

Answer: No. Direct Administrative Expenses must be used to support the Applicant in carrying out an FA eligible activity.

21. For the “Beneficiary Snapshot Table” in AMIS, the FA Guidance and AMIS Guidance say data should be for the “most recently completed historic fiscal year.” Can you clarify what fiscal year you mean?

Answer: Applicants should complete the “Beneficiary Snapshot Table” using the **most recently completed historic Fiscal Year**. The most recent historic fiscal year should be the same year as the most recent historic fiscal year in your financial data inputs in AMIS, which is also listed in Table 13 of this year’s [FA Application Guidance](#) document. For example, if your CDFI has a fiscal year end of 12/31, the Beneficiary Snapshot information should reflect data for your 2020 Fiscal Year.

22. My organization changed our fiscal year end date by six months within the last three years, so one of our fiscal year periods is 18 months instead of the typical 12. How should we reflect this in our Application?

Answer: The AMIS system will automatically input the historic/current/projected fiscal years assuming a 12 month period of time. Please present your financial information as it ties to your audits, and explain in your narrative responses which fiscal year represented an 18 month period.

An additional issue might be a factor for your organization if you are intending to apply for FA Objective 1-1, Increase in Volume. Part of the AMIS validations for this FAO involve summing the last three historic years of your financial activity (which assumes a 36 month period). However, your financials would sum a total of 42 months instead for your last three fiscal years. If this results in your financial data projections seeming to have “No Net Increase,” please explain this in the relevant Application section. (Additional guidance on FAO 1-1’s “No Net Increase” can be found in the [FA Application Guidance](#), in the section “FA Objective 1-1: Increase Volume of Financial Products”.)

23. Performance Goal and Measure (PG&M) 5-1 indicates my CDFI will need to expend 90% of the initial payment amount within the first year of the Period of Performance, what does “expended” mean?

Answer: Award funds are considered to be expended once a Recipient allocates them to one of the eligible activities stated in the CDFI Program/NACA Program NOFAs.

For example, consider the eligible use category of Loan Loss Reserves. Once a Recipient allocates part or all of its CDFI Award to Loan Loss Reserves, those funds are considered fully “expended” for purposes of CDFI Fund reporting. In other words, a Recipient does not need to wait until it spends these funds to cover an actual loan loss to consider them “expended” for CDFI Fund reporting purposes.

In the case of a Financial Product, for example, award funds are considered expended when you have closed and allocated the funds to cover future disbursements, even if the loan will be disbursed over a period of time.

Technical Assistance (TA) Applicants

- 1. We are a new organization applying for TA. We have not yet started financing activities. What should we enter on our AMIS Organization Profile for our “Financial Activities Start Date”?**

Answer: AMIS is not configured to allow for a future prospective date to be entered in this field. Therefore, you should enter the date of the NOFA release as a placeholder. When your organization does start financing activities in the future, you should return to your AMIS Organization Profile to update this date field.

Persistent Poverty Counties-FA (PPC-FA) Applicants

- 1. Can my organization receive a PPC-FA award without receiving a Base-FA award?**

Answer: No, PPC-FA awards will be provided as a supplement to FA awards. Only those Applicants that are selected to receive a Base-FA award through the CDFI Program or NACA Program are eligible to receive a PPC-FA award. For additional instructions, see the section “Financial Assistance Application Instructions: 14. Supplemental FA Applications, PPC-FA” in this year’s [FA Application Guidance](#), beginning near page 79 (page number subject to change based on updates).

Disability Funds-FA (DF-FA) Applicants

1. Can my organization receive a DF-FA award without receiving a Base-FA award?

Answer: No, DF-FA awards will be provided as a supplement to FA awards. Only those Applicants that have been selected to receive a Base-FA award through the CDFI Program or NACA Program are eligible to receive a DF-FA award.

2. What can DF-FA funds be used for?

Answer: DF-FA award funds can only be expended for eligible FA activities referenced in the NOFA to directly or indirectly benefit individuals with disabilities. DF-FA Recipients must deploy at least 85 percent of the DF-FA provided to close Financial Products for the primary purpose of directly or indirectly benefiting people with disabilities.

3. Is my organization required to disburse all DF-FA funds in our approved Target Market?

Answer: No, DF-FA funds are not required to be disbursed in your approved Target Market but must be disbursed in an Eligible Market. For additional instructions, see this year's [CDFI & NACA Program DF-FA Application Guidance](#).

Healthy Food Financing Initiative-FA (HFFI-FA) Applicants

1. Can my organization receive a HFFI-FA award without receiving a Base-FA award?

Answer: No, HFFI-FA awards will be provided as a supplement to FA awards. Only those Applicants that have been selected to receive a Base-FA award through the CDFI Program or NACA Program are eligible to receive a HFFI-FA award.

2. What does the CDFI Fund consider to be eligible Healthy Food financing activities?

Answer: Eligible financing activities to Healthy Food retail outlets and Healthy Food non-retail outlets require that the majority of the HFFI-supported loan or investment be devoted to offering a range of Healthy Food choices, which may include, among other activities, (i) investments supporting an existing retail store, (ii) a wholesale operation upgrade to offer an expanded range of Healthy Food choices, or (iii) support for a nonprofit organization that expands the availability of Healthy Foods in underserved areas.

3. How much funding must an HFFI-FA award Recipient direct to Healthy Food retail outlets?

Answer: An HFFI-FA Recipient must deploy at least 75 percent of the HFFI-FA award to Healthy Food retail outlets in food deserts in the Recipient’s Target Market by the end of the Period of Performance. Recipients will have interim PG&Ms to deploy 25 percent of the total HFFI-FA award by the end of the first year of the Period of Performance, and 50 percent of the total HFFI-FA award by the end of the second year of the Period of Performance. For additional instructions, see this year’s [CDFI & NACA Program HFFI-FA Application Guidance](#).

Matching Funds (not applicable to Native CDFIs¹)

1. How does my organization determine if we are required to submit Matching Funds with our FA Application?

Answer: The Matching Funds requirement for SECA FA, NACA FA, and HFFI-FA Applicants was waived by Congress for the FY 2021 funding round and the final FY 2022 appropriations are still pending for this funding round. As a result, SECA FA, NACA FA, and HFFI-FA Applicants are not required to submit Matching Funds for their award requests at the time of Application. However, the CDFI Fund reserves the right to request Matching Funds from SECA FA Applicants and/or HFFI-FA Applicants if Matching Funds are not waived in the final FY 2022 CDFI Program appropriations. Core Applicants are required to submit Matching Funds for their Base-FA, DF-FA and/or PPC-FA supplemental applications at the time of Application, but not for HFFI-FA.

2. Is my organization required to submit Matching Funds for my DF-FA and/or PPC-FA award requests?

Answer: Core FA Applicants that are applying for DF-FA and/or PPC-FA must submit Matching Funds for the DF-FA and/or PPC-FA requested amounts (in addition to the Base-FA requested amount) at the time of Application. SECA FA Applicants do not have to submit Matching Funds for DF-FA and/or PPC-FA Applications at the time of Application but may be required to do so if Congress does not waive the Matching Funds requirement for the FY 2022 funding round. Like Base-FA, PPC-FA and/ or DF-FA awards are based on

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. Per the FY 2022 CDFI Program NOFA and the FY 2022 NACA Program NOFA, a 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.¹

the amount and form of the Matching Funds that the Applicant includes in its FA Application.

Specifically, FA awards will be limited to no more than two times the amount of In-Hand and/or Committed Matching Funds provided at the time of Application. Please see the NOFAs and Matching Funds Guidance for more information on Matching Funds requirements.

3. Should my organization provide supporting documentation for our Matching Funds?

Answer: Core FA Applicants must complete the Matching Funds section of the FA Application in AMIS in order to demonstrate that they have sufficient Matching Funds, including Base-FA, DF-FA and PPC-FA requested award amounts. In addition to entering required information about each Matching Funds source, supporting documentation, as outlined in “Step 3b” of this year’s [CDFI Program Matching Funds Guidance](#), is required at the time of Application submission for deposits, credit union shares, In-Hand equity investments, In-Hand deposits, In-Hand and/or Committed retained earnings, and secondary capital.

Supporting documentation for Matching Funds in the form of grants, loans, and in-kind contributions is not required at the time of Application submission. However, documentation that meets the requirements outlined in “Appendix A” of this year’s [CDFI Program Matching Funds Guidance](#) must be made available to the CDFI Fund upon request.

4. Are Recipients that receive their FA award in the form of a loan required to provide collateral?

Answer: Recipients that receive an FA award in the form of a loan will receive the CDFI Fund’s standard loan product. The terms of the standard loan are outlined in Table 9 of the NOFAs.

Regulated Applicants

1. How does the information on my organization’s call reports relate to the financial information requested in the financial sections of the Application?

Answer: The CDFI Fund has additional guidance to crosswalk the financial data inputs to the respective call reports (UBPR, 5300, or AITSA). Please review the Application Financial Data Appendix in the FA Application Guidance document or TA Application Guidance document for additional information.

2. How does my organization provide the demographic information on our clients and beneficiaries, as requested, when there are regulatory constraints on gathering that data?

Answer: The CDFI Fund is aware that there may be regulatory constraints that limit the demographic information that regulated Applicants may collect from their borrowers and members. You may contextualize information about the people and communities you serve using proxies and other information that you are allowed to collect (e.g., demographic data about the general population in census tracts you serve). As discussed in more detail in the FA Application Guidance document, you should use narrative Question 2 and Question 3 to help the CDFI Fund better understand the populations and communities you serve.

3. My organization is a Regulated Institution that intends to select the FA Objective 1-1: Increase Volume of Financial Products but not FA Objective 1-2: Increase Volume of Financial Services. Should my organization complete the Financial Services fields in the Application Financial Data Inputs in AMIS, even if my organization does not intend to select FA Objective 1-2: Increase Volume of Financial Services?

Answer: Yes, if you are a regulated organization that provided and/or plans to provide Financial Services, you should complete the Financial Services fields in the Application Financial Data Inputs in AMIS for all required years (i.e., historic fiscal years, current fiscal year, and projected fiscal years), even if your organization does not intend to select the FA Objective 1-2: Increase Volume of Financial Services. This FA Objective will not automatically be included in your Assistance Agreement if you complete the Financial Services fields in the Application Financial Data Inputs. You must select FA Objective 1-2: Increase Volume of Financial Services in the Application in AMIS in order for this FA Objective to be included in your Assistance Agreement.

Please note that the Financial Services information provided in the Application Financial Data Input fields must be on-balance sheet activity in an Eligible Market(s) and/or in your CDFI's approved Target Market(s). Please see the FA Guidance document for more detailed information on completing the Application Financial Data Input fields and the FA Objectives. The CDFI Fund understands that Financial Services information may not be readily tracked. Regulated Applicants should provide estimates if necessary and provide any explanation in the narrative section.

Considerations for CDFI Rapid Response Program (CDFI RRP) Recipients

1. If we received a CDFI RRP Award, can we double-count the CDFI RRP lending toward our FA PG&Ms for future reporting purposes?

Answer: No, transaction dollars cannot be double-counted. All CDFI RRP Financial Products will be reported in the annual Transaction Level Report (TLR) data, which must be submitted as part of Recipients' annual compliance reporting requirements. In terms of reporting and meeting PG&Ms, eligible transactions reported in the TLR data will be coded by Recipients by Award type, including CDFI RRP, Base-FA, or one of three FA Supplemental Programs: Persistent Poverty Counties-Financial Assistance (PPC-FA), Disability Funds-Financial Assistance (DF-FA), or Healthy Food Financial Initiative-Financial Assistance (HFFI-FA). Note that guidance on TLR reporting for CDFI RRP can be found on the CDFI Fund website at by clicking [here](#).

As Recipients with multiple Award/program types think about how their Financial Products are meeting PG&Ms, it can be helpful to think about meeting Supplemental Programs' PG&Ms and CDFI RRP PG&Ms before meeting Base-FA PG&Ms. In other words, if transactions are eligible for multiple Award/program types, Recipients could code them in the TLR first for eligible Supplemental FA PG&Ms, then CDFI RRP PG&Ms, and finally Base-FA PG&Ms. The following example illustrates how a Recipient with multiple PG&Ms can approach meeting the various PG&M benchmarks.

Example: Western CDFI applies for and receives a FY 2022 Base-FA Award, a Supplemental PPC-FA Award, and previously received a CDFI RRP Award. In the first Period of Performance, Western CDFI closes \$3 million in on-balance sheet loans in an Eligible Market and/or Target Market, all of which also occur in a Persistent Poverty County.

Year 1 PG&M	Lending Needed to Meet PG&M Benchmarks	Lending Counted toward PG&M and Remaining Transaction Dollars for Other PG&Ms
FY 2022 FA Award, PG&M 2-1: PPCs: Close 5% of your PPC Award in Year 1	Western CDFI received a \$100,000 PPC-FA Award, so their Year 1 benchmark is \$5,000.	\$3,000,000 in on-balance sheet loans in EM/TM (minus \$5,000 counted for the PPC-FA PG&M) = \$2,995,000 remaining
CDFI RRP Award, PG&M 2-1: Close the equivalent of 50% of your CDFI RRP Award in Year 1; close the equivalent of 70% in Year 2.	Western CDFI received a \$750,000 CDFI RRP Award, so their Year 1 benchmark is \$375,000. Their Year 2 cumulative benchmark is \$525,000. Assuming they met the Year 1 benchmarks, they would need to close \$150,000 (\$525,000 minus \$375,000) during Year 2.	(minus \$150,000 counted for the CDFI RRP Year 2 PG&M) = \$2,845,000 remaining
FY 2022 Base-FA Award, PG&M 1-1: Increase Volume of Financial Products; 25% of total three-year projections in Year 1	Western CDFI projected closing \$10,000,000 in total on-balance sheet loans in EM/TM during their three-year Base-FA Period of Performance, so their Year 1 benchmark is \$2,500,000.	(minus \$2,500,000 counted for the Base-FA PG&M) = \$345,000 remaining Western CDFI has met all these PG&Ms for their PPC-FA, CDFI RRP, and Base-FA Awards.

<p><i>FA Program Type (Column R)</i> Choose one of the pre-defined values below and report the FA Program PG&M objective of the loan/investment. If a loan/investment is used to satisfy Persistent Poverty Counties PG&M objective, then select "PPC-FA". If a loan/investment is used to satisfy Healthy Food Financing Initiative PG&M objective, then select "HFFI-FA". If a loan/investment is used to satisfy People with Disabilities PG&M objective, then select "DF-FA". If a loan or investment is used to satisfy the Rapid Response Program (RRP) PG&M then select RRP. For other PG&M objectives, select "FA". Only one option is allowed for each transaction.</p>	
<p>Validations:</p> <ul style="list-style-type: none"> • Mandatory field • Please select only one of the following award types that is appropriate for the transaction to meet the PG&M for the award 	
PPC-FA	Persistent Poverty Counties Financial Assistance: The loan is used to meet Persistent Poverty Counties PG&M objective.
HFFI-FA	Healthy Food Financing Initiative Financial Assistance: The loan is used to meet Healthy Food Financing Initiative PG&M objective.

DF-FA	Disability Funds Financial Assistance: The loan is used to meet People with Disabilities PG&M objective.
RRP	Rapid Response Program Financial Assistance: The loan or investment is used to meet the RRP PG&M.
FA	None of the Above

2. We received a CDFI RRP Award. Should we include the CDFI RRP funding in our FA/TA Application financial data projections?

Answer: No. Since RRP is treated similarly to a Supplemental FA program, financial products used to satisfy Supplemental PG&Ms should not be included in the financial data projections for the Base-FA PG&M. See FAQ #9 in the “FA Applicants” section for additional explanation.

Example: Northern CDFI received a CDFI RRP Award for \$1,000,000, and plans to deploy \$200,000 in its next projected fiscal year relating to CDFI RRP. In addition, Northern CDFI projects to close \$10 million in on-balance sheet loans in an Eligible Market and/or Target Market in its next projected fiscal year as part of its FY 2022 Base-FA Application for total projected closing of \$10,200,000. In its Base-FA Application Financial Data, Northern CDFI would enter only the \$10 million figure for its projected on-balance sheet loans in an EM/TM for its next projected fiscal year and would not include the additional \$200,000 in projected loans it intends to count towards CDFI RRP.

Questions about Coronavirus Implications

1. Will there be any changes to how the FY 2022 FA and TA Applications are evaluated as a result of COVID-19?

Answer: The CDFI Fund will use the evaluation processes outlined in the FY 2022 CDFI & NACA Program Base-FA Evaluation Process and FY 2022 CDFI & NACA Program TA Evaluation Process documents.

2. What if my organization receives a Financial Assistance Award for FY2022, and our financial projections are off, due to unforeseeable impacts related to COVID-19 recovery? If my organization receives an Award, are we locked into Performance Goals and Measures (PG&Ms) based on the projections in our Application, or is there an opportunity to request changes to our PG&Ms later?

Answer: The CDFI Fund recognizes the high degree of uncertainty around the economic effects of COVID-19. All Recipients that receive an FY 2022 CDFI Program or NACA Program Financial Assistance Award will have an opportunity to request a modification or

amendment to their PG&Ms. When evaluating modification and amendment requests, the CDFI Fund will take into account the issues a CDFI is facing, as well as larger circumstances, such as the economic effects of COVID-19, that are outside of the CDFI's control.

- 3. My organization has been working on our Financial Assistance Application and selected FA Objective (FAO) 1-1, "Increase Volume of Financial Products". I know that to be considered an increase in volume, our "Total Financial Products Closed in Eligible/Target Markets" projected for the next three years must be greater than the "floor" (my past three historic years plus my FA Award request). What should I do if COVID-19 impacts my projections so that they're below my "floor"?**

Answer: Please see *Table 18: FA Objective 1-1: Increase Volume of Financial Products* in this year's CDFI Program and NACA Program [Financial Assistance Application Guidance](#). If the calculated "Increase in Volume" is a negative number, you may still proceed with FAO 1-1. AMIS will trigger the "No Net Increase in Volume of Financial Products Justification" subsection, where you must provide a detailed written narrative. Additional notes and instructions are in the Application Guidance if AMIS indicates that you do not meet this "Floor 1".

However, if your organization received an FA award in either or both of the last two years which includes FAO 1-1, your proposed financial activity must exceed the amount you are already held to. AMIS will automatically calculate this for you as "Floor 2," if applicable. You must meet "Floor 2" in AMIS; there is no justification section.

Payroll Protection Program (PPP) Loans

- 1. Should I count Payroll Protection Program (PPP) Loans that are on my balance sheet in my Application Financial Data?**

Answer: If the PPP loan meets the other characteristics provided in the guidance, then yes. For example, all Application Financial Data needs to be on-balance-sheet activity. If the PPP loan was made in an Eligible and/or Target Market, then you would include it in both your "Total On-Balance Sheet Loans Closed" and your "Total On-Balance Sheet Loans Closed in EM/TM".

- 2. Will the one-time PPP loans we've closed make our PG&Ms artificially high for a Financial Assistance (FA) Award?**

Answer: PG&Ms are based on your *projected* financial activity. In the FY 2022 funding round, Applicants will either provide projected data for Fiscal Years (FY) 2022, 2023, and 2024, or for Fiscal Years 2023, 2024, and 2025 (depending on your Fiscal Year End or FYE

date; see Table 13 in the FA Application Guidance for more information). If you are not projecting PPP loans in those years, they will not be included in your PG&Ms.

3. Will the one-time PPP loans make my historic financial product activity “floors” artificially high as I consider which FA Objective(s) to choose?

Answer: Each FA Objective has a corresponding “floor”, or minimum amount of activity that must be met, in order to meet the intent of that objective. For FA Objective 1-1, Increase the Volume of Financial Products, “Floor 1” is based on your *historic* financial activity. In the FY 2022 funding round, Applicants will either provide historic data for Fiscal Years 2018, 2019, and 2020, or for Fiscal Years 2019, 2020, and 2021 (depending on your Fiscal Year End or FYE date). If you are an organization reporting PPP loans in your historic data, then your projected financial activity over the performance period may be lower than your historic activity, which would impact FA Objective 1-1: Increase Volume of Financial Products. In such an instance, please review Table 18 in the FA Application Guidance to see what would be required in a “No Net Increase” written justification, in order to proceed with FA Objective 1-1.

4. How will I report PPP loans to the CDFI Fund for financial products closed in Eligible Market and/or Target Market?

Answer: All PPP loans that were originated during a prior FA award Period of Performance (PoP) as stated in the Assistance Agreement should be reported in the TLR.

5. Will PPP loans count in my Performance Progress Report (PPR) towards my PG&Ms from prior FA awards?

Answer: If the PPP loan occurred during a prior FA award Period of Performance (PoP) as stated in the Assistance Agreement, was reported on your CDFIs balance sheet, was made in an Eligible and/or Target Market, and conforms to all other requirements on eligible uses as stipulated in the NOFA and Assistance Agreement, then it counts toward meeting the PG&M and would be included in the PPR.

6. How will PPP loans affect the 60% threshold for financial products closed in my Target Market for my annual Certification requirements?

Answer: Any PPP loan made to an approved Target Market that was originated during the reporting period, regardless of whether it was forgiven, will count toward the CDFI’s 60% threshold criteria to maintain CDFI Certification. (Note that no other forgiven loans are counted toward a CDFI’s 60% threshold.) For more information on reporting in the Annual Certification and Data Collection Report, see [Annual Certification and Data Collection Report FAQ - Updated December 2021 \(cdfifund.gov\)](#)