

2011 Snapshot

59 clients served
representing:

\$10,442,684,751
in total assets

\$6,216,730,140
in portfolios outstanding

\$41,802,671
in grants, investments,
and tax credits

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2011 Annual Report

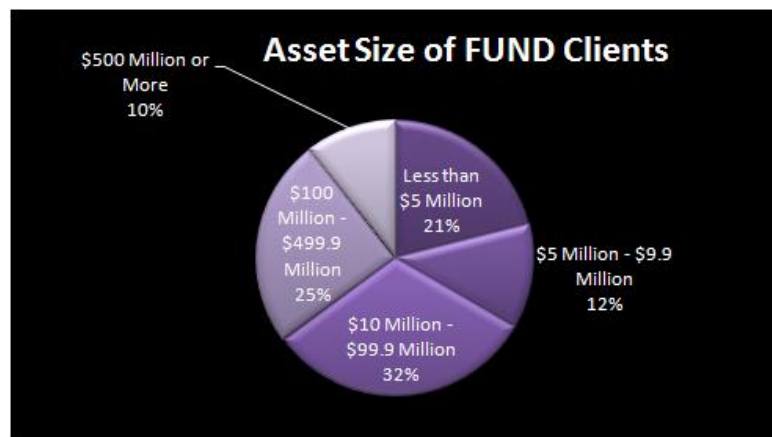
Letter From the Partners

2011 was a pivotal year for FUND Consulting! We doubled our staff size and welcomed an unprecedented 25 new clients. An even greater accomplishment in our eyes is that over 30% of our clients have worked with us for 5 years or longer. We are proud to provide support to our clients to help them achieve their stated goals and increase the impact they have in underserved communities throughout the country. This annual report provides a snapshot of these accomplishments. We hope you read on and stay in touch with us in 2012.

Ruth Barber, Lolita Sereleas

The Year in Review

2011 proved to be a high impact year for FUND Consulting. We served 59 clients in 21 states. These 59 clients consisted of 29 CDFI Banks and Credit Unions, 23 Loan Funds, 6 Native Loan Funds, and 1 municipality. These organizations represent **\$10,422,684,751 in assets**, and have **portfolios outstanding totaling \$6,216,730,140**.



FUND Consulting works in partnership with its clients to provide both strategic and operational services designed to help clients articulate and achieve their goals. In 2011, FUND Consulting completed 27 customized strategic projects including market studies, capitalization plans, strategic plans, and impact analyses.

Additionally, the FUND team delivered 52 operational projects including CDFI Certification applications, funding applications to the CDFI Fund, and a successful NEXT Award application. As a result, applications prepared by FUND Consulting generated \$41,802,671 in grants, investments, and tax credits for clients during 2011:

Program	Total Awarded
BEA	\$9,219,846
CORE	\$6,857,825
NACA	\$2,475,000
NMTC	\$20,000,000
NEXT	\$2,750,000
HFFI	\$500,000
TOTAL	\$41,802,671

FUND Consulting is proud of its achievements in 2011 and has started 2012 on a positive note taking on 5 new clients, promoting two staff members, and embarking on our own strategic planning process to set the stage for our next three years.

To see a full list of our clients, read project examples, and stay up to date on the work of FUND Consulting, please visit our [website](#).

Client Spotlight: Access to Capital for Entrepreneurs (ACE)

Founded in 2000 and certified as a CDFI in 2004, Access to Capital for Entrepreneurs (ACE) is a nonprofit loan fund located in Cleveland, Georgia. Over the years the organization has continually taken strategic steps to increase its capital base and products in response to demand and gaps in access in its largely rural target market.

In 2010, FUND Consulting joined ACE in its strategic endeavors, resulting in significantly increased capacity for the organization. ACE first engaged FUND Consulting to complete two funding applications which resulted in \$1.1 million in additional capital for the organization and the creation of its George Green Loans Fresh Food Financing initiative. This initiative aims to encourage supermarket and grocery store development in low- and moderate-income communities in metro-Atlanta.

Since then, ACE has engaged FUND Consulting on an annual basis to assist with funding applications, compliance, and strategic research services. As a result, ACE was named as one of the Small Business Administration's newest lenders through its Community Advantage pilot program, which aims to expand access to capital in underserved communities, and has a FA application for additional capital pending with the CDFI Fund. Currently, FUND Consulting is conducting research on a potential new capital raising model which will help ACE diversify and increase its capital base to continue providing much needed small business financing in North Georgia.

ACE provides lending capital and corresponding financial education, including microloans, Georgia Green Loans and Fresh Foods financing, energy efficiency loans, and commercial loans throughout a 68-county service area in North Georgia. With a focus on low-to-moderate income, women, and minority businesses, ACE has provided more than \$7 million in financing to date, which has resulted in the creation or retention of over 1,000 jobs. FUND Consulting looks forward to continuing its partnership in support of ACE's successes.

Learn more about ACE by visiting their [website](#).

Our Team

FUND is proud to have assembled a team with outstanding experience and credentials. Combined, the team has over 50 years of community development and nonprofit management experience. The diverse staff experience ranges from economic development to arts and culture and from health and human services to community banking. The team brings first-hand experience with international organizations, CDFI loan funds, community banking, workforce development and more.

View complete staff bios on our [website](#).

Social Media

With the creation of our newest staff position, Information Resource Coordinator, FUND Consulting provides up to date information on policy issues, funding opportunities, best practices, and happenings at the FUND Consulting office.

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