



## CAPITALIZATION OPPORTUNITIES FOR TODAY AND TOMORROW AGENDA

DAY 1   Tuesday, September 10   8:00 am to 4:30 pm	
TIME	TOPIC
8:00 – 8:30am	<i>Breakfast and Registration</i>
8:30 – 9:00am	<b>Welcome, Introductions, Expectations, Course Overview</b>
9:00 – 10:15am	<b>Capitalization Essentials</b> <ul style="list-style-type: none"> <li>• Current NCFIs Funding Landscape</li> <li>• Introduce Capitalization Canvas</li> <li>• Capital Types &amp; Sources</li> <li>• Terms/Lingo</li> </ul>
10:15 – 10:30 am	<i>Break</i>
10:30 – 11:30 am	<b>Get Your House in Order</b> <ul style="list-style-type: none"> <li>• Strategic Goals</li> <li>• Governance, Policies &amp; Implementation</li> <li>• Financial Health</li> <li>• Capitalization Structure</li> <li>• Financial Projections</li> </ul>
11:30 –11:45 am	<b>Canvas Working Session #1</b> <ul style="list-style-type: none"> <li>• Getting your house in order</li> </ul>
11:45am-12:15pm	<b>Strategic Partners</b> <ul style="list-style-type: none"> <li>• Shared Cost</li> <li>• Expertise</li> <li>• Lending Capital Access</li> </ul>
12:15pm	<i>Lunch</i>
1:15pm-1:45pm	<b>Case Studies: CDFIs Using Strategic Partners to Defray Cost</b>
1:45pm – 2:30pm	<b>Earned Revenue</b> <ul style="list-style-type: none"> <li>• Loan Product Pricing</li> <li>• Development Services Pricing</li> <li>• Other Creative Earned Revenue Strategies</li> </ul>
2:30-3:00 pm	<b>Canvas Working Session #2</b> <ul style="list-style-type: none"> <li>• Strategic Partners</li> <li>• Earned Revenue</li> </ul>

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DAY 1   Tuesday, September 10   8:00 am to 4:30 pm	
3:00 – 3:15 pm	<i>Break</i>
3:15 – 4:00 pm	<b>Funder Spotlight on Banks</b> <ul style="list-style-type: none"> <li>• Examples of Regular Bank Products</li> <li>• What Banks Care About</li> <li>• The Approach</li> </ul>
4:00 – 4:30 pm	<b>Wrap-up, Reflections</b>

DAY 2   Wednesday, September 11   8:00 am to 4:30 pm	
TIME	TOPIC
8:00 – 8:30 am	<i>Breakfast</i>
8:30 – 9:00 am	<b>Welcome Back, Recap, Preview</b>
9:00 – 9:45 am	<b>Funder Spotlight on Tribal Governments</b> <ul style="list-style-type: none"> <li>• Tribal Council</li> <li>• Tribal Entities</li> <li>• Tribal Non-profits</li> </ul>
9:45-10:30	<b>Funder Spotlight on The Feds: Non-CDFI Fund</b> <ul style="list-style-type: none"> <li>• Program Basics and Requirements <ul style="list-style-type: none"> <li>○ ANA</li> <li>○ USDA</li> <li>○ SBA</li> <li>○ EDA</li> <li>○ FHLB</li> </ul> </li> <li>• Evaluation Criteria</li> </ul>
10:30 – 10:45 am	<i>Break</i>
10:45 – 11:15 am	<b>Funder Spotlight on Foundations</b> <ul style="list-style-type: none"> <li>• Examples of Foundation Funding</li> <li>• What Foundations Care About</li> <li>• The Approach</li> </ul>

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DAY 2   Wednesday, September 11   8:00 am to 4:30 pm	
11:15-11:45 am	<b>Funder Spotlight on Religious Organizations</b> <ul style="list-style-type: none"><li>• Examples of Religious Organization Funding</li><li>• What Religious Organizations Care About</li><li>• The Approach</li></ul>
Noon	<i>Lunch</i>
1:00 – 1:30 pm	<b>Canvas Working Session #3</b> <ul style="list-style-type: none"><li>• Banks</li><li>• Tribal Government</li><li>• Federal Government</li></ul>
1:30 – 4:00 pm	<b>Case Study: Citizen Potawatomi Bus Tour</b> <ul style="list-style-type: none"><li>• Tribal Support</li><li>• Federal Support</li><li>• Strategic Partnerships</li></ul>
4:00 – 4:30 pm	<b>Wrap-up, Reflections</b>

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DAY 3   Thursday, September 12   8:00 am to 4:00 pm	
TIME	TOPIC
8:00 – 8:30 am	<i>Breakfast</i>
8:30 – 9:00 am	<b>Welcome Back, Recap, Preview</b>
9:00 – 9:30 am	<b>Other Funders</b> <ul style="list-style-type: none"> <li>• CDFI Intermediaries</li> <li>• Businesses</li> <li>• Individuals</li> <li>• Institutional Investors</li> </ul>
9:30-10:00 am	<b>Other Capitalization Tools &amp; Strategies</b> <ul style="list-style-type: none"> <li>• Loan Guarantees</li> <li>• Loan Participations</li> <li>• Secondary Market Access</li> <li>• Aeris</li> </ul>
10:00 – 10: 15 am	<i>Break</i>
10:15 – 10:45am	<b>Case Studies: Earned Income and Religious Investors</b>
10:45am - 12:00 pm	<b>Making the Ask</b> <ul style="list-style-type: none"> <li>• Elevator Pitch</li> <li>• Pitch Book</li> <li>• Investor Prospectus</li> </ul>
12:00-1:00pm	<i>Lunch</i>
1:00 – 1:30 pm	<b>Final Canvas Working Session:</b> <ul style="list-style-type: none"> <li>• Review of Your Whole Canvas and Determine Next Steps</li> </ul>
1:30 – 2:00 pm	<b>Wrap-up, Course Evaluation</b>
2:00 – 4:00 pm	<b>Capitalization TA Office Hours</b>

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