



Investment Connection Colorado

September 12, 2024



Access
Collaboration
Impact



Funder Response Forms—*Your
Interest and to Learn More*

Evaluations—*Your Input*



First-Generation Homebuyer Assistance Program

Hannah Beltrone, Resource Development Manager

Patrick Noonan, Program Director

Bianca Tellez, Program Supervisor

Brothers Redevelopment, Inc.

Brothers Redevelopment

Bianca Tellez – Program Supervisor

Hannah Beltrone – Director of Development

Patrick Noonan – Program Director

“Every day, we employ a holistic approach to ***eliminating the barriers to stable housing*** for low-income community members, older adults and people living with disabilities across Colorado.”



Implementing Our Vision



1. Development and Provision of Affordable Housing
 - Own/Manage 28 affordable communities comprising 1300+ units
2. Providing Comprehensive Housing Programs and Services

Programs Serving Older Adults

- Home Modification and Repair
- Paint-A-Thon
- Aging in Place

Housing Programs and Services

- Colorado Housing Connects Helpline
- Housing Counseling and Education
- Rent, Mortgage and Utility Assistance
- Landlord Recruitment



Homebuyer Assistance for First Generation Households

- Provide up to \$10,500 in down payment and closing cost assistance
- Serve a minimum of 13 households
 - Statewide
 - 80% AMI and lower
 - “First Generation” = non-homeowner whose parents are also renters

Participant Savings	3:1 Match	Total Asset
\$3,500	\$10,500	\$14,000

Direct Funding	Admin	Total Funding
\$136,500	\$15,000	\$151,500



Impact

- Addressing systemic inequities in building generational wealth
- Increased knowledge on financial topics and improving housing expertise
 - Improving credit scores, increased savings, successfully saving for a down payment, and completing classes to move them forward in the purchasing process
- Serving underbanked population
- Current IDA participant testimonial



BTellez@Brothersredevelopment.org
Hannah@Brothersredevelopment.org
Patrick@Brothersredevelopment.org



Federal Reserve Bank of Kansas City

DENVER / OKLAHOMA CITY / OMAHA

INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

New Explorers Learning Center: Removing Barriers to Childcare for Families with Lower Incomes

**Kristin Aslan, Development Director
Jen Karowe, Board Chair
TEENS, Inc.**



Who is TEENS, Inc.

Mission:

To support, educate and empower youth and their families to make healthy choices and thrive

Serving Annually:

- **350** teens
- **175** elementary students
- **50** parents
- **30** preschoolers

Programs

Youth
Employment

Drop-in Teen
Center

Outdoor
Leadership

NELC
Preschool

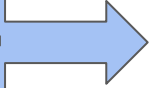
Chinook West
High School

Lookout
Academy

Communitywide Initiatives - Social Emotional Learning | Parenting | Youth Advocacy

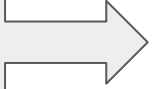
Need for Childcare

1hr+



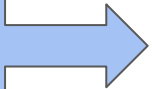
Time to drive the **45.2 miles** across our service area, in good weather.

20



Year-round childcare slots per day for preschoolers.

0



Childcare slots for children ages infant - 2½ yrs. old.

80+

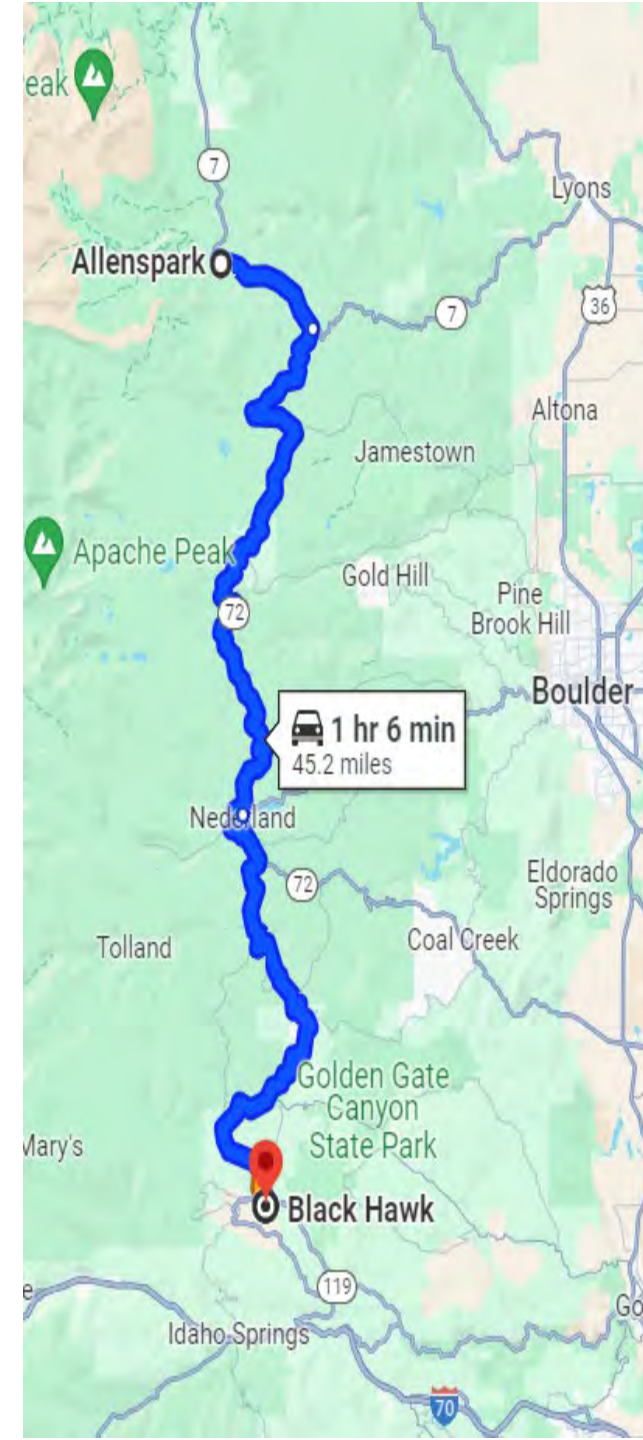


Families on waitlist, 51% of whom are ready to enroll today or in the next 6 months.

44%



Families on waitlist who qualify for financial assistance.



Our Solution



Vision: Build a child care center that sparks curiosity and excitement for all young children regardless of family income.



Partnership: Town of Nederland to lease a build-ready parcel of public land for 99 years at a rate of \$1/year.

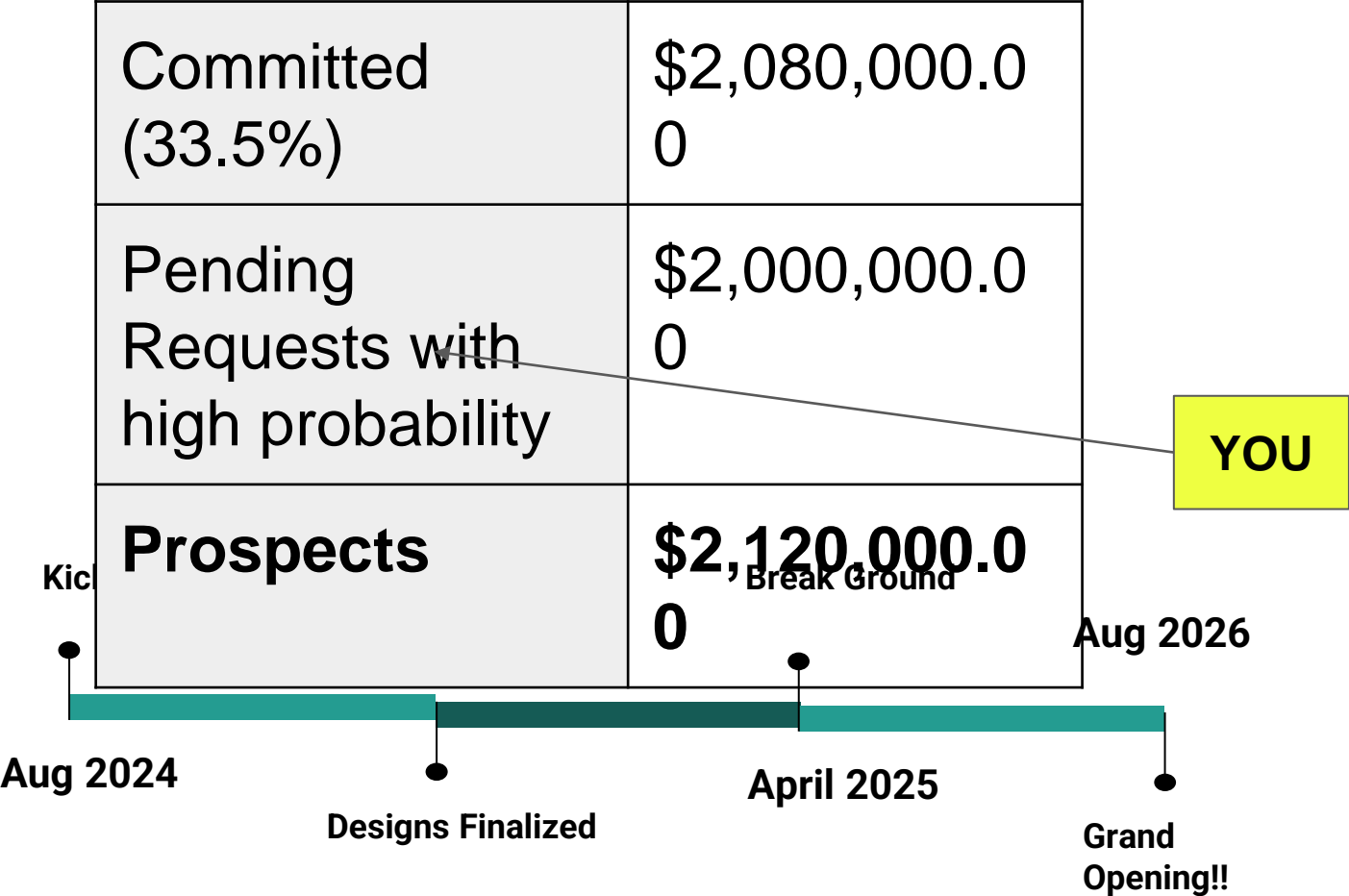


Sustainability: Mixed pay model that benefits **financial sustainability** and **equitable access** + cost saving energy efficient LEED standard building and operational practices.



Support Requested

Total project cost: \$6.2 million



- Return on Investment
- ☒ Families
 - ☒ Economy
 - ☒ Community
 - ☒ Future

Societal return on average of **\$7.30** for every \$1 dollar invested



Housing Stability Including NE Park Hill and East Colfax

**Sharon Knight, Chief Executive Officer
Brenda Roush, Director of Development
Hope Communities**

44 Years of Affordable Housing

Holistic Approach to Stability



www.katytartakoff.co



Sharon Knight, CEO & President, sharon@hopecommunities.org, (720) 593-4602



DENVER BUSINESS JOURNAL
Partners in Philanthropy Award,
2023

DENVER BUSINESS JOURNAL
Most Admired CEO Award, 2023

Coloradobiz
Top Business Award 2023



Seven Program Areas

- Affordable Housing
 - Stable housing, independent living, homeownership
- Economic Mobility
 - PACES (pathways to change, empowerment & stability: a post-incarceration program), Employment, Financial literacy
- Successful Integration
- Health and Wellness
 - Access to healthcare, wellness clinics, mental health, resiliency
- Basic Needs
- Youth Resiliency
- Community Building/Civic Engagement



Hope's Integrated program model makes the organization unique.



Affordable Housing

Hope assisted 1,255 clients attain stable housing and **housed 546 residents** at four affordable housing properties in diverse neighborhoods, as well as finding housing for clients elsewhere. Hope provides navigation and services for free to community residents.



Economic Mobility

In 2023, **3,655 children and adults** were helped with housing, education, economic stability, and health programs. Staff helped residents and neighbors access emergency rent and utility funds, make advancements at their current job or apply for new employment, and learn strategies for housing stability.



Health and Wellness

In addition to bringing health and wellness clinics to the properties, Hope Navigators help clients to access critically needed healthcare and take advantage of mental health services. **500 clients received health and wellness services** in 2023.



Basic Needs

Food insecurity increased dramatically in 2023 and 2024, which led Hope to distribute food for over **83,000 healthy meals** during the year. Food was presented in a respectful food market manner and was culturally appropriate.



Community Integration

Hope's commitment to language justice and equity has led to an increase in the number of refugees and immigrants served. Staff provided navigation, classes, and supported immigration clinics **to assist more than 500 clients with successful integration.**



Youth Programs

Hope has established a variety of youth programs to support the needs of kids from birth to 18. Youth programs support academic success, health and wellness, mental health, physical activity and Community service. **Hope hosted more than 200 youth-focused activities in 2023, with more than 250 participants.**



Community Building

Hope sponsors neighborhood convenings and community meetings to bring together residents and neighbors to build social capital and engage in civic activities. Hope has been a leader and convener in East Colfax, aiding residents in elevating serious issues related to safety, lack of public infrastructure, and discriminatory practices.

Hope hosted four community safety meetings in 2023, with more than 250 community participants, with additional participation by members of 16 city agencies and a dozen nonprofits.

Seeking \$100,00 in grant support



Who You Are Investing In:

- Hope helped 3,655 individuals in 2023 and the need continues to grow.
- 70% of clients are immigrants and refugees
- 94% of clients are BIPOC or otherwise marginalized
- 85% of clients come from surrounding neighborhoods
- 98% of clients are Low, or Very-Low Income (HUD 2023)
- 700 Afghan refugee served in Northglenn/Thornton



How We Amplify Your Impact:

- Resource Navigators, with language and cultural competencies work at two primary campuses, speaking 17 languages and shared life experience with the community.
- Community partnerships with dozens of non-profits, religious organizations, and government entities.



Measuring Impact:

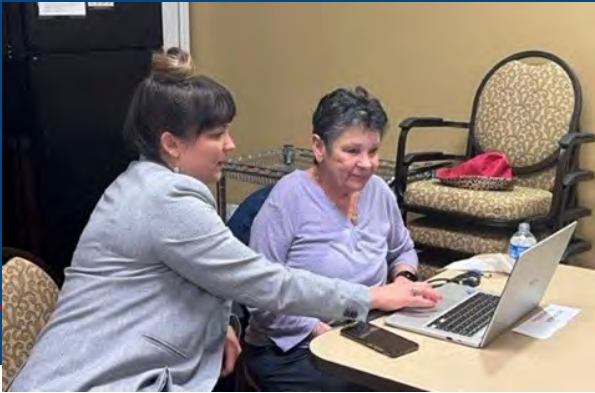
- Numbers of clients supported along with demographic data is available to funders.
- Evaluation data fuels continuous improvement of programming.



Creating Colorado's Statewide Device Access Infrastructure

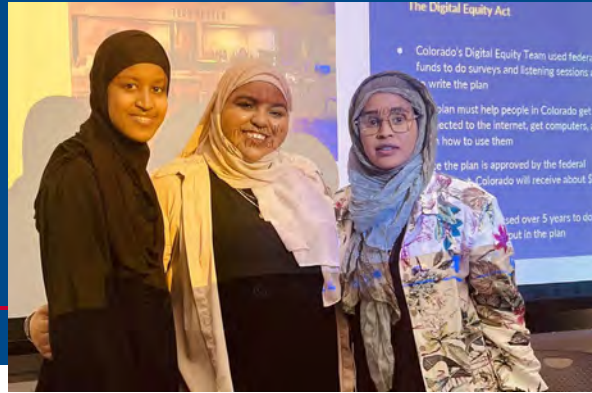
**Melanie Colletti, Digital Equity Manager
Ashley Heathfield, Senior Project Manager
Colorado Office of the Future of Work**

Colorado's Digital Equity Team



The Office of the Future of Work

- Colorado Department of Labor and Employment
- Apprenticeship & Digital Equity



Colorado's Digital Equity Team

- Created Colorado's Digital Access Plan
- Gathered data
- Built relationships



Alignment With State Initiatives

- Broadband Equity Deployment and Access (BEAD) funding
- Benefits access, telehealth, social engagement, resilience, and more!



The Office of the Future of Work
Digital Equity

Building Colorado's

Device Ecosystem

- State Digital Equity Act Capacity Funding
- Partners:
 - [Blue Star Recyclers](#)
 - [PCs for People](#)
- Sustainability



The Office of the Future of Work
Digital Equity

Funding & Donations Needed

Ask: \$500,000 and donations of devices to a sustainable, statewide device distribution system.

Donated Devices

In order to meet statewide demand, these organizations depend on consistent supply of donations.

Any donation helps and partnerships for ongoing donations are key!

Current capacity between the two refurbishers = approx. 12,000 computers / year

Refurbisher Capacity

\$300,000

Expand capacity at the two leading refurbishers and recyclers to ensure statewide coverage

\$150,000 - *Blue Star Recyclers & PCs for People*

- Staffing and technology to double capacity for refurbishment and distribution

Marketing and Outreach Materials

\$100,000

Creation and distribution of marketing and outreach materials and events across all 64 counties

- Media Strategy and Planning
- Creative Asset Production
- Media Buying, Asset Management and Trafficking, Reporting, Analytics

Voucher & Distribution Technology

\$100,000

Development of **accessible** website and voucher system to seamlessly connect donations to refurbishers to consumers.

- Scoping
- UI/UX Design
- Development
- Accessibility Compliance
- Testing / QA
- Hosting and Infrastructure



The Office of the Future of Work
Digital Equity



Investing in the Whole Girl: Comprehensive Support for Long-term Impact

**Kayla Garcia, President and Chief Executive Officer
Haley Shilts, Development Director
Girls Incorporated of Metro Denver**



History of Girls Inc.

Girls Inc. of Metro Denver is an affiliate of Girl Inc., a network of over 75 affiliates in the U.S. and Canada and is the oldest girl-serving organization in the country.

About Girls Inc. of Metro Denver

Founded in 1983 in Denver's West Colfax Neighborhood, we offer comprehensive programs to over 2,500 elementary, middle, high school and college-aged girls each year

- 90% of participants identify as BIPOC (Black, Indigenous and People of Color)
- 79% qualify for free or reduced-price school lunch
- 33% live in single parent home



Quality Programing for All Girls



Center Experience



Career Exploration



College Success

Community Connections

Bold Bodies | Social Emotional Learning | Gender Equity | Girls Inc. Experience



Career Exploration



All girls have the right to access quality STEM education, and to explore and excel in STEM fields. Our Eureka! STEM program provides a rigorous and supportive environment where girls can explore and excel in STEM. Through hands-on learning, real-world applications, and immersive experiences, we equip girls with the skills and confidence they need to succeed in STEM.

It is critical for girls to develop advocacy skills so they can effectively champion their rights, influence positive change, and navigate the challenges they may face. Our three-year Leadership Out Loud program creates a nurturing and inspiring environment where you will develop your leadership skills and exercise using your voice.



A program of Girls Inc. of Metro Denver

Girls deserve a place to apply their creativity, resourcefulness, and curiosity to forge new paths and achieve financial independence. Bold Business provides a unique opportunity for young women to develop essential entrepreneurial skills and build meaningful connections within Denver's business community.

Career Readiness & Internships

We prepare girls for and provide paid internships, job shadows, and apprenticeships with community partners who fit their interests and aspirations. Girls will leave with professional skills and networks, a stronger sense of direction and possibilities, increased confidence, and economic independence.



Request for Support

Join us in our mission to inspire all girls to be strong, smart, and bold!

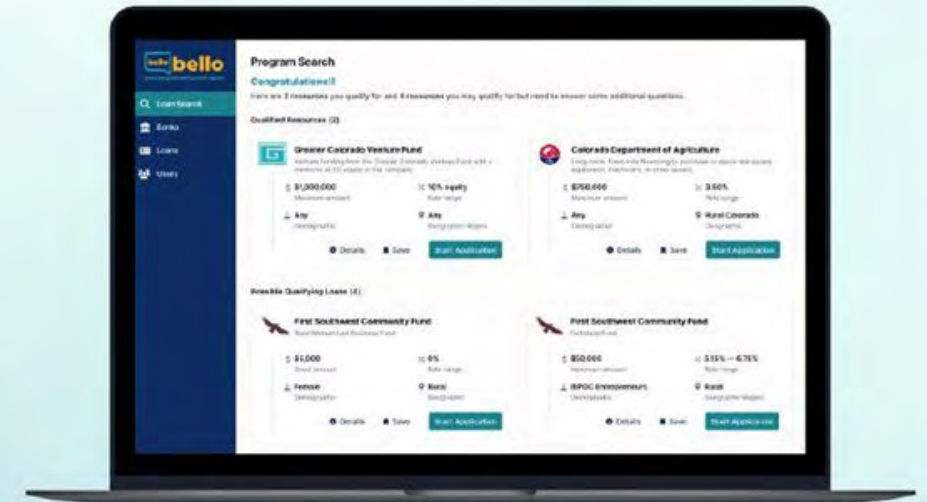
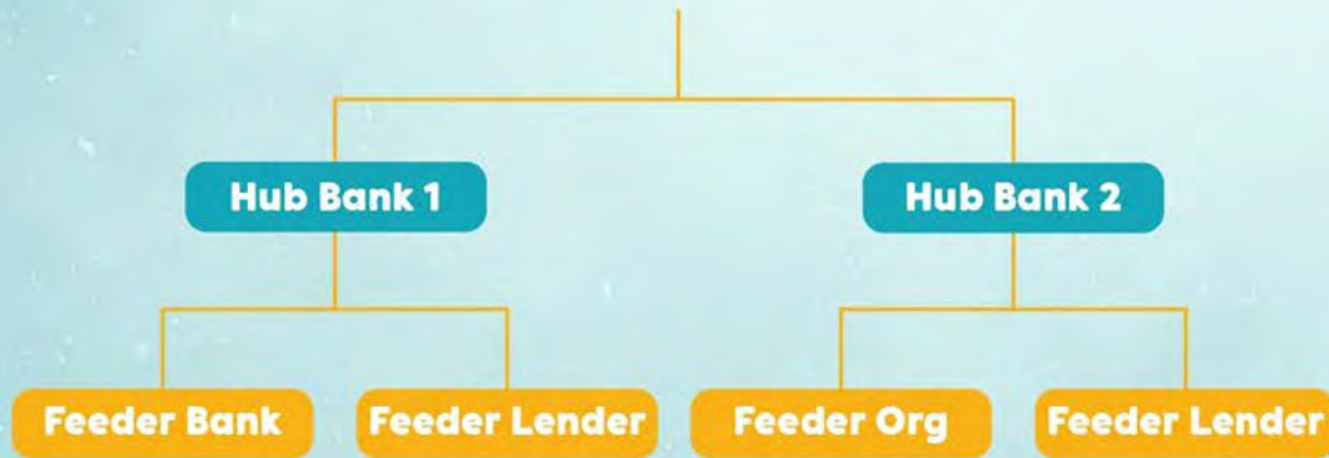
We are seeking partners in support of our Whole Girl programming:

- 1** **Investment** of \$10,000 - \$15,000
- 2** Opportunities to **engage employees** through meaningful volunteerism
- 3** Options to **connect girls to future careers in your industry** through career discussions or job shadowing



Utilizing Fintech to Serve Rural Colorado and Beyond

**Sherry Waner, Chief Executive Officer
HelloBello Financial, LLC**



How it works

entrepreneur
visits
local lender



lender puts
request into
HelloBello



HelloBello
leverages
algorithms to
find funding



lender partners
with a hub
bank and
participates in
the deal



everyone wins!

- entrepreneur
- local lender
- hub bank
- community



48%

of these small businesses
don't qualify for loans.

Impact

**Businesses with revenues
of \$1MM or less**



**The reach
in rural
Colorado**

**Fulfill CRA
requirements**

**Request
for
Support**

\$1MM Investment

An EQ2-like investment

grow
the
team



make
technology
upgrades



**CRA eligible
technology
investment**

INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

Increasing Access to Affordable Housing and Comprehensive Supportive Services for Low-Income Coloradans

Georgeanne Barrett, Director of Communications and Philanthropy

Becca Rando, Philanthropy Manager

Archway Housing and Services (d.b.a. Archway Communities)

Archway Communities.

Building Healthy Communities.

Archway Communities elevates lives by providing access to affordable housing, food security and the supportive social services people need to thrive.

As a leading nonprofit housing organization, **Archway** builds and manages communities where people can afford to live and pursue their goals. We do this by igniting innovation in housing development, integrating support services at our communities, and influencing change with our donors and partners.

This is the Archway to Equitable Housing.

Arapahoe County

Arapahoe Green

① 1135 S Xenia St
Denver, CO 80247

Denver County

Cornerstone

② 1001 Park Ave West
Denver, CO 80205

Montview Manor

③ 1663 Steele St #101
Denver, CO 80206

Mosaic Campus

④ 7150 Montview Blvd
Denver, CO 80220

El Paso County

Fountain Ridge

⑤ 6850 Red Deer Pt
Fountain, CO 80817

Jefferson County

40 West

⑥ 5830 W Colfax Ave
Lakewood, CO 80214

Flats at Two Creeks

⑦ 5885 W 14th Ave
Lakewood, CO 80214

Robinson Place

⑧ 2275 Wadsworth Blvd.
Lakewood, CO 80214

Sheridan Ridge

⑨ 5275 W 66th Ave
Arvada, CO 80003

Willow Green

⑩ 6985 Sheridan Blvd
Arvada, CO 80003



Supportive Services Approach

It is our responsibility as an affordable housing organization to recognize the systemic injustices impacting our residents as a result of wealth inequality. We respond to these challenges by working with the community to offer resident-informed, data-driven and on-site support services at each of our properties to support residents in pursuing their goals.



Resident Stability



Engagement



Food Security



119,782

Shortage of affordable rental homes for extremely low-income households

17%

Colorado households with children who are facing food insecurity

33%

Archway residents who came to Archway directly from experiencing homelessness



Archway Impact

~1,700

Archway residents housed across 10 communities

72%

Resident engagement with on-site supportive services

5,798

Resident visits to weekly no-cost food programs

1,922

1:1 meetings with coordinators to identify and meet personal goals

* Statistics from National Low Income Housing Coalition and Hunger Free Colorado

\$1,000,000

To support Archway's community-informed, data-driven, comprehensive supportive services program.



\$500,000

To support the increase in Colorado's affordable housing stock through the construction, preservation, and rehabilitation of affordable housing developments across the state.



ARCHWAY
COMMUNITIES



Cultivating African Immigrant Business Success in Colorado

**Naquetta Ricks, President and Co-Founder
Charles Msilanga, Program Manager
African Chamber of Commerce Colorado**



African Chamber

We create economic growth and investment by empowering the Minority Business community of Colorado.



AFRICAN CHAMBER OF COMMERCE
COLORADO, USA

The African Chamber of Commerce Colorado USA



The **African Chamber of Commerce Colorado** provides access to resources, training and technical assistance leading to economic opportunity for minority-owned businesses throughout Colorado, with a special emphasis on female immigrants, Africans, Blacks, and low-income and marginalised individual-led businesses.

Since 2014, we have helped more than 1200 Colorado businesses strengthen and grow.

The AACCCOUSA's Small Business Equity Accelerator Program develops economic opportunities for small businesses through technical assistance, skill development, and 1:1 mentorship that builds confidence and activates the underutilization of African and BIPOC entrepreneurs.



AFRICAN CHAMBER OF COMMERCE
COLORADO, USA

Our Proposal

The Colorado African Chamber of Commerce seeks to cultivate African and immigrant entrepreneurial success by increasing access to Capital through Microloans, grants and technical assistance services.

The Chamber has started the process of becoming a Community Development Financial Institution and is receiving technical assistance to achieve this goal. This proposal seeks investment to develop a revolving Microloan program that would serve up to 700 Entrepreneurs in the metro area.

- ❖ Immigrants are more likely to begin entrepreneurial enterprises than U.S. Citizens.
- ❖ Immigrant entrepreneurs in Colorado generate a billion dollars annually in business revenue:
 - 42,844 immigrant business owners accounted for 12 percent of all self-employed Colorado residents in 2018 and generated \$1 billion in business income.
- ❖ In 2018, one in six (16 percent) business owners in the Denver/Aurora metropolitan area was an immigrant.
- ❖ African and other immigrant entrepreneurs have the least access to formal Capital structures due to reduced capacity related to common American business practices.
- ❖ With technical assistance and cultural capacity, The African Chamber has the capacity and community trust to access these communities and provide them with needed skills.



What We Ask

The African Chamber seeks to raise \$15 Million to establish a Microlending Fund for the African and Immigrant entrepreneurial community in Colorado.

Over the next three years, The African Chamber will develop a revolving loan fund and associated support services to help more than 500 small businesses invest in and improve their business practices, increase marketing and develop capital investments to help their businesses grow.

Invest with us! Our ultimate goal is achievement of the American Dream for our next generation of immigrant business owners.



AFRICAN CHAMBER OF COMMERCE
COLORADO, USA



Equity Asset Fund (Equity AF)

Stefka Fanchi, President and Chief Executive Officer
Robin Hickey, CPA, Chief Financial Officer
Elevation Community Land Trust



EQUITY AF

**Stefka Czarnecki Fanchi, President
and CEO**

Robin K. Hickey, CFO

www.elevationclt.com



ORGANIZATION



IMPACT

616 homes
16 cities
72% average AMI
Av. home price 70% of market

EQUITY

60% households of color 42%
female household head
96% first-time buyers
18% single parents

INNOVATION

Financing Tools

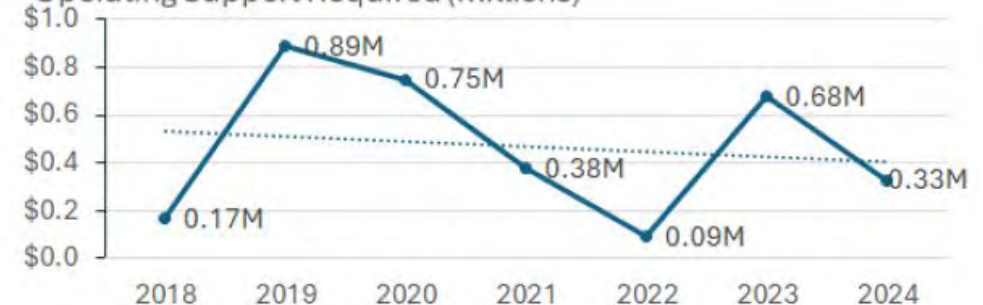
EAF

TIF

NMTC

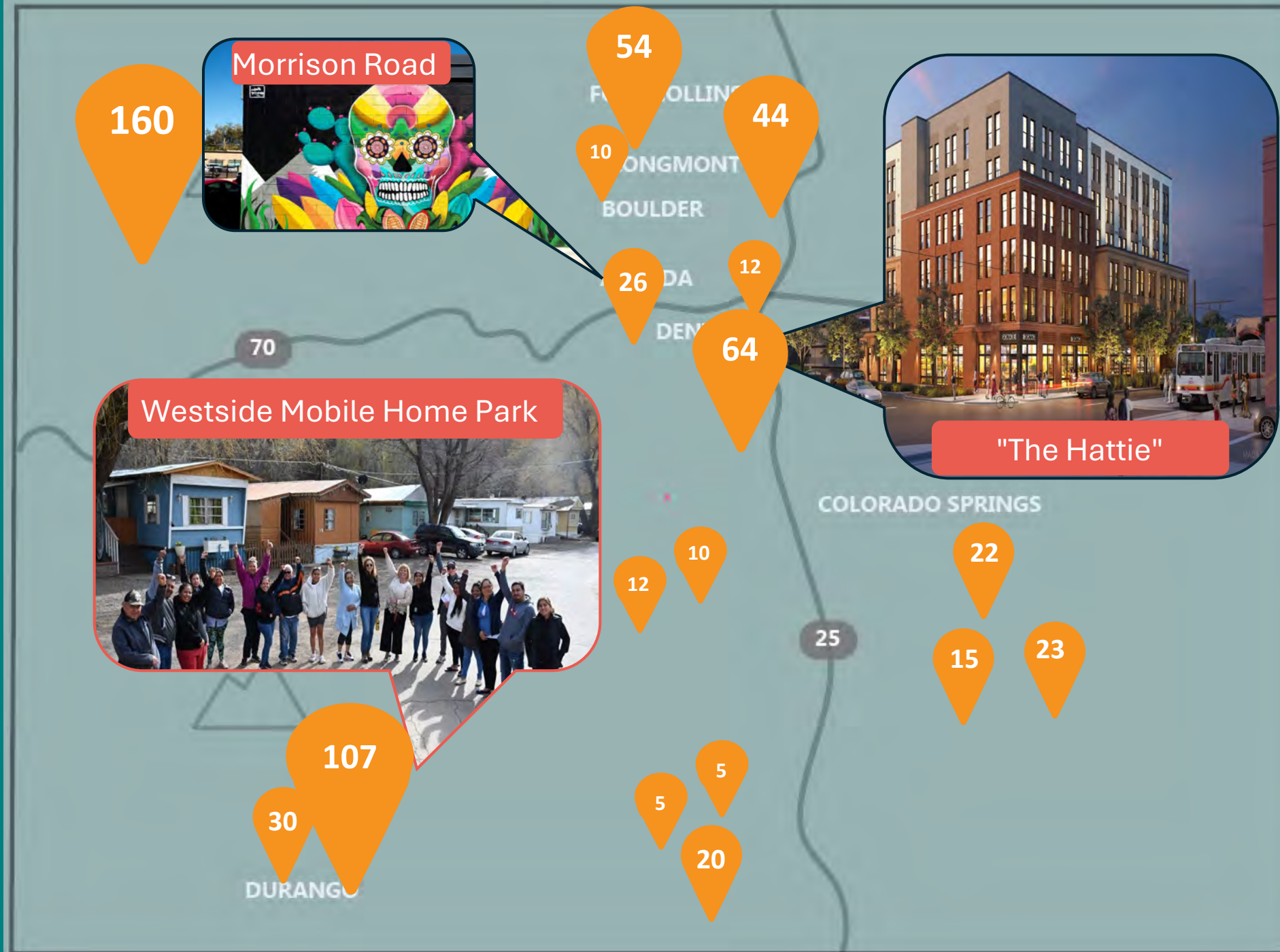
STABILIZATION

Operating Support Required (millions)



PIPELINE

- 160 Scattered Site Homes
- 98 Fort Collins Homes
- 112 Denver Metro Homes
- 10 Colorado Springs Homes
- 12 Woodland Park Homes
- 30 Southern Colorado Homes
- 137 Durango Homes
- 60 Southeast Colorado Homes



REQUEST



PRI Strategy: *Equity Asset Fund*

- Real property acquisition
- Up-front investment into large projects
- Source or equity investment into NMTC & TIF projects
- DSIN – predevelopment loans for BIPOC or woman-led and emerging developers

2024 GOAL: \$15M

Pipeline Grants:

- Westside Mobile Home Park- Durango
- Hattie's Condominiums – 29th and Welton
- Morrison Road Townhomes
- Southern Rural Homeownership Project (Walsenburg, Trinidad, Ft Garland)

TOTAL NEEDED: \$21M

ECLT has commitments from Public Funders for most projects in its 2024/2025 pipeline.

Private Capital is urgently needed to leverage these Public Funds.



Funder Response Forms—*Your Interest
and to Learn More*

Evaluations—*Your Input*

Share Your Connections!



FEDERAL RESERVE BANK *of* KANSAS CITY

Community Conditions SURVEY

Does your organization work to help low- and moderate-income (LMI) populations? If so, the Kansas City Fed invites you to take part in the **Community Conditions Survey**.

What is it? It's a twice-yearly (April and October) survey of organizations helping LMI populations. It tracks community conditions and informs monetary policy decisions and community development activities.

Learn more: [www.KansasCityFed.org/
communityconditions](http://www.KansasCityFed.org/communityconditions)

Contact: Steven.Howland@kc.frb.org

Sign up for
THE SURVEY



INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

Ariel Cisneros
Ariel.Cisneros@kc.frb.org
330-572-2601
Share Your Connections!

Investment Connection Website:
<https://www.kansascityfed.org/community/investmentconnection>

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



*Thank you for participating in
Investment Connection
Colorado!*