

Highlights of Award Round

COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS FUND

UNITED STATES DEPARTMENT OF THE TREASURY

FY 2010 CDFI Program Financial Assistance and Technical Assistance Awards

Awardee Highlights

The CDFI Fund has completed its fiscal year 2010 funding round of the CDFI Program. The CDFI Fund received applications from 408 organizations requesting nearly \$470 million in FA and TA awards. The CDFI Fund made 179 awards totaling almost \$105 million to CDFIs located in 46 states and the District of Columbia.

The Notice of Funds Available for the FY 2010 round was published on September 28, 2009. Applications were due November 18, 2009.

Key Statistics of Awardees (FA and TA awards combined):

- 179 CDFIs received \$104,833,762 in awards, all of which are grants. Some awardees received both FA and TA awards.
- 147 FA awards and 32 TA-only awards were made.
- 152 loan funds, 20 credit unions, 4 venture capital funds, and 3 depository institutions/holding companies were awarded.
- 86 awardees primarily serve major urban markets, 35 primarily serve minor urban areas, and 58 primarily serve rural areas.

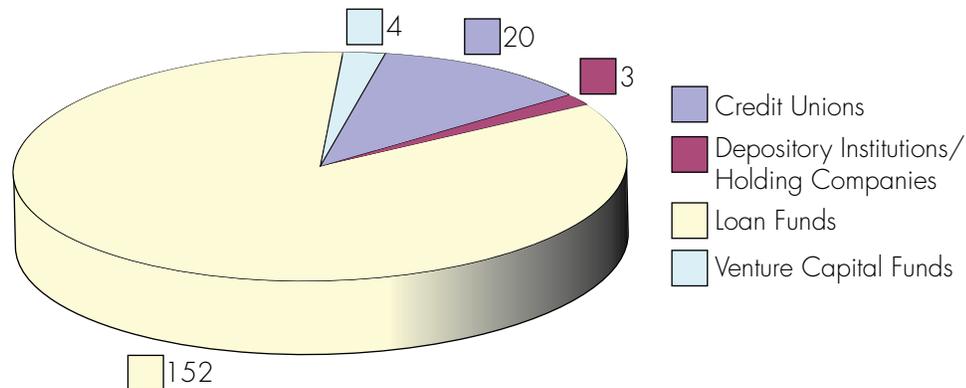
Organizational Diversity

The CDFI industry consists of a wide variety of financial institutions, including banks, credit unions, loan funds, and venture capital funds. Each provides a different mix of products geared to reach specific customers.

- **Community development banks** are for-profit corporations that provide capital to rebuild economically distressed communities through targeted lending and investment.
- **Community development credit unions** are non-profit cooperatives owned by their members. They promote ownership of assets and savings and provide affordable credit and retail financial services to low-income people.
- **Community development loan funds**, usually non-profits, provide financing and development services to businesses, organizations, and individuals in low-income urban and rural areas. They can be further categorized based on the type of client(s) served: micro-enterprise, small business, housing, and community service organizations.
- **Community development venture capital** funds are both for-profit and non-profit organizations that provide equity and debt-with-equity features for businesses in distressed communities.

The following graph shows the breakdown of the FY 2010 FA and TA awardees by the type of institution awarded.

FY 2010 FA and TA Awardees By Institution



Geographic Diversity

The FY 2010 FA and TA awardees are headquartered in 46 states and the District of Columbia. For more detailed geographic breakdowns by program, please refer to the individual FA and TA highlights sections that follow.

Financial Assistance Award Highlights

Overview

The CDFI Fund uses federal resources, through the FA Program, to invest in and build the capacity of CDFIs to serve low-income people and communities lacking adequate access to affordable financial products and services. The CDFI Fund provides these awards to CDFIs that demonstrate, through their proposed comprehensive business plans, the ability and capacity to deploy credit, capital, and financial services to their target markets or to expand into new investment areas, low-income targeted populations, or other targeted populations. Low-income communities are defined as those census tracts with poverty rates of greater than 20% and/or median family incomes that are less than or equal to 80% of the area median family income.

Key Statistics of FY 2010 Financial Assistance Awardees

- 322 CDFIs applied requesting over \$460 million in Financial Assistance awards.
- 147 CDFIs received \$101,967,813 in awards, all of which were grants.
- The awardees consisted of 123 loan funds, 18 credit unions, 3 depository institutions/holding companies, and 3 venture capital funds.
- Core CDFIs received 122 awards and Small and/or Emerging CDFI Applicants (SECA) received 25 awards.

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- Of the awardees, 73 primarily serve major urban markets, 31 primarily serve minor urban areas, and 43 primarily serve rural areas.

Financial Assistance Applicants and Awardees

The FY 2010 FA awardees include 123 loan funds, 18 credit unions, 3 depository institutions/holding companies, and 3 venture capital funds. CDFIs use FA awards to focus on different financial sectors, typically affordable housing (housing development and homeownership) and economic development (job creation, business development, and commercial real estate development). Some CDFIs serve as national or regional intermediaries providing financial products and services to local CDFIs and other community development organizations.

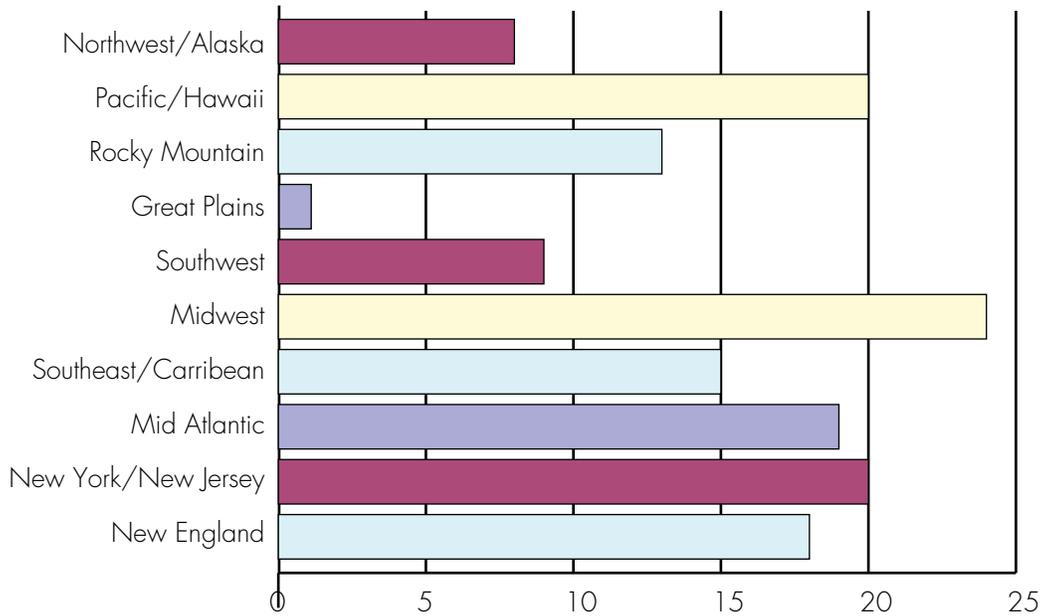
Table 1 demonstrates the breakdown of FY 2010 FA Applicants and Awardees by institution type.

Institution Type	# Requests	# Awards	\$ Requested	\$ Awarded
Loan Fund	245	123	\$351,204,899	\$85,838,224
Credit Union	45	18	\$44,832,451	\$11,784,539
Depository Institutions/Holding Companies	23	3	\$51,060,018	\$2,250,000
Venture Capital Funds	9	3	\$13,635,944	\$2,095,050
Total	322	147	\$460,733,312	\$101,967,813

Geographic Diversity Among FA Awardees

The FY 2010 FA awardees are headquartered in 41 states and the District of Columbia. The graph below shows the varied regional distribution of the awardees.

FY 2010 FA Awardees by Region

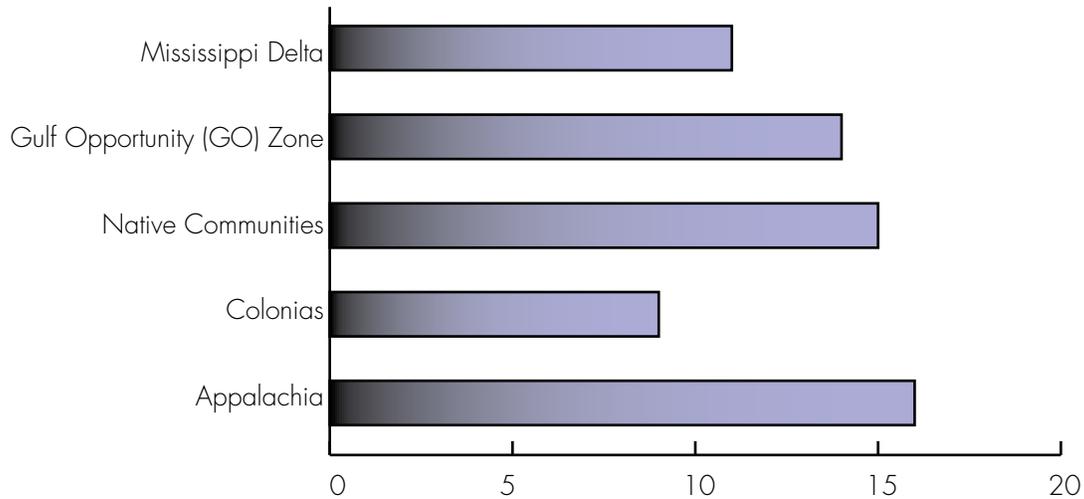


* States correspond to regions classified by the U.S. Department of Housing and Urban Development

Areas Served with Severe Economic Distress

The FY 2010 FA awardees serve diverse areas of severe economic distress. 39 awardees serve at least one region of severe economic distress depicted in the graph below.

FY 2010 FA Awardees: Serving Areas of Severe Economic Distress

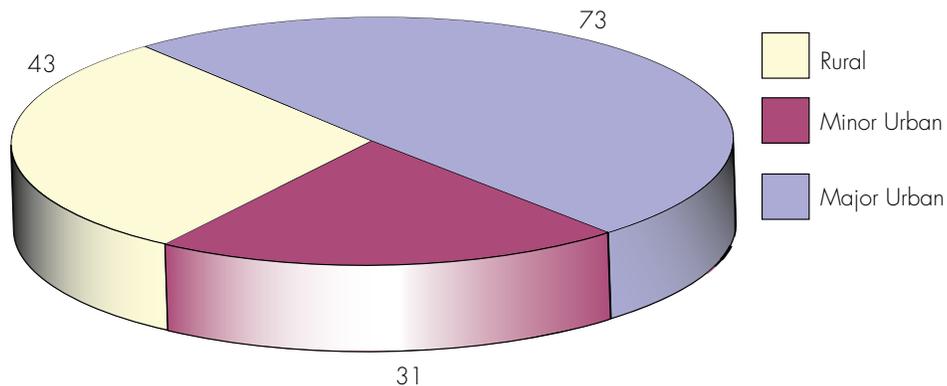


Awardees may serve more than one distress region (data non-exclusive)

Primary Market Diversity Among FA Awardees

The FY 2010 FA awardees serve diverse markets: major urban, minor urban, and rural. As shown in the following graph, 73 (50%) of the awardees primarily serve major urban markets, 31 (21%) primarily serve minor urban areas, and 41 (28%) primarily serve rural areas.

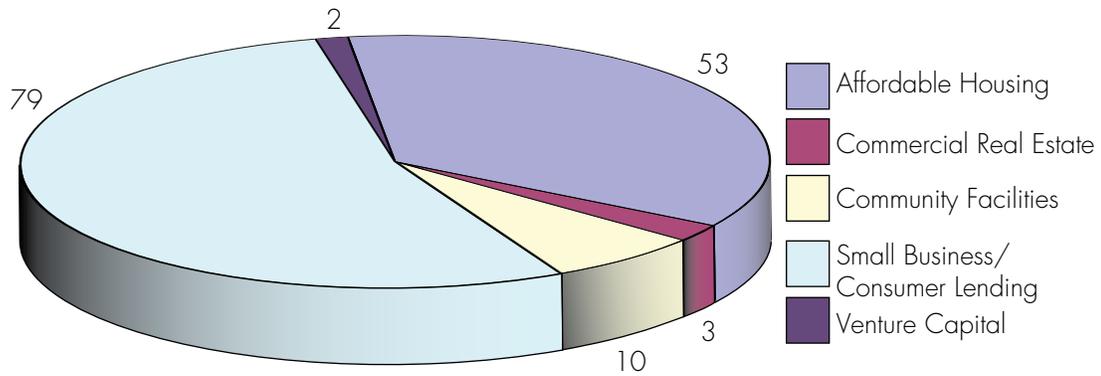
FY 2010 FA Awardees by Primary Market Served



Financial Product Diversity Among FA Awardees

The FY 2010 FA awardees provide diverse financial products in communities with the majority providing small business/consumer lending products or affordable housing products. As shown in the graph below, 79 (54%) awardees provide small business/consumer lending products, 53 (36%) provide affordable housing products, 10 (7%) provide community facilities, 3 (2%) provide commercial real estate products; and 2 (1%) provide venture capital products.

FY 2010 FA Awardees by Primary Financial Product

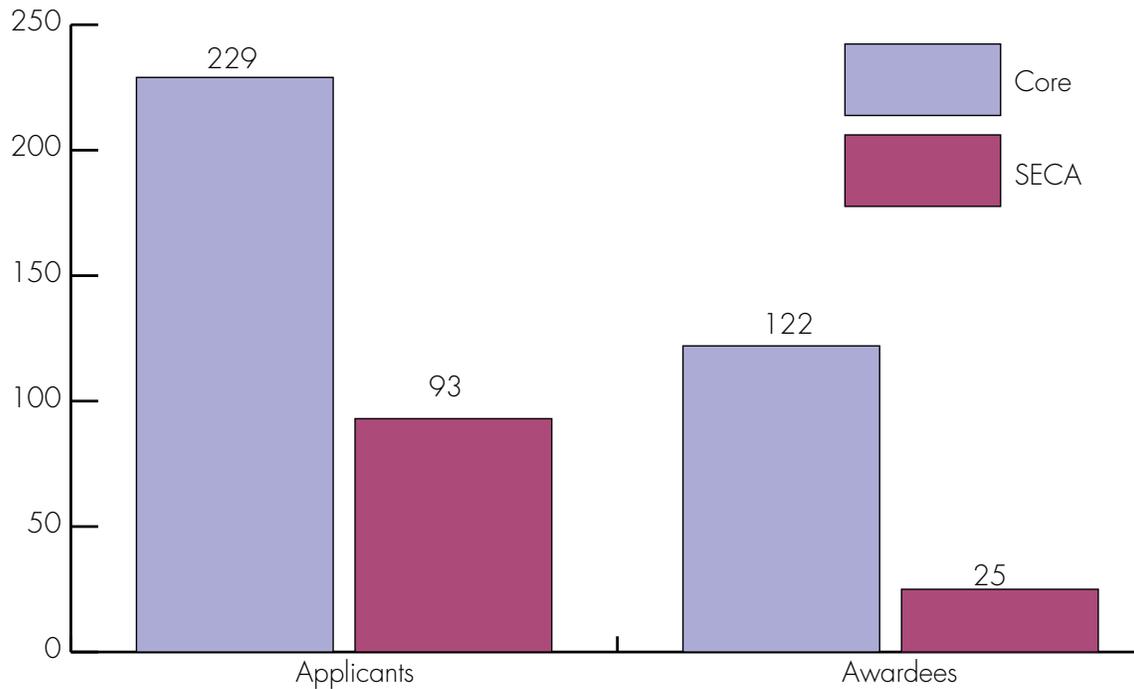


Awardee Categories

The CDFI Fund made FA awards to both Core and Small and Emerging (SECA) applicants. Out of 322 applicants for Financial Assistance, 229 were Core applicants and 93 were SECA. The CDFI Fund approved 122 awards to Core applicants and 25 awards to SECA applicants.

The categories enable the CDFI Fund to support CDFIs at differing levels of capacity. SECA applicants have either been in operation for five years or less or have assets of less than \$5 million (less than \$250 million for community development banks and less than \$10 million for credit unions and venture capital funds). All other applicants are considered Core applicants. The graph below shows the breakdown of the FY 2010 FA applicants and awardees by category type.

FY 2010 FA Awardees by Category Type



Aggregate Request and Award Amounts By Category Type

229 Core applicants requested \$410,079,645 and were awarded \$89,417,538 (22% of the requested amount); 93 SECA applicants requested \$50,653,667 and were awarded \$12,550,275 (25% of the requested amount). Table 2 shows aggregate request and award amounts by category type.

Table 2—FY 2010 FA Program Aggregate Request and Award Amounts by Category Type				
Category Type	# of Applicants	Request	Award	% of Request Amount
Core	229	\$410,079,645	\$89,417,538	22%
SECA	93	\$50,653,667	\$12,550,275	25%
All	322	\$460,733,312	\$101,967,813	22%

Technical Assistance Award Highlights

Overview

The CDFI Fund makes TA awards to emerging as well as established CDFIs to help them increase their capacity to serve their target markets. Both certified and non-certified CDFIs are eligible to apply for TA awards. Non-certified organizations must be able to meet CDFI certification requirements within three years.

The maximum TA award amount is \$100,000. TA awards are made in the form of grants and can be used for a variety of purposes—for example, to purchase equipment, materials, supplies, for consulting or contracting services, to pay the salaries and benefits of certain personnel, and to train staff or board members. Established CDFIs often use TA grants to build their capacity to provide new products, to serve their markets in new ways, or to enhance the efficiency of their operations. Newer CDFIs often use their TA grants to do market research, to develop underwriting policies, and to purchase computers and other essential equipment.

Key Statistics of FY 2010 TA-Only Program Awardees

- 86 organizations applied requesting over \$8.4 million in TA-only awards.
- 32 CDFIs were awarded \$2,865,949 in TA awards.
- The awardees consisted of 29 loan funds, 2 credit unions, and 1 venture capital fund.
- Of the awardees, 13 primarily serve major urban markets, 4 primarily serve minor urban areas, and 15 primarily serve rural areas.
- Awards ranged in size from \$46,470 to \$100,000 with the average being \$89,877.

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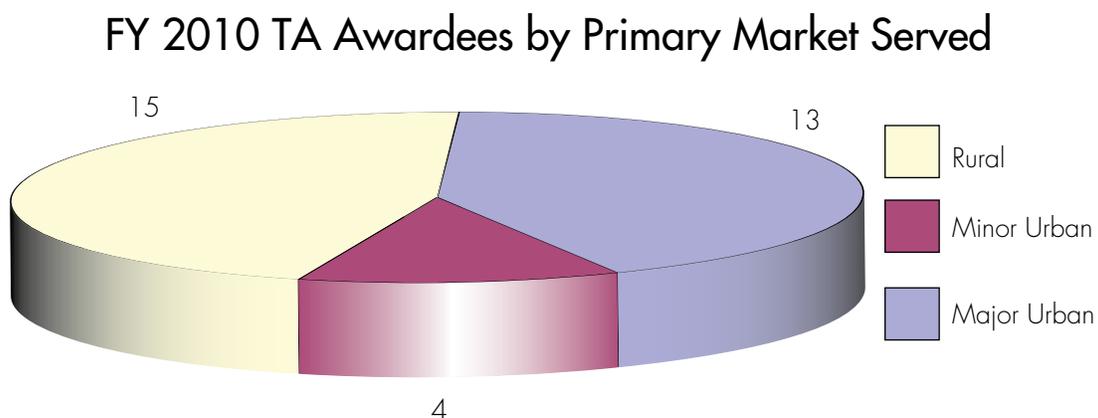
Organizational Diversity

The CDFI Fund makes funds available to loan funds, credit unions, depository institutions, community development venture capital organization and other groups. Out of 32 organizations receiving a TA Award, 29 (88%) were loan funds, 2 (9%) were credit unions, and 1 (3%) was a venture capital organization. The following chart shows the breakdown of the organizational diversity of the FY 2010 TA applicants and awardees.

Institution Type	# Requests	# Awards	\$ Requested	\$ Awarded
Loan Fund	76	29	\$7,325,517	\$2,570,189
Credit Union	6	2	\$742,434	\$197,024
Venture Capital Funds	2	1	\$199,499	\$98,736
Depository Inst.	2	0	\$199,499	0
Total	86	33	\$8,466,949	\$2,865,949

Geographic Diversity

The 32 TA awardees are headquartered within the United States and are located in 24 states. The awardees reported serving major urban, minor urban, and rural areas. The following graph shows the breakdown of the FY 2010 TA awardees by the primary market served.



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Use of Funds Categories

The 33 TA awardees received TA funds in one or more categories. The seven TA categories are: 1) Personnel (Salary); 2) Personnel (Fringe Benefits); 3) Training; 4) Travel; 5) Professional Services; 6) Materials/Supplies; 7) Equipment & Other Capital Expenditures; and 8) Other Costs. The following table shows the amounts and percentages funded for each category.

Category	\$ Amount	% of Total
Personnel (Salary)	\$1,448,774	51%
Personnel (Fringe Benefits)	\$304,555	11%
Training	\$75,140	3%
Travel	\$118,337	4%
Professional Services	\$627,862	21%
Materials/Supplies	\$89,646	3%
Equipment & Other Capital Expenditures	\$137,515	5%
Other Costs	\$64,120	2%
Total	\$2,865,949	100%