

INVESTMENT
CONNECTION



FEDERAL RESERVE BANK *of* KANSAS CITY

Community Development Investment and Lending Partnership



Colorado
September 20, 2022

INVESTMENT CONNECTION

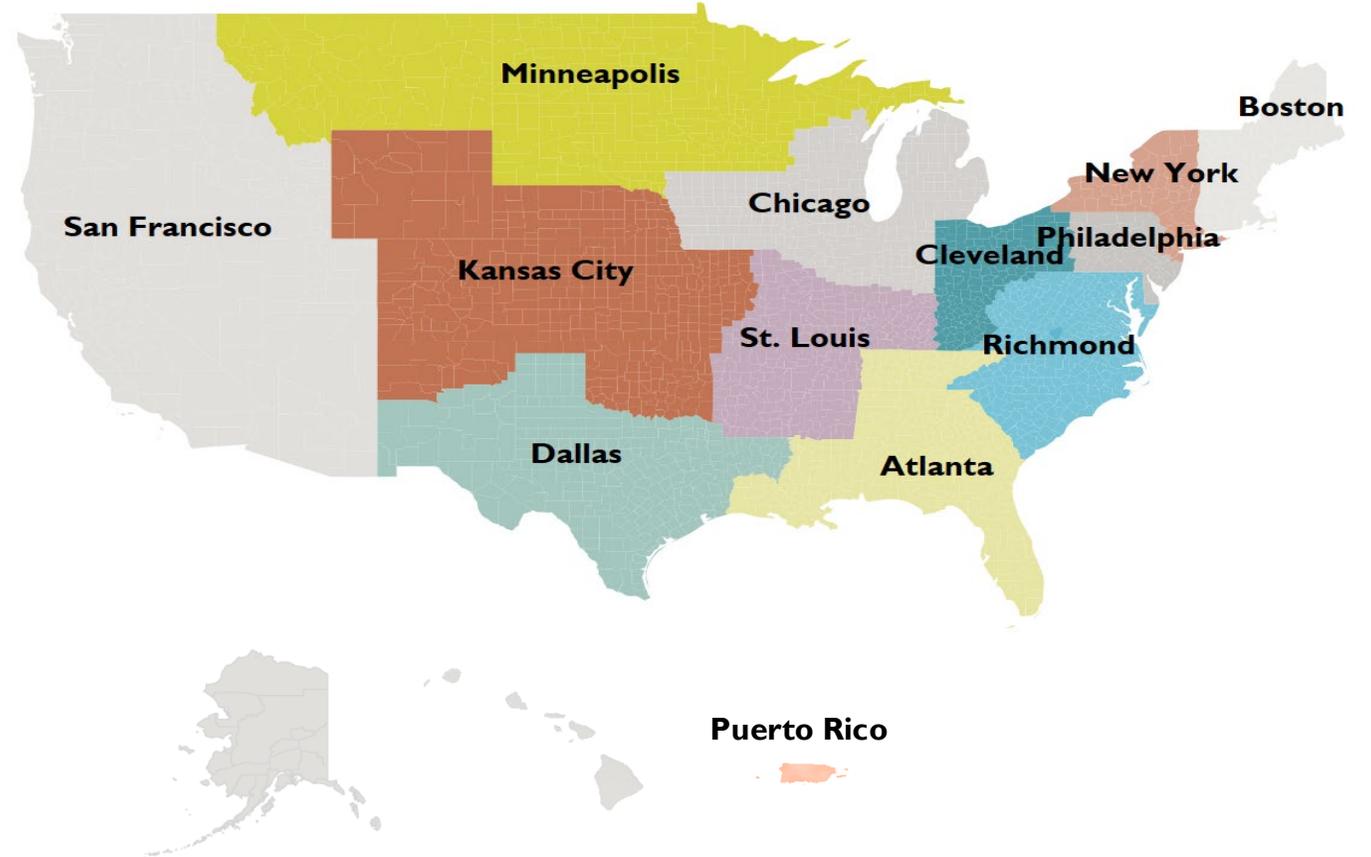


FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

Investment Connection Across Federal Reserve Banks:

Atlanta
Cleveland
Dallas
Minneapolis
New York
Richmond
St. Louis



INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

Funder Response Forms Evaluations

INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

CDFI and Minority Owned Bank Seeks CRA Eligible Deposits

Jamie Santistevan, Senior Vice President of Risk and Compliance

Native American Bank, N.A.

-Chartered as a national community development focused bank

-Certified Community Development Financial Institution (CDFI)

-Minority Depository Institution (MDI)

- Commitment to being a self-sustaining CDFI and is the only national American Indian owned community development bank in the country.

- “Outstanding” CRA rating under Community Reinvestment Act exam reviews



Stats:

- Founded in 2001 by 20 Tribal nations and Alaska Native Corporations. Currently have 36 shareholders, with 31 being Tribal Nations and Corporations.
- 90% of our loans are made to Native Americans
- 85% in rural communities and on American Indian Reservations
- Loans to Native communities in 29 states

Impact Lending



In the last 5 years though 2021, NAB has:

Provided \$147 Million in loans supporting \$340 Million in projects Tribes, Tribal Housing and Native American borrowers.

92.5% of Total Lending in Indian Country

99.8% of Total Lending in Commercial/Tribal Loans

73.4% of Total Lending in SBA HubZones (Historically Underserved Business Zone)

53% of Total Lending in Rural Areas

Financed projects that:

Created and retained **6,015 jobs**

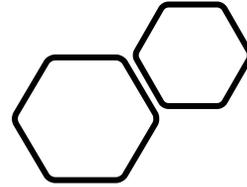
Built **573,155sf** of new facilities

Built **106** Affordable Housing Units

Provided **748** child-care slots

\$82 of community investment for every \$100 you deposit (116% above industry average) (2021)

Funding Request Goals



- Seeking up to \$5 million in long-term, cash deposit account from FI's or socially motivated depositors.
- **RETURN**
 - Market-rate deposit account interest based off product & term
 - FDIC insured deposit account up to \$250,000 (or more using CDARS)



INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

Preservation of Affordable Housing through Innovative Energy Financing

Ryan Kristoff, Director of Business Development

Marcia Cohen, Director of Accounting and Administration

Triple Bottom Line Foundation (TBL Fund)



Who: Existing Multifamily Affordable Housing

What: Financing Green Upgrades

How: Innovative Energy Financing Products

Why: To provide a pathway for an equitable clean energy transition

Where: Colorado, New Mexico, Utah, Missouri, Washington DC, Connecticut



Washington
Federal.
invested here.



Sample Financing Partners



BBVA Compass



WELLS
FARGO



Funding Request

Funding Goals

- ✓ 2022-2023 TBL Fund goal of raising \$10M in new investment capital
 - ✓ \$3.5M Raised to date
- ✓ Looking for minimum investments of \$500k

Investment Benefits

- ✓ 100% CRA credit for investments into TBL Fund
- ✓ Individual projects can be designed to meet pre-approved investor criteria
- ✓ 10-20 year investments at fixed interest rates ranging from 2% to 5%
- ✓ Investments simultaneously impact : affordable housing, climate change & community development

INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

Business Pathways and Career Pathways

Angeles Ortega, Chief Executive Officer

Jamie Roth, Senior Development Manager

Mi Casa Resource Center and Women's Business Center

Mi Casa Resource Center

Mi Casa creates pathways to opportunity.

Who We Serve

74% of the participant community we serve is female

81% identify as BIPOC and 82% are low-income

Job Seekers and Small Business Owners

Our 2021 Impact

58 Businesses Registered

\$25.2 Million in Revenue Generated

324 People Received Career Development Services

Our Request: \$75,000

Stackable Credential Pathway

Partners: Community College of Aurora, Arapahoe Community College, Community College of Denver, and Metropolitan State University of Denver

Pathways: Financial Services, Medical Administration, Human Resources, and Business Entrepreneurship

Population: Job Seekers and Business Owners

Services: Outreach, Wrap-Around Services, Individualized Coaching and Consulting, Long-term Training, Prior Learning Assessment and Credential Attainment, Certifications, and 2 and 4-year degrees

Outcomes: Long-term career and business growth along with educational attainment

Leadership Training

Partners: Small Business Administration, Denver Economic Development & Opportunity

Population: Women Business Owners

Services: Outreach, Wrap-Around Services, Individualized Coaching and Consulting, Long-term Training

Leadership Training Core Elements: Leadership versus management, imposter syndrome and skills and habits to overcome it, and developing a growth and entrepreneurial mindset

Outcomes: Building social capital, confidence gains, peer-to-peer learning and networks, access to capital, and revenue growth

INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

NeighborWorks Southern Colorado

Sarah Habib, Chief Finance and Operations Officer

NeighborWorks Southern Colorado

Our Mission... Our Impact

Our mission is to promote healthy, vibrant Neighborhoods and serve as the first choice for homebuyer resources in Southern Colorado.



Educate

We provide education through 1:1 counseling & group discussion

- Financial Fitness
- Homebuyer Development
- Homebuyer Education
- Rental Education
- Foreclosure Mitigation



Lend

We offer affordable loan products through our CDFI

- Down-Payment Assistance
- Shared Equity
- Affordable Mortgage Products
- Small Business Lending



Build

We build and serve as a developer in Pueblo creating affordable homes

- Hyde Park Gardens
 - 90 Units
- Pikes Peak Park
 - 600+ units



Engage

Community Development & resident engagement ensures sustainability of our work

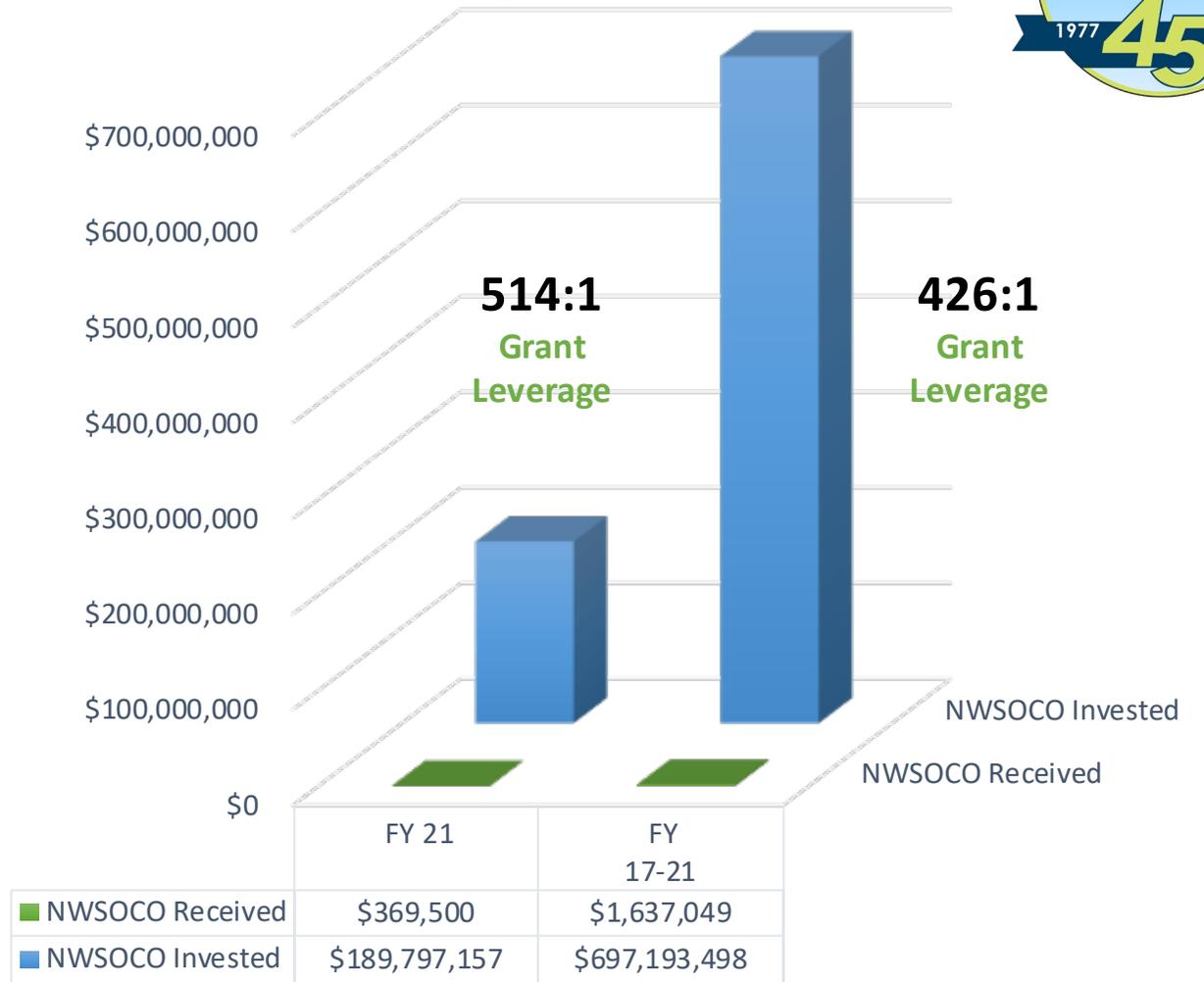
- Bessemer Mobile Food Pantry
- La Familia Community Garden
- Mobile Vaccine Clinic
- Lead clean-up initiatives

Our Request of Funds



Your investment of
\$500,000
 has the potential for
 NeighborWorks SoCo
 to invest
MILLIONS
 back into our communities

Proven Record of Investment Activities



■ NWSOCO Received ■ NWSOCO Invested

Use of Funds



Increase Market Reach

Increase awareness in all 19 counties we serve.

Expand our reach of homebuyer resources.



Invest in Growth

Invest in opportunities that increase our capacity

Increase staff to target specialized programs



Expand Community Involvement

Increase community reinvestment in neighboring rural communities

Invest in innovating new programs targeting community needs



Invest in Homebuyers

Educate and create more homebuyers

Keep CO families in their homes

Promote generational wealth

Target BIPOC community



**Economic Mobility and Financial Access Through
Entrepreneurship**

Jessica Sveen, Interim Chief Executive Officer

Alex Rosado, Development Director

Rocky Mountain MicroFinance Institute (RMMFI)

North Star and Theory of Change

People are unstoppable forces. Life circumstances are real and sometimes overwhelming, yet they should not determine what we can do in the present or be in the future. We believe everyone should be free to make choices to activate the possible. RMMFI creates the space for communities and people of all backgrounds to realize their unique potential through the power of entrepreneurship.

- Ownership of Wealth
- Ownership of Self
- Ownership of Community Health

Spanish Language Program (SLP)

Westwood Pilot

Spanish Programming

Regional Expansion

Requesting \$150,000



REBILT Initiative

Returning Entrepreneurs Business Idea, Launch, Thrive

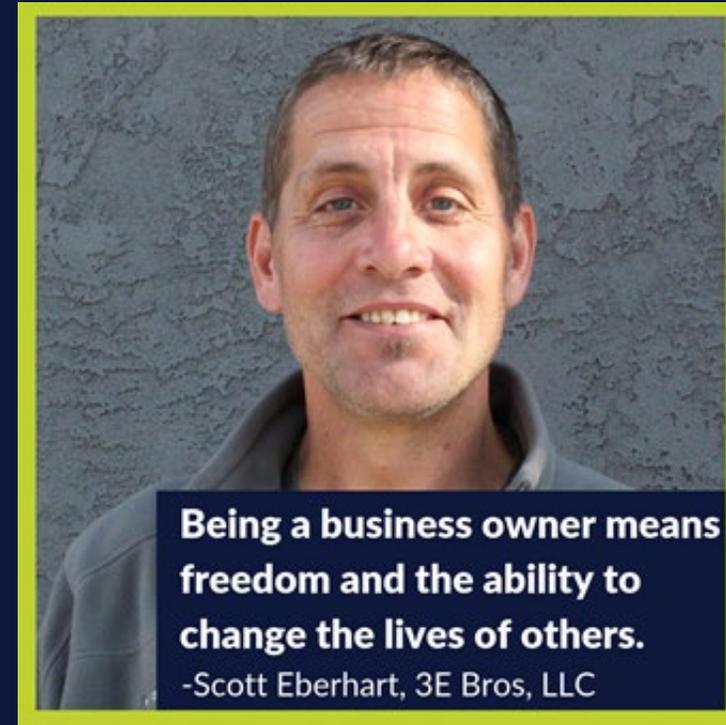
The REBILT Entrepreneur

Entrepreneur Skills Program

Grant Deployment

Requesting \$100,000

As a CDFI \$982,578.82 loaned to date





Leveling the Wealth Divide in Colorado Through Down Payment Assistance

Karen Kallenberg, Executive Director

Tamara Foglio, Development and Communications Manager

Habitat for Humanity of Colorado



The Ask

Leveling the Wealth Divide in Colorado

An investment of **\$1.4 million** will provide **70 low to moderate income households** with down payment assistance in the amount of **\$20,000**, ensuring the household can afford homeownership.

Program Goals



- 1) An increase in the number of BIPOC households achieving homeownership
- 2) A decrease in homeowners' reliance on public assistance
- 3) Increasing financial, health, education, and community outcomes through homeownership
- 4) An increase in capacity for Habitat for Humanity affiliates serving Colorado communities statewide
- 5) An investment into Colorado's workforce allowing businesses to prosper



Your Investment Will Support

68% Female Head of Household

Average household size was 3.49 individuals

68% of Habitat households have at least one-member identifying as Black, Indigenous, or a Person of Color

Top 3 Employment Industries:

Healthcare

Education, Training, Library

Office Administration



**Comprehensive Employment Reentry Services for
Formerly Incarcerated Individuals**

Mark Smesrud, Denver Director
Center for Employment Opportunities

A photograph of a Black man sitting on a white folding chair. He is wearing a black t-shirt, a high-visibility yellow and orange safety vest, and a bright orange hard hat. He is looking directly at the camera with a slight smile. The background is a plain, light-colored wall with a brick wall visible on the right side. In the top left corner, there is a green circle containing the text 'ceo'.

ceo

Center for Employment Opportunities



Program Overview

MISSION

CEO provides immediate, effective, and comprehensive employment services exclusively to individuals who have recently returned home from incarceration.

VISION

Our vision is that anyone with a criminal record who wants to work has the preparation and support needed to find a job and stay connected to the labor force. We believe that everyone, regardless of their past, deserves the chance to shape a stronger future for themselves, their family, and their communities.



Job-Readiness
Training

Prepares and trains
individuals to reenter
the workforce.



Transitional
Employment

Provides immediate
work experience with
daily pay.



Job Coaching &
Placement

Connects talented
employees with
quality employers.



Retention Services
for One Year

Provides ongoing
support to ensure
participants succeed.



Service Provider and Employer

CEO provides our customers with a wide range of services and benefits.

Request

\$50,000 for CEO Denver

Outcomes

- **Enrollments: 155**
- **Individuals Placed into Permanent Employment: 90**
- **Average Hourly Wage at Placement: \$18.50**
- **180 Day Job Retention: 55%**
- **365 Day Job Retention: 48%**

Impact

The impacts of successful reentry and meaningful employment go beyond the individual involved; by helping those reentering our communities now, their children and families also have the opportunity to stabilize their lives and develop a positive sense of future.





**MHMP Resident Services' Housing Stability and Financial
Mobility Programs**

Shelly Marquez, President

Ellen Abrams, Regional Philanthropy Director

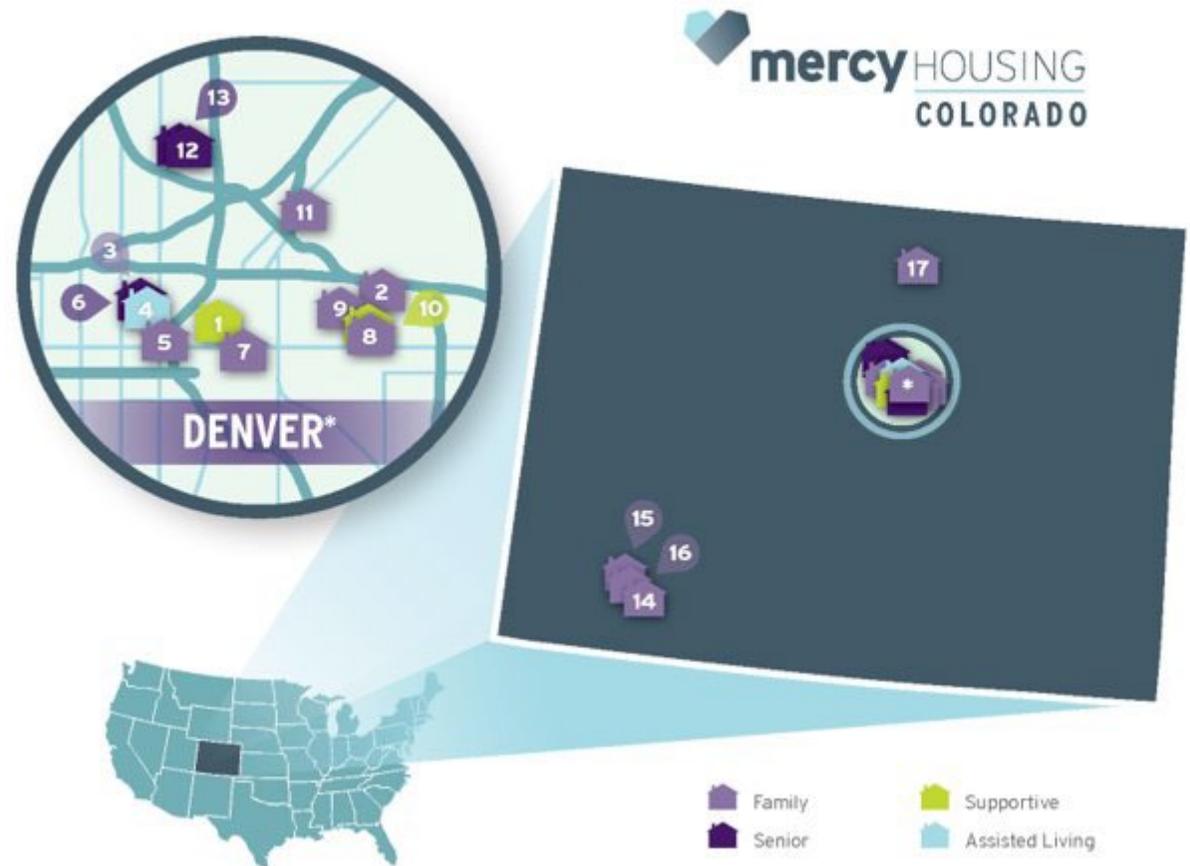
Mercy Housing Mountain Plains



About Mercy Housing

Mission: To create stable, vibrant and healthy communities by developing, financing, and operating affordable, program-enriched housing for families, seniors, and people with special needs who lack the economic resources to access quality, safe housing opportunities.

- **Mercy Housing** is the largest affordable housing provider in the nation with over 44,000 residents.
- **Mercy Housing Mountain Plains** region includes Colorado, Nebraska, Arizona, South Dakota, Missouri, Iowa, and Utah.
- **Mercy Housing Colorado** broke ground on two new properties this year and currently provides housing for over 3,000 people.



What Sets Mercy Housing Apart?



Resident Services

Free onsite programs and services for residents.



Housing Stability

- Lease Education
- Eviction Prevention Assistance
- Homeownership Education
- Rental Assistance and Referrals

Financial Mobility

- Financial Benefit Support
- Financial Services/Tools
- HUD Family Self Sufficiency Program
- Career Advancement/Employment Stability

Racial Equity, Diversity, and Inclusion

- National REDI Collaborative
- Regional Youth-led REDI Program



Potential Collaboration and Impact

Partnership Level: \$100,000

Investment in Mercy Housing Colorado's Family Properties

- 5 Properties, 547 Units, 1,481 People (702 Children)
- Area Median Income is \$17,870
- 32% Black/African American, 48% Hispanic
- 60% Female

Direct Impact on Residents' Lives

- Stable Housing
- Financial Security
- Increased Assets

Your support will help break generational cycles of poverty!



INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

Funder Response Forms
Evaluations
Share Your Connections!

INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

Ariel Cisneros

Ariel.Cisneros@kc.frb.org

303-572-2601

Share Your Connections!

Investment Connection Website:

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

CRA OneSource Website:

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

INVESTMENT CONNECTION



FEDERAL RESERVE BANK of KANSAS CITY

Community Development Investment and Lending Partnership

*Thank you for participating in
Investment Connection Colorado!*