

Entrepreneurship, Disability and CDFIs

Session 1: Introduction to CDFIs

Thank you for joining us!

The webinar will begin momentarily.

Audio Options and Captions

- The audio for today's meeting can be accessed using Computer Audio or by calling in by phone. If you select Computer Audio, please make sure your speakers are turned on or your headphones are plugged in.
- To call in for audio:
 - Dial: 301 715 8592
 - The meeting code is 868 4760 1686
- Real-time captioning is provided. The captions can be found by clicking on the “cc” button in the Zoom controls at the bottom of the screen.
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- Please send your questions, concerns and any requests for technical assistance to the NDI Host via the chat box.
- If you would prefer to ask your question in ASL, please raise your hand and wait to be called on by the Host
- Questions will be addressed by the presenter if time allows.
- If your question is not answered during the webinar, you are listening by phone or you are unable to use the chat box, please email ajones@ndi-inc.org.
- Please note: This webinar is being recorded and the materials will be available at www.DisabilitySmallBusiness.org on the Past Events page within 1-2 weeks.

Entrepreneurship, Disability and CDFIs: Session 1: Introduction to CDFIs

Presented by:

National Disability Finance Coalition

February 28, 2023



Disability-finance.org



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Who We Are

Our Mission

Our mission is to bridge the CDFI industry and the disability community, to ensure that CDFIs can respond effectively to address the needs of individuals with disabilities, and to offer technical assistance and support to CDFIs developing financing products and services.

CDFI Overview



- **Community Development Financial Institutions**
 - CDFI Fund established by the Community Development Act of 1994
- **Mission-focused** financial intermediaries
 - Serve **low-income communities** and people
- **Capital and Capacity Building** service to help borrowers and customers succeed

Types of CDFI Lending

Type	%	Examples
Housing	35-45%	Affordable, Supportive, For Sale or Rent, Rehab, Energy Efficiency
Community Facilities	15-30%	Health Centers, Education, Child Care, Community Centers, Libraries, Water Treatment, Broadband
Business	15-35%	Micro, Small Business, Equipment, Energy Efficiency, Contract, Working Capital
Real Estate	5-15%	Commercial Corridor, Grocery Stores, Hotels, Mixed Use
Consumer	10-20%	Auto, personal, mortgage, home rehab, assistive technology

Disability Finance covers all these areas

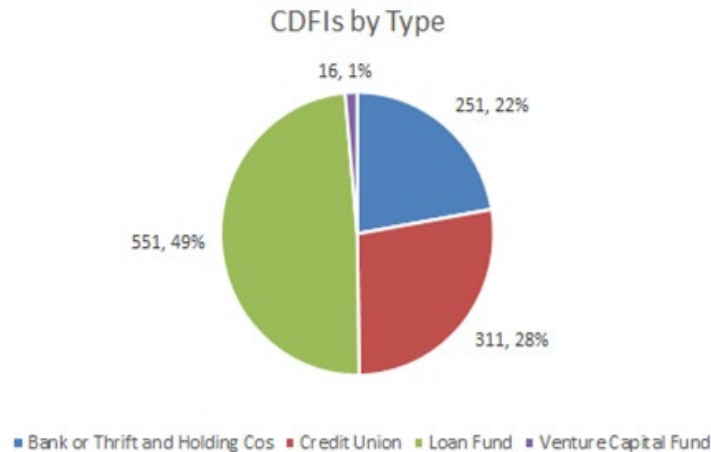
Key Facts about CDFIs

- **Over 1,300 Certified CDFIs covering all 50 States**
 - Range in size from under \$10million to over \$1billion in assets
- **CDFIs have over \$220 billion in total assets**, in aggregate
 - While impressive, the overall financial services industry in the U.S. is nearly \$20 trillion
- **Repayment rate on loans made by CDFIs >98% overall**
 - Comparable to banks; better than online lenders
 - Enables capital to be redeployed into target markets, generating a multiplier effect
- **Accountable** to target market
- **Repayment rate to investors** – close to 100% (no industry report, but this is the reported experience of active CDFI investors)

Four Types of CDFIs

Loan & Venture Funds

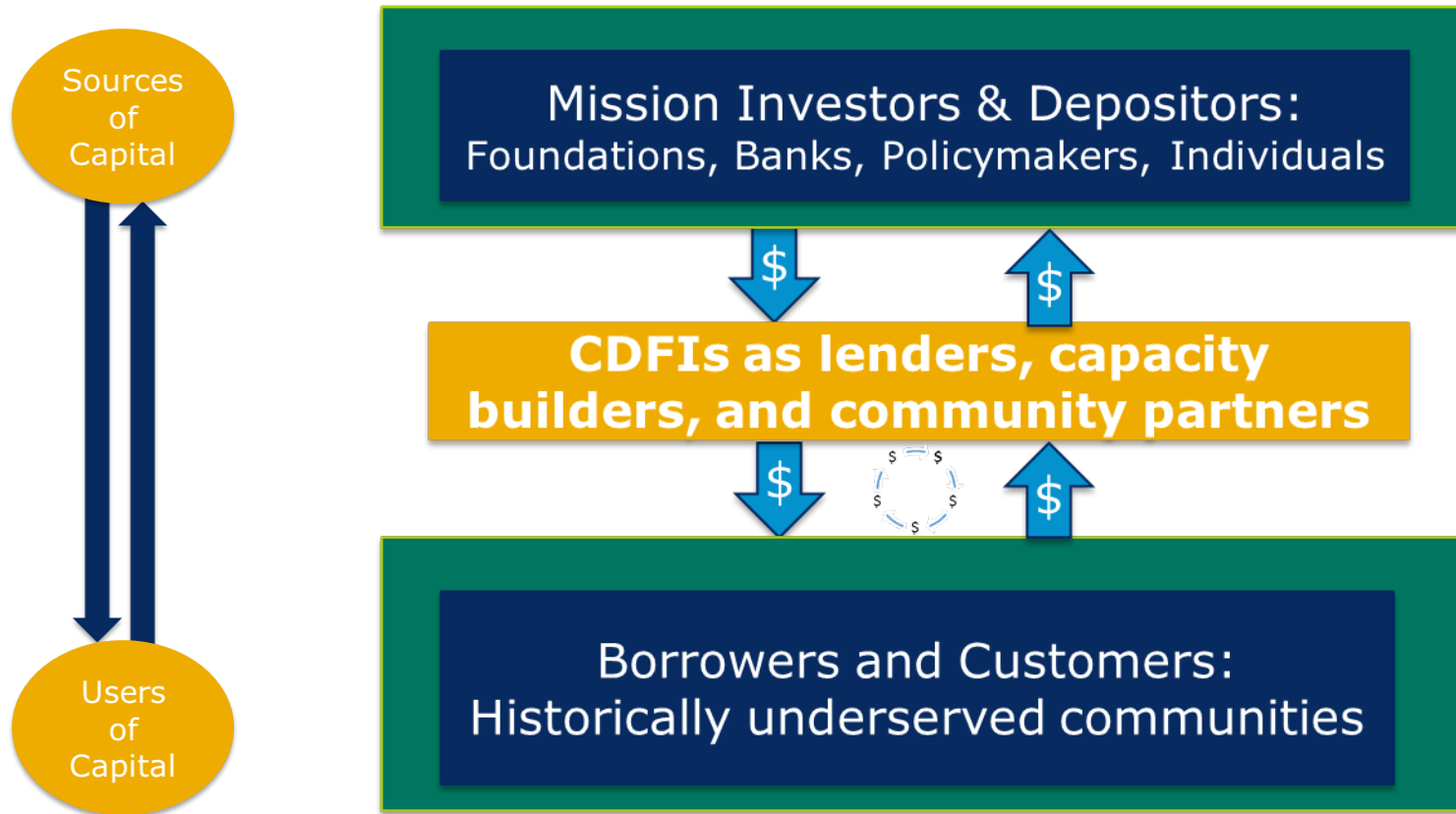
- 50% of all CDFIs
- Not insured or regulated
- Flexible small business lending



Banks & Credit Unions

- 50% of all CDFIs
- Insured deposits & Regulated
- Bank Accounts
- Transaction Services
- Consumer Loans

CDFI Ecosystem



\$1 invested in a CDFI generates between \$8-14 of impact

How to Find a CDFI Near You

[CDFIs that have received Disability Finance Awards](#)

Other Resources to Find a CDFI

- [CDFI Fund/US Dept of Treasury](#): The certifying body of CDFIs
- **Trade associations and Coalitions for CDFIs:**
 - **CDFI Credit Unions:** [Inclusiv](#) map and listing by state
 - **CDFI Banks:**
 - [National Bankers Association](#) - minority bank members
 - [Community Development Bankers Association](#) - filter by state
 - [Minority Depository Institutions](#) - maintained by the FDIC
 - **CDFI Loan Funds:**
 - [Opportunity Finance Network](#) – national network for CDFIs, most of which are CDFI Loan Funds. Filter by state and type of lending
 - [Aeris Insight](#) - loan funds which have been rated by this entity
 - **CDFI Venture Funds:** [Community Development Venture Capital Alliance](#)
 - **Native CDFIs:** [Native CDFI Coalition](#)
 - [Small Business Resource Navigator](#)

Upcoming NDFC Webinar

Join us March 22nd for our next quarterly webinar!

Agenda:

- Updates on **NDFC 2023 activities** and a **policy update** from Towner French, our congressional liaison
- **Member Profile: Solar Energy Loan Fund (SELF):** presenting a new financing product for landlords to create accessible properties
- UNH will give an update on disability statistics by state and county

Questions?



CDFI Series – [Register for Upcoming Sessions](#)

Entrepreneurship, Disability, and CDFIs: Session 2: CDFI and Founder Experiences
Presented by Justine Petersen
Wednesday, March 7th, 2:00 – 3:30PM EST

Entrepreneurship, Disability, and CDFIs: Session 3: CDFI and Founder Experiences
Presented by Life Asset
Wednesday, March 21st, 2:00 – 3:30PM EST

Entrepreneurship, Disability, and CDFIs: Session 4: CDFI and Founder Experiences
Presented by Northwest Access Fund
Wednesday, April 4th, 2:00 – 3:30PM EST

Entrepreneurship, Disability, and CDFIs: Session 5: CDFI and Founder Experiences
Presented by Disability Opportunity Fund
Wednesday, April 18th, 2:00 – 3:30PM EST

Upcoming Webinars

[Deafhood Training Part 3: Communicating Effectively](#), presented by
Gallaudet Innovation and Entrepreneurship Institute
Wednesday, March 1st, 2:00 – 3:30PM EST

[Creating Accessible Content for Content Creators](#), presented by
Results One LLC
Wednesday, April 5th, 2023, 2:00 – 3:30PM EST

[Business Feasibility & Creating A Plan](#), presented by Molly Sullivan
and Ciara Ladroma of Griffin-Hammis Associates
Wednesday, April 19th, 2:00 – 3:30PM EST

NDI Small Business Hub

- Are you an aspiring entrepreneur or existing business owner with a disability wanting help to START, BUILD and GROW your business? Visit www.DisabilitySmallBusiness.org or email rchavez@ndi-inc.org
- Want to join a dynamic learning community focused on key financial health topics for business? For information or to apply for our next series in March, email Caroline Bolas at cbolas@ndi-inc.org
- Visit our Streaming TV channel for informational and motivational content for disability owned small businesses at www.DisabilityOwned.com
- Access training, mentoring, business coaching, and grant opportunities through our new partnership with Verizon Small Business Digital Ready! Register here: [Small Business Training | About Verizon](#)
- Want to “Stay In The Know” about NDI’s small business hub? Join our [mailing list!](#)

NDI Small Business Team



Nikki Powis,
Director
Small Business
Programs
npowis@ndi-inc.org



Ruth Chavez,
Small Business
Community
Navigator
rachvez@ndi-inc.org



Caroline Bolas,
Small Business
Specialist
cbolas@ndi-inc.org



Alexis Jones,
Small Business
Project
Coordinator
ajones@ndi-inc.org