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October 2013 Newsletter

Congratulations to FUND Consulting Clients Receiving FATA Awards in the NACA, CORE and SECA Programs!

FUND Consulting is pleased to report that clients received **\$19,748,194** in FATA awards through the CDFI Fund's NACA, CORE and SECA programs! Some highlights from this round include:

- 100% of clients who worked with FUND Consulting on a NACA FA application received an award, representing 22% of all dollars in this program.
- 12% of all FATA funds through the CORE and SECA programs were awarded to organizations receiving application assistance from FUND Consulting.
- 72% of all FA funds award to banks or bank holding companies went to those financial institutions working with FUND Consulting on their applications.

Congratulations to all awardees in the 2013 round!

FUND Consulting and Opportunity Finance Network (OFN)

The FUND team is looking forward to seeing everyone at the 2013 Opportunity Finance Network Conference October 15-18, 2013 located at the Philadelphia Downtown Marriott.

FUND is a Bronze Level sponsor, also presenting two sessions during the conference.



At our first session on October 16, *Deployment: Barriers, Breakthroughs and Best Practices*, we will present the results of our research conducted as part of the Goldman Sachs 10,000 Small Businesses CDFI Growth Collaborative. This session will serve as a complement to the initial findings we presented at the second annual OFN Small Business Forum in June, where our Founding Partner Lolita Sereleas joined Tim Hattfield of Opportunity Fund and long-time client David Kahley of The Progress Fund to facilitate a lively discussion on effective strategies for increasing CDFI deployment.

Discussions from this session contributed great input for an upcoming OFN TA memo on capital deployment strategies that FUND will author as part of OFN's team. Sponsored by the Goldman Sachs 10,000 Small Businesses CDFI Growth Collaborative, the memo will be the third in a series of small-business focused technical assistance memos for CDFI loan funds.

Additionally, on October 17, the FUND team will serve as a market analysis expert at the CDFI Clinic. This new conference offering provides CDFIs with the opportunity to meet in small groups with a subject matter expert to answer specific and focused questions based on topical needs.

The OFN Conference is the premier CDFI industry event, attracting 1,000+ attendees to drive growth and expand the impact of the work we do. We hope you can stop by our booth and participate in one of our conference sessions. See you in Philly!

FUND Joins Effort to Develop New Training Series for CDFI Minority Depository Institutions

FUND Consulting is proud to be part of the team led by Deloitte Financial Advisory Services to create a new training series for CDFI Minority Depository Institutions (MDIs). Part of the CDFI Fund's Capacity Building Initiative, the Preserving and Expanding CDFI Minority Depository Institutions series will offer training and technical assistance on a variety of topics, including building leadership capacity, expanding capitalization, managing organizational transformation, enhancing operational performance, and the compliance and regulatory impacts on community banking models.

FUND work on the Deloitte team to complete a needs assessment that will be used to inform the design of the curriculum for the training series. As part of the needs assessment, FUND and Deloitte conducted a survey and in-depth interviews of CDFI MDIs nationwide, as well as a roundtable discussion with industry leaders to ascertain the unique challenges and training needs of CDFI MDIs.

Stayed tuned to the CDFI Fund's website in the coming months for available training opportunities and a new virtual resource bank of resources for CDFI MDIs.

FUND Consulting Welcomes New Clients

Affordable Investment Advisors, LLC
Alternatives Federal Credit Union
Chicago Neighborhood Initiatives
Cooperative Business Assistance Corporation
Corporation for Supportive Housing (CSH)
Dakota Resources
Jamboree Housing Corporation
Northcountry Cooperative Development Fund
Primary Care Development Corporation
River Hills Bank
Urban Partnership Bank
Tampa Bay Black Business Investment Corporation
The Lending Network

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