



## **CDFI Fund NMTC Program Native Initiative Training Technical Workshop 2**

February 22 – 23, 2023

Embassy Suites Downtown Phoenix North

10 E Thomas Road, Phoenix, AZ 85012

### **Agenda**

#### *Day One: Wednesday, February 22, 2023*

9:00 AM	Welcome and Group Introductions
9:20 AM	Review of CDE Certification; CDE / CDFI status CDE Mission
9:45 AM	Community engagement regarding mission, plan, and goals
10:00 AM	Relationship with Controlling Entity for those CDEs that have one Organization history and experience in relation to CDE role
10:25 AM	Key resource planning
10:45 – 11:00	<i>Break</i>
11:00	Role of Controlling Entity as potential funding source for operations or shared staff and facilities
11:15	Service Area considerations for CDEs pursuing an allocation
11:30	Past performance as a lender as support for NMTC allocation
12:00 – 1:20pm	<i>Lunch</i>
1:20	CDFI Fund Q & A
2:00	Financial Products
2:30 – 2:45 PM	<i>Break</i>



- 2:45 PM Community Outcomes mission, goals, and methods
- 3:20 PM Identifying suitable borrowers / projects (the Pipeline
- 3:45 PM Managing an NMTC portfolio
- 4:15 PM Compliance management plan
- 4:30 PM Wrap up Day 1, Q & A, Comments

Day Two: Thursday, February 23, 2023

- 8:30 AM Day 1 review, comments
- 8:50 AM The Secondary CDE  
Investing in other CDEs  
For CDEs desiring to build capacity and experience, Intermediary or  
Secondary CE Role
- 9:15 AM The QALICB: *Use Case Study project(s) as hypotheticals*  
Project responsive to an identified Low Income Community needs  
with quantifiable outcomes can benefit significantly
- 10:00 AM Financial feasibility
- 10:20 – 10:35 *Break*
- 10:35 AM NMTC program compliance
- 10:50 AM Community Outcomes
- 11:30 AM Recruiting CDE(s) for allocation
- 12:00 – 1:15 PM *Lunch*



1:15 PM	Recruiting Investors
	<b><i>Investor panel to discuss relationships, institutional goals and priorities, methods for choosing projects for their own allocation, underwriting CDEs</i></b>
2:15 PM	Q & A with Investor Panel
2:45 – 3:00	<i>Break</i>
3:00 PM	Closing Process
3:20 PM	Compliance
3:35 PM	What to expect if problems arise
3:50 – 4:30 PM	Wrap-up, Q & A with CDFI Fund, Comments

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Zoom link, Day One: Join Zoom Meeting

<https://us06web.zoom.us/j/81075947626?pwd=VWs2bHl5RmRwZHFzQ29qUytUeWU0dz09>

Zoom link, Day Two: Join Zoom Meeting

<https://us06web.zoom.us/j/83905415913?pwd=UVp5bFA5N0FWaVgzektNNkhLTVSdz09>