

INVESTMENT CONNECTION



FEDERAL RESERVE BANK *of* KANSAS CITY

Community Development Investment and Lending Partnership

Oklahoma City
November 1, 2022



FEDERAL RESERVE BANK of KANSAS CITY

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Community Development Investment and Lending Partnership

Proposal

- Federal Reserve review
- CRA eligible 'on face'

Portal &
Presentation

- Available online
- In-person pitch
- Funder Response Form

Partnership

- Discussion
- Relationship

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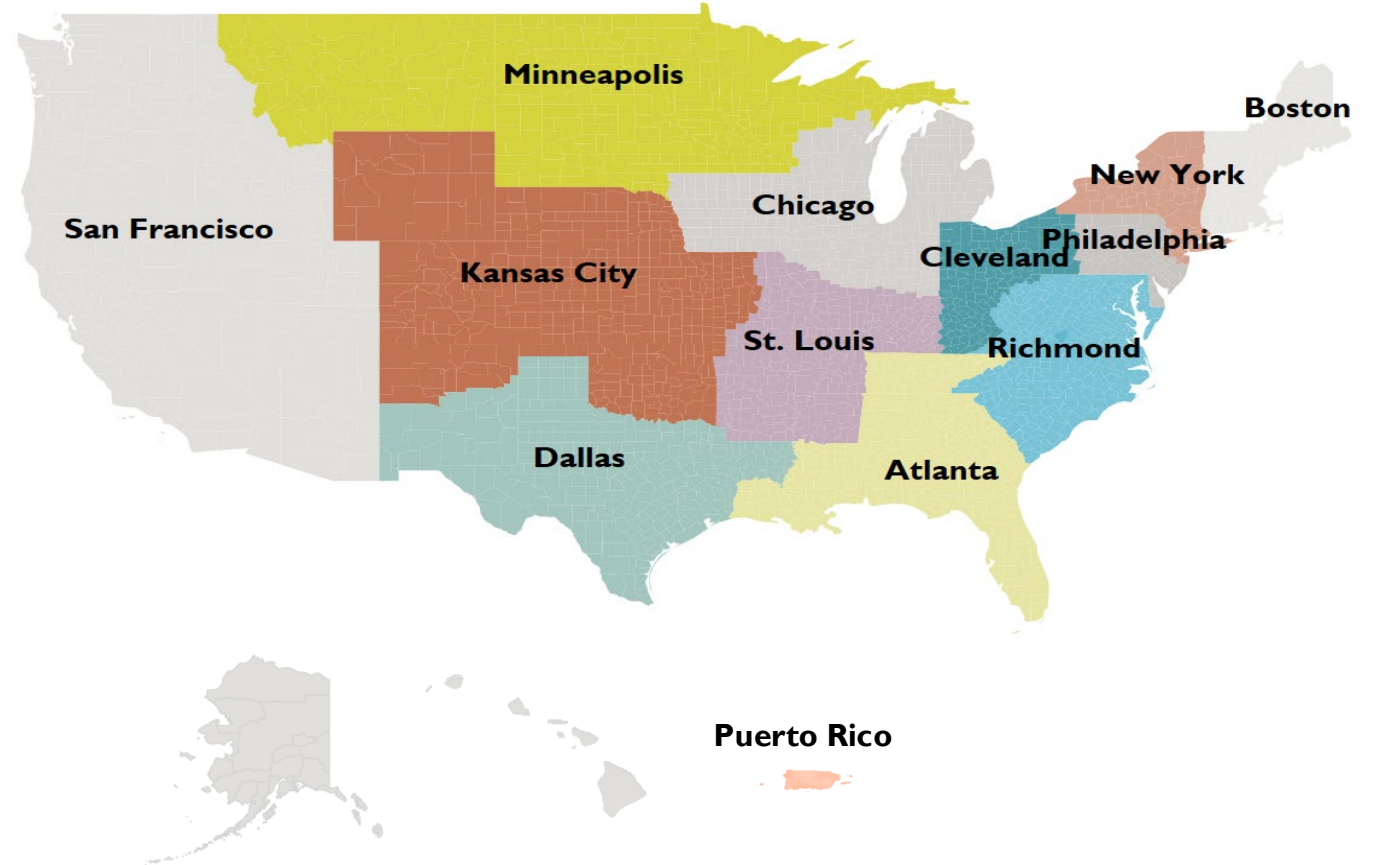


FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

Investment Connection Across Federal Reserve Banks:

Atlanta
Cleveland
Dallas
Minneapolis
New York
Richmond
St. Louis



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Funder Response Forms Evaluations

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Creston Park

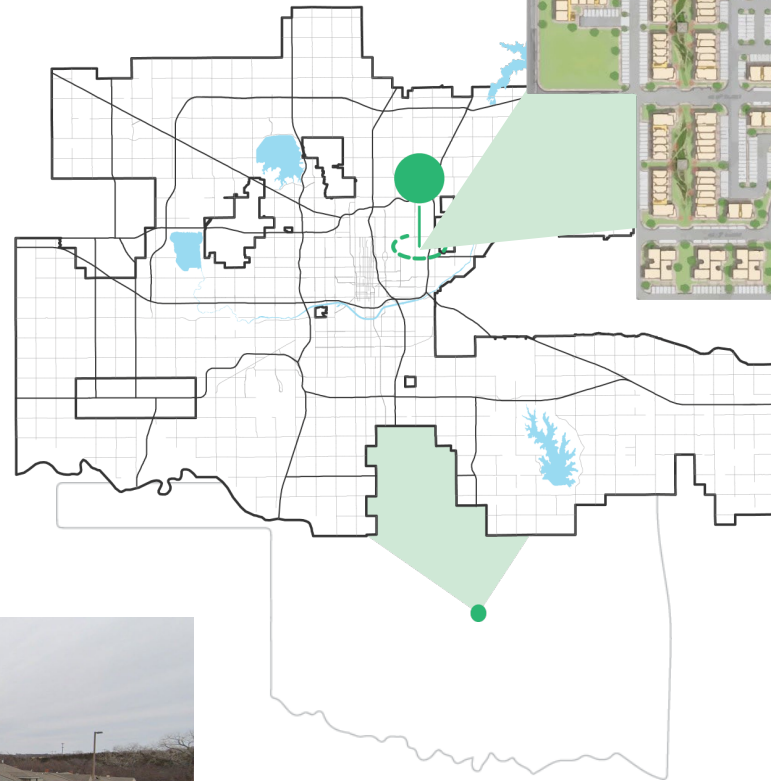
Kassy Malone, Vice President of Development

Community Enhancement Corporation

CRESTONPARK

Community Enhancement Corporation / Oklahoma City Housing Authority

EXISTING



Commercial Kitchen Incubator & Culinary Workforce Development School



Enhanced Neighborhood Streetscape



Neighborhood HUB



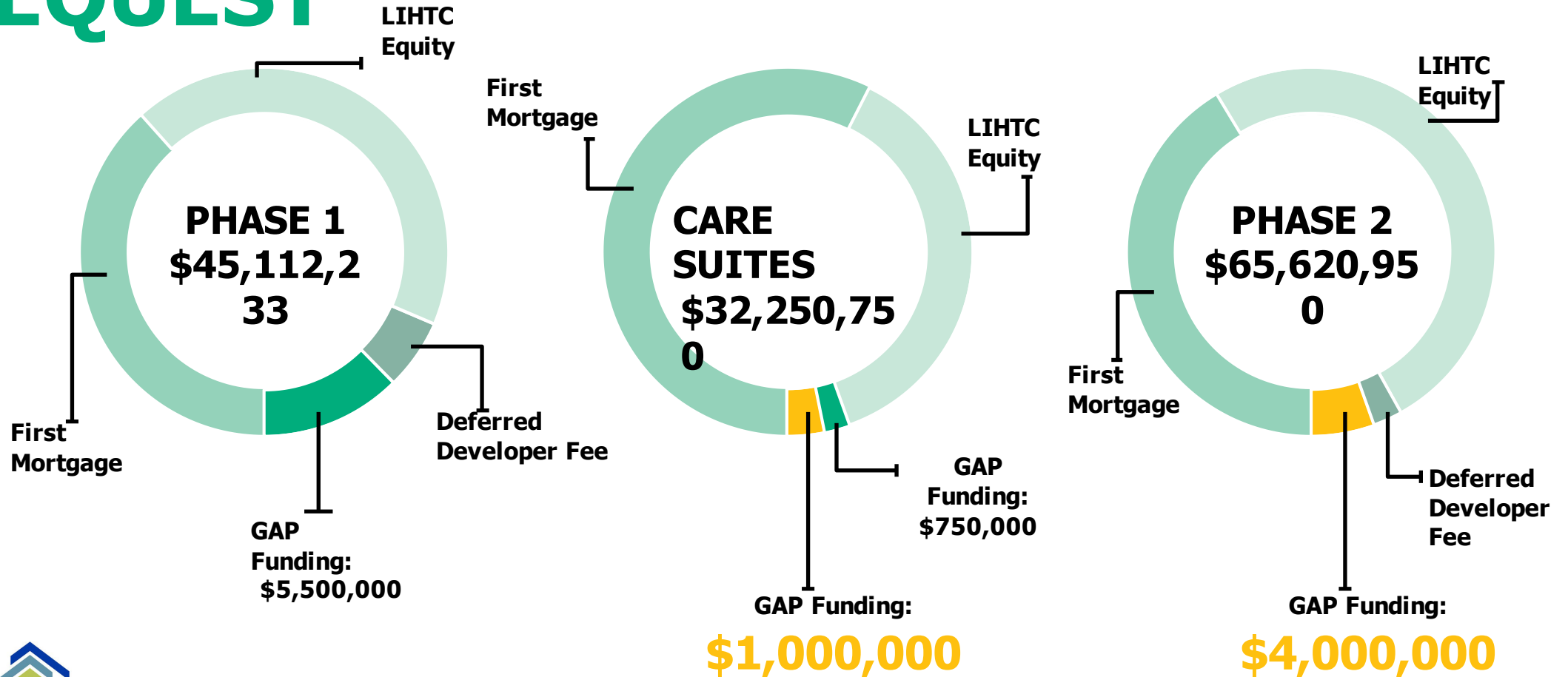
Linear Parks



CRESTON PARK

FUNDING

REQUEST



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Expansion of Health Benefits Navigation Services

Cindy Williams, Chief Operating Officer

WorkLife Partnership



Denver, CO-based
13-Year-Old Non-Profit
Serving workers nationally
Lopez Foods and Goodwill
Industries of Central OK
4,000 workers served in
2022
41 active business
partnerships

**Driving job retention, career mobility
and economic opportunity
among incumbent workers.**



What We Do

- Individualized, human-to-human support for incumbent workers
- Services delivered through employer partners
- 3 Programs: Resource Navigation, Health Benefits Navigation, Small Dollar Loans (Colorado only)
- Reduce stress, increase confidence, improve loyalty
- Bottomline impact to businesses and communities
- The “Social Contract of Work”
- Component of Workplace Equity Efforts

“My Navigator was very personable and relational. He seemed to care about my work life journey.”

“I really appreciated how my Navigator took me from a tough place of not knowing where to begin on something to finding me the information and tools to start looking into financial help. He gave me a stepping-stone to begin my journey and helped me when I didn’t know where to begin.”



WorkLife's Request

- Single or Combined investment of \$100,000
- Expansion in OKC market
- Focus on Health Benefits Navigation programming
- Strengthen program infrastructure and expand impact
- Focus on engaging more workers of color
- Helping more workers access employer-sponsored benefits including health insurance and healthcare
- Engage with at least 2-3 more OKC businesses
- Increase utilization of HBN services to 3% of all workers reached
- Improve impact measurement for HBN programming
- Share aggregate data around the issues impacting healthcare use by lower wage workers
- Ongoing sustainability via increased utilization of WorkLife's combined services and employer FFS



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City Lights Village: A tiny home community

Sarah Grounds, Executive Director

The City Lights Foundation of Oklahoma



CL

CITY LIGHTS
V I L L A G E



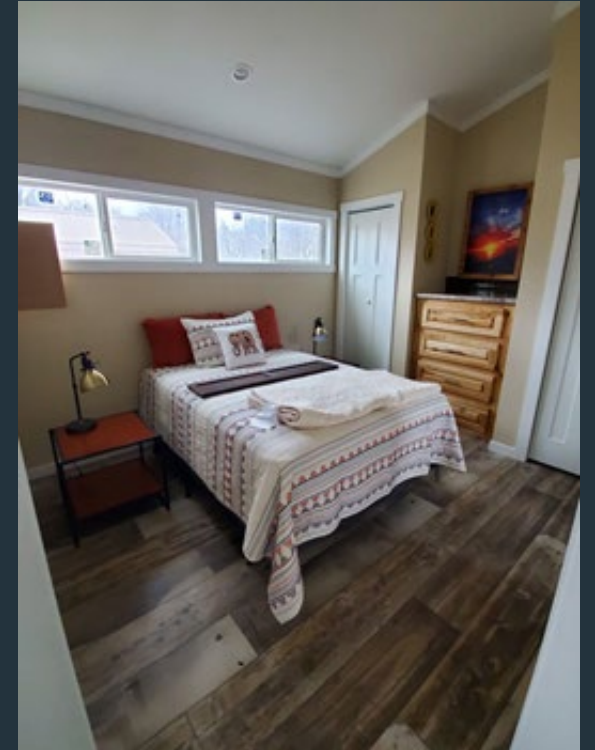
Our Community



- Triplex Modular Homes
- 400 sq ft
- Fully Furnished
- Fire walls and sprinkled
- Individual porches

Additional Services:

- Community Center
- Laundry Facility
- Wrap-around Services
- Gardens and walking paths





01 MAIN ENTRANCE

The main entrance is the first welcome you will receive as you enter City Lights Village. You will be greeted by a drive that is beautifully lined with trees as you make your way to the Community Center. This welcomes our neighbors and volunteers, and sets the tone for your experience of City Lights Village. This is a place where dignity is valued.



02 COMMUNITY CENTER

The Community Center is the heart of City Lights Village. This will be a space for neighbors to gather and will also be the location of our staff offices. Parking will be available at this location. There will be gates that provide security and limit cars driving through the community.



03 SHADED AREAS

Outdoor areas will serve as a place of serenity for the community and neighbors to gather. These areas will have shade trees, ornamental trees, shade structures, swings, and tables. They are easily accessible and connect the surrounding areas.



04 TINY HOMES

The tiny home design will be arranged in a triplex structure. Each home will have a path leading to an individual front door and porch. This will provide privacy for community members. These homes will be fully furnished and will bring dignity to the individuals living there.



05 DETENTION AREAS

The detention areas will manage storm water and also serve as a secondary recreation area when they are dry. Along the top of the two detention areas are trails lined with trees that will offer the community members a place to walk.

WE NEED YOU



City Lights Village is a 23 acre planned community for vulnerable Tulsans who are experiencing housing insecurities. The City Lights Village will provide affordable permanent housing with supportive services. Our modular tiny homes offer dignity, peace, and hope to the neighbors living within them. They also allow for stability and community. This transformative community exists to love and serve our neighbors through relational service and dignified housing, while also moving people into a lifestyle of service and community.



06 ORCHARD

There will be an orchard located at the north edge of the community. It will be protected by a row of shade trees along the drive as well as a berm, which creates a sense of enclosure. The orchard will create visual interest from the road while also providing protection from road noise.



07 PASTURE

The pasture will be home for chickens, bees, and gardens. Neighbors will have food stability sources and a pathway to give back to the community through the orchard and these features.



08 GARDEN CENTER

The garden center will consist of varying sizes of garden beds containing vegetables, fruits, and flowers. Raised beds will be available for our neighbors with walkers and wheelchairs, making it a comfortable place for all people to gather and cultivate food and beauty, while also engaging in building relationships as they work side by side. The garden center will be complete with an equipment shed and water collection to help maintain this space.



09 MEMORIAL GARDEN

The Memorial Garden is a place of love, honor, and respect for neighbors and friends that have passed away. Many of our friends have suffered a life of trauma and feeling alone. As part of our City Lights family, we commit to knowing and remembering each member of our community. This area will have ornamental trees, bushes, flowers, and a sitting area. Neighbors and volunteers will find this the perfect space for reflection and healing.



10 LAUNDRY

Located in the southern group of homes, as well as in the Community Center, the laundry facilities will be easily accessible for all the homes in the community. The laundry facility will have simple landscaping of trees around the backside of the building and walkway, surrounding all the sides of the building. It will also have restrooms for volunteers to access.



Home is:

A permanent place

A dwelling place

A storied place

A resting place

A place of hospitality

A place of inhabitation

A place of orientation

A place of belonging

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Hispanic Chamber Women's Business Center and Hispanic Chamber Business Center

David Castillo, President and Chief Executive Officer
Greater Oklahoma City Hispanic Chamber of Commerce

Helping Minority Businesses to Succeed



NEED

33% of the new businesses are being opened by women and minorities

We serve an underserved community

Most of our students are from the OKC area



INTAKE

- Intake – Addressing needs
- Help with writing a Business Plan
- Help with Establishing Business
- Licenses and Permits



BUSINESS CLASSES

- We offer 3 levels of classes
- Level 1 – Start up
- Level 2 – Running and managing your Business
- Level 3 - Procurement

HCWBC/HCBC – “UNIDOS SE PUEDE”



MONTHLY FOLLOW UPS

- Monthly Counseling Sessions
- Evaluating Progress
- Making Recommendations



LEADERSHIP TRAINING

- **Crece** – (Grow)
- Leadership training to help you succeed
- Mentoring Classes
- Role Model mentoring Sessions



OUTCOME - SUCCESS

- This project will create and sustain a minimum 55 new and growing small businesses to foster entrepreneurial communities in the city contributing \$3.1 million dollars within 3-5 years.

Budget



Categories	Year 1
a. Equipment	5,250
b. Materials/Supplies	5,000
c. Contractual	5,000
d. Training Room/Office	10,000
e. Coordinator	40,000
f. Administrative Assistant	30,000
g. Fringe Benefits	0
h. Other	0
Total Direct Charges	95,250
Indirect Charges (rate approx. 4.75%)	4,750
TOTALS	100,000



Bilingual and Diversity Teacher and Leader Pipeline Programs

Mary Mélon-Tully, President and Chief Executive Officer

Oklahoma City Public Schools Foundation, Inc.



Our Mission

Our mission is to advance excellence, advocate for equity, and build strong community support for Oklahoma City Public Schools.

Who We Serve

- ❑ 63 schools serving 34,000 students & 6,100 teachers, support staff & administration
- ❑ 90% of student population is living at or below poverty line; more than 3,000 are experiencing homelessness
- ❑ Student population is 86% nonwhite; 18% of teacher workforce is racially and ethnically diverse; 34% of principal workforce is racially and ethnically diverse
- ❑ More than 75 different languages are spoken across the district; 41% primarily speak Spanish at home

Strategic Focus Areas

1.

PROVIDE
INNOVATIVE
TEACHER,
CLASSROOM
& SCHOOL
SUPPORT

2.

RECRUIT
& RETAIN
URBAN-
READY
TEACHERS
&
LEADERS

3.

BUILD
ADVOCATES
FOR OKCPS

WHY GROW YOUR OWN:

- Addresses the growing teacher and leader shortage
- Develops a diverse workforce that looks like the students we serve
- Proven model of success: High retention; builds socioeconomic status of graduates

OUR PIPELINE PROGRAMS:

- HS to Teacher Pipeline
- Bilingual Teacher Pipeline
- Diversity Teacher Pipeline
- Bilingual/Diversity Aspiring Administrators Pipeline

HOW THEY WORK:



PARTNERSHIPS

- UCO
- OCCO
- OSU-OKC
- ROSE STATE
- OKCPS



FUNDING

- TUITION
- FEES
- BOOKS



WRAP AROUND SERVICES

- TUTORING RESOURCES
- 1:1 SUPPORT TO ENCOURAGE SUCCESSFUL COMPLETION OF DEGREE

\$240,000

40/10/200-1,200

15/15/2,400-4,800

Thank you!



Sarahi Garcia-Acosta – 2021
Arthur Elementary



**Increase Access to and Acquisition of Needed
Assistive Technology for Oklahomans with Disabilities**

Natalie Rohwer, Director of Lending
Oklahoma Assistive Technology Foundation

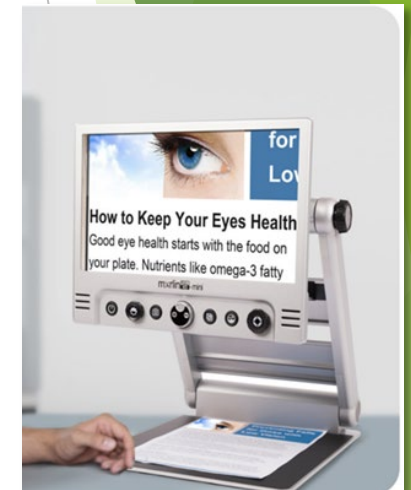
Oklahoma Assistive Technology Foundation (OkAT)

OkAT is a 501(c) 3 non-profit organization in operation since 2001. OkAT became a certified **Community Development Financial Institution** (CDFI) in fall of 2019 serving a target market of individuals with disabilities with low-income.

OkAT's **mission** is to promote community development through assisting Oklahomans with disabilities of all ages and their family members, guardians, advocates, authorized representatives, and other appropriate individuals or entities to increase understanding, access to and acquisition of assistive technology (AT) through financial loans, financial education, and other identified resources. We offer these lending services to provide financing options to individuals who are underrepresented in the financial markets.

AT is anything that helps a person with a disability do a task easier, better, faster, or more efficiently that might otherwise be difficult or impossible to do without it.

Request is for funds to support for Financial Loan Program and Device Reutilization Program to help individuals **get needed equipment**.



OkAT Financial Loan Program

OkAT works in partnership with Oklahoma ABLE Tech, the state's Assistive Technology Act Program and BancFirst of Stillwater, to make loans to Oklahomans statewide to purchase needed AT to help them live, work, and learn independently.

Program offers a fixed 5% interest rate loan with flexible underwriting criteria and terms.

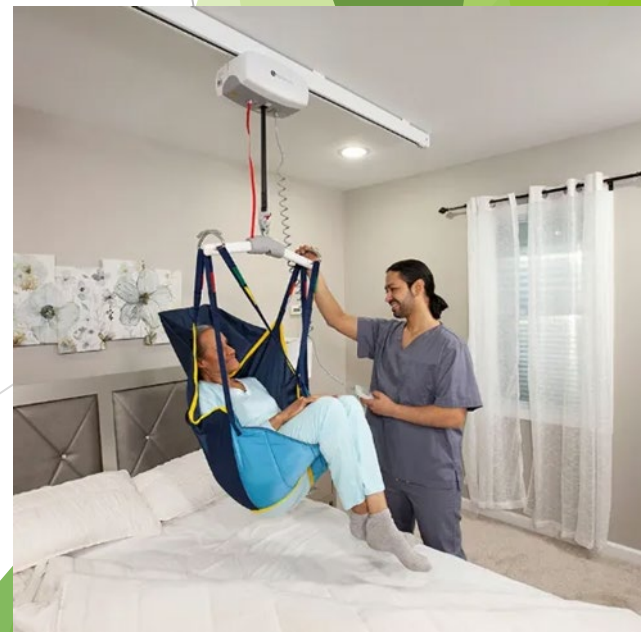
- ▶ AT loan can be repaid over a term of up to 60 months depending on AT purchased; no minimum or maximum
- ▶ Microloan has a maximum loan amount of \$2,000 and can be repaid over a term of up to 36 months; additional credit criteria and debt to income flexibility
- ▶ Home accessibility modification maximum loan amount of \$10,000 repaid over a maximum term of 7 years depending on modification



Device Reutilization Program

OkAT partners with Oklahoma ABLE Tech to provide AT and durable medical equipment (DME) to Oklahomans who otherwise might not be able to afford the needed equipment.

- ▶ Program collects donated, gently-used equipment (e.g. bath benches, blood pressure monitors, patient lifts, scooters, shower chairs, walkers, and manual and power wheelchairs) that is cleaned, sanitized and then reassigned for free to others in need.
- ▶ Based on FFY2022 program data, over 2,042 individuals were served through the Reutilization Program, by providing a total of 2,453 items for a total value of \$355,144 across the state. 548 individuals could only afford the AT through this program and 1,494 responded that the items were only available through this program.
- ▶ Current waitlist has 400 individuals waiting for equipment.



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Street Outreach for Tulsa County

Josh Sanders, Director of Outreach and Engagement
Housing Solutions Tulsa

Housing Solutions Outreach Team

- Housing Focused
 - Teams begin working on housing plans at first contact with clients
- Responsive
 - 7 days a week
 - Geographic zones across Tulsa County
 - Outreach request form available with follow up option
 - Established relationships with businesses and landlords
- Holistic
 - Team has 60% lived experience
 - Wrap around services, document retrieval and transportation are also part of case management
 - Coordination with multiple partners for better client outcomes
 - Ongoing relationship development and stabilization after housing placement
- Agile
 - Crisis mobilization for extreme weather events
 - Work with hospitals and behavioral health teams through client crisis

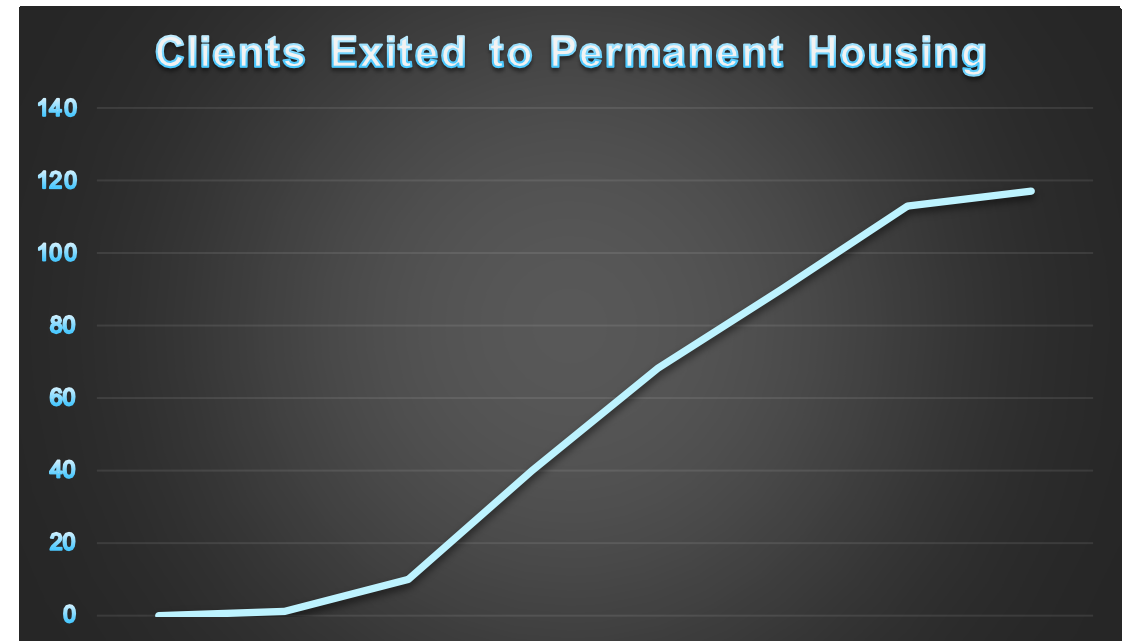


Data Driven Results

- 488 clients served in the last year; 1,002 clients served in the last two years



- 115 people living in unsheltered locations were moved directly into permanent housing



Our ask is \$300,000 to continue this housing focused work

Person Centered Services





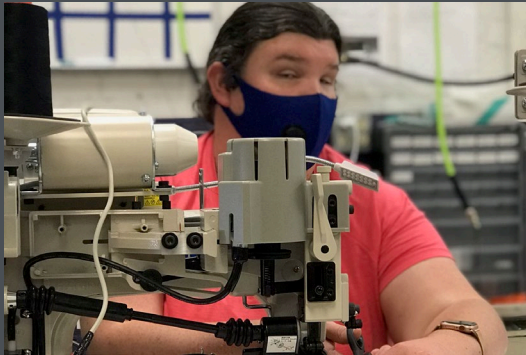
Providing jobs for low- to moderate-income blind individuals

Damon Swift, Chief Operating Officer

Mark Ivy, Development Manager

NewView Oklahoma, Inc.

Manufacturing that changes lives.



WAREHOUSE PROJECT

35+ Jobs Created
at \$45K+ annual salary

\$100M+ Revenue
Opportunity

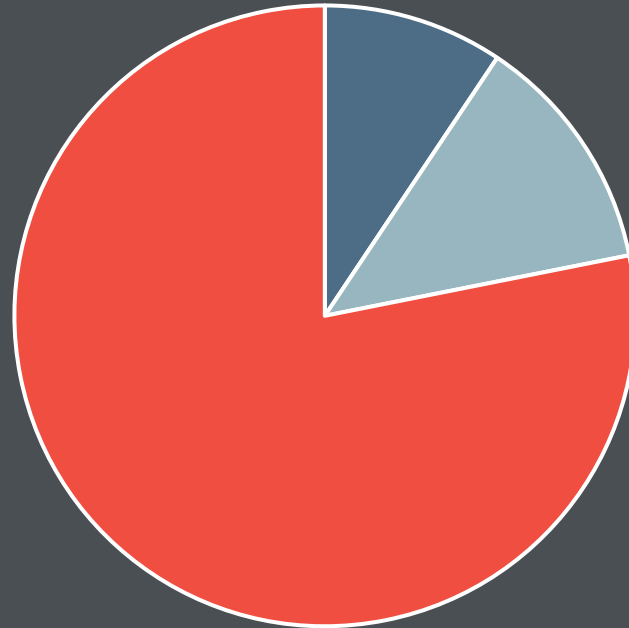
45k Sq Ft Warehouse

Sprinkler Suppression System

Freight Elevator, ADA Compliance



PROJECT COST BREAKDOWN



- Fire Suppression System - \$750,000
- ADA Compliance - \$1,000,000
- Warehouse Addition - \$6,250,000

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Funder Response Forms
Evaluations

Share Your Connections!

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Community Development Investment and Lending Partnership

Steve Shepelwich

Steven.Shepelwich@kc.frb.org

405-270-8675

Share Your Connections!

Investment Connection Website:

<https://www.kansascityfed.org/community/investmentconnection>

CRA OneSource Website:

<https://www.kansascityfed.org/community/cdi/craonesource>

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*Thank you for participating in
Investment Connection Oklahoma!*