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Community Development Financial Institutions in the Southeast: Surveying the Social Investment Landscape

Community Scope

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Community Development Financial Institutions in the Southeast: Surveying the Social Investment Landscape

AUTHOR

Emily Wavering

The Federal Reserve Bank of Richmond Community Development department conducts a biennial survey of community development financial institutions (CDFIs) in the Southeast region of the United States. This issue of *Community Scope* uses the results of the 2015 survey to present timely key findings on CDFI activity in the Southeast, including capitalization, demand, capacity, non-lending programs and services, and impact investing. We find growing demand for the products and services offered by CDFIs, including small business loans, financial education and technical assistance. CDFIs, however, continue to face financial constraints in responding to this demand.

Defining CDFIs

CDFIs are organizations that provide financial products and services to individuals and businesses in markets that lack access to traditional financing.¹ Such markets may include individuals and families in low- and moderate-income (LMI) communities, women- and minority-owned businesses, and start-up businesses. CDFIs often aim to generate a specific social impact, such as fostering economic development, supporting small business growth or increasing access to affordable housing. CDFIs, like their traditional financial institution counterparts, include a

number of different types of institutions and vary in the products and services they provide. Table 1 provides a description of each type of CDFI and the typical products and services provided by each.

The federal government provides certification for CDFIs through the U.S. Department of Treasury’s CDFI Fund, which was established in 1994 and now

certifies nearly 1,000 CDFIs nationwide. While CDFIs do not need certification from the CDFI Fund to be classified as such, certification allows CDFIs to participate in CDFI Fund-administered programs that provide financial and technical support. Table 2 details the supportive programs run by the CDFI Fund.

Table 1: Types of CDFIs

| Type | Description | Products and services typically provided |
|---|--|---|
| Depository institutions: | | |
| Community Development Banks | For-profit institutions regulated by the Federal Deposit Insurance Corporation (FDIC), the Federal Reserve Board or the Office of the Comptroller of the Currency (OCC) that have a dual financial and social mission. | Consumer banking services, loans, mortgages |
| Community Development Credit Unions | Nonprofit, member-owned institutions regulated and often insured by the National Credit Union Administration that serve LMI communities. | Consumer banking services, loans |
| Non-depository institutions: | | |
| Community Development Loan Funds | Nonprofit institutions that provide loans in LMI communities using capital from governmental institutions, foundations and social investors. | Housing loans, business development loans |
| Microenterprise Development Loan Funds | Nonprofit institutions that provide small business loans in LMI communities. | Small business development loans |
| Community Development Venture Capital Funds | Nonprofit or for-profit institutions that make equity investments in small- and medium-sized businesses in LMI communities. | Business development loans |
| Community Development Corporations (CDCs) | Nonprofit institutions comprised of community residents that may offer financial products and services in addition to services for neighborhood revitalization. | Loans, financial counseling |

Source: Urvi Neelakantan, Lisa Hearl and Kimberly Zeuli, “CDFIs in the Southeast,” Federal Reserve Bank of Richmond Community Scope 1 (1) (2010); “Sectors of the CDFI Industry,” Opportunity Finance Network.

Table 2: Programs of the CDFI Fund

| Program | Description |
|---------------------------------------|--|
| CDFI Program | Provides financial and technical assistance awards to certified and emerging CDFIs. |
| Native Initiatives | Provides financial and technical assistance awards to CDFIs that serve Native American communities. |
| Bank Enterprise Award (BEA) Program | Provides FDIC-insured banks with monetary awards to increase investment in LMI communities and/or CDFIs. |
| Capacity Building Initiative | Provides educational seminars, market research, training and tools to certified and emerging CDFIs. |
| CDFI Bond Guarantee Program | Provides a guarantee for the full amount of notes or bonds issued to support long-term CDFI investment. |
| Capital Magnet Fund | Provides financial assistance for affordable housing efforts in LMI communities. |
| New Markets Tax Credit (NMTC) Program | Provides tax credits that incentivize private investment in LMI communities. |

Source: Urvi Neelakantan, Lisa Hearl and Kimberly Zeuli, "CDFIs in the Southeast," Federal Reserve Bank of Richmond Community Scope 1 (1) (2010); "Sectors of the CDFI Industry," Opportunity Finance Network.

CDFI Survey Background

In 2009, the Federal Reserve Bank of Richmond began conducting a survey of CDFIs in the Southeast region of the United States. The results from the 2009 survey were used to create a directory of CDFIs in the Southeast, as well as to inform research about CDFI capitalization and service provision in the Southeast. Since then, the survey has been redeployed on a biennial basis, with assistance from the Federal Reserve Bank of Atlanta in 2011 and 2015, and from the Support Center, a Raleigh, North Carolina-based, CDFI, in 2013 and 2015. Results from the 2011 and 2013 surveys were used to update the online directory of CDFIs, and in 2015, the survey was revised to include more detailed questions about capitalization, demand, capacity, non-lending programs and services, and impact investing. To maintain consistency with past surveys, the 2015 survey defined the Southeast as Alabama, Arkansas, the District of Columbia, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia.

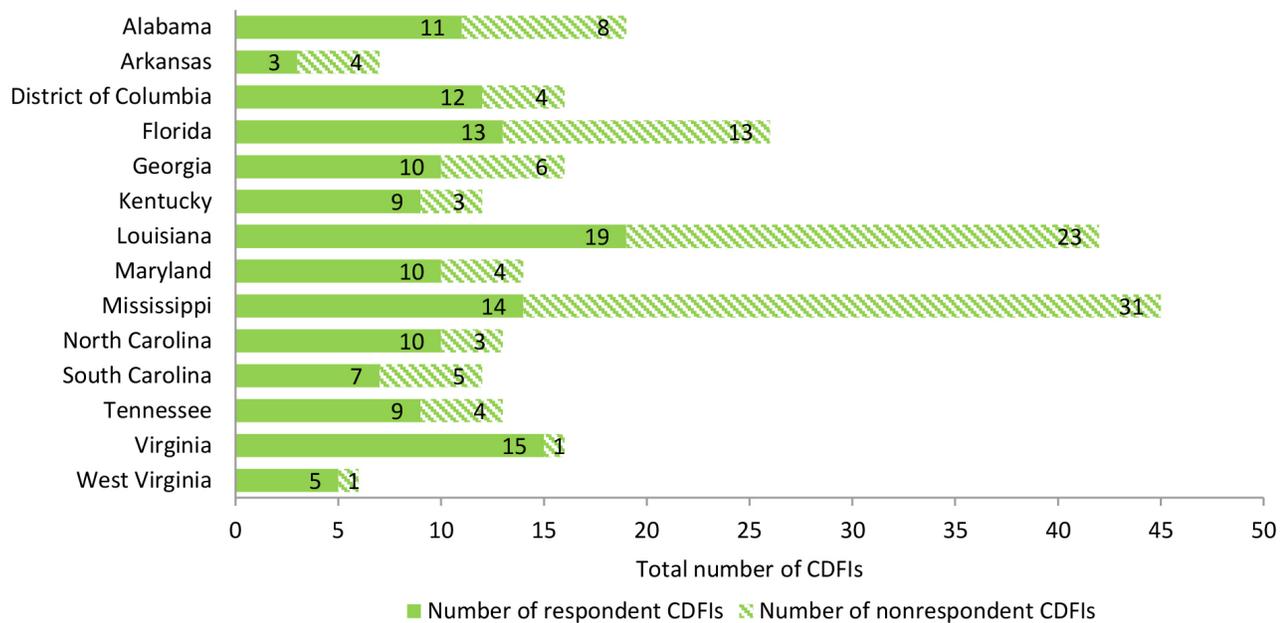
Methodology

The distribution list for the 2015 survey was compiled using contact information from the Richmond Fed's 2013 CDFI directory, the CDFI Fund and the Opportunity Finance Network.² The final distribution list included 257 CDFIs.

As has been experienced in the past, there were various complications with the final distribution list, including out-of-date contact information and multiple listings for CDFIs that have merged. The survey was distributed via email, and staff members conducted at least four follow-up phone calls with each CDFI to encourage participation. In total, there were 146 survey responses representing 147 CDFIs.³ The total response rate for the survey was 57.2 percent; state response rates ranged from 31.1 percent (Mississippi) to 93.8 percent (Virginia). Detailed information on the number of respondent CDFIs headquartered in each state can be found in Figure 1.

Overview

Figure 1: Survey Responses by State



N=146

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

Overview of Respondent CDFIs

One hundred and forty of the 147 CDFIs represented in the survey sample (95.2 percent) are certified by the CDFI Fund. Two respondent institutions identified as emerging CDFIs, two identified as non-certified CDFIs and three respondents were unsure about their CDFI certification status.⁴

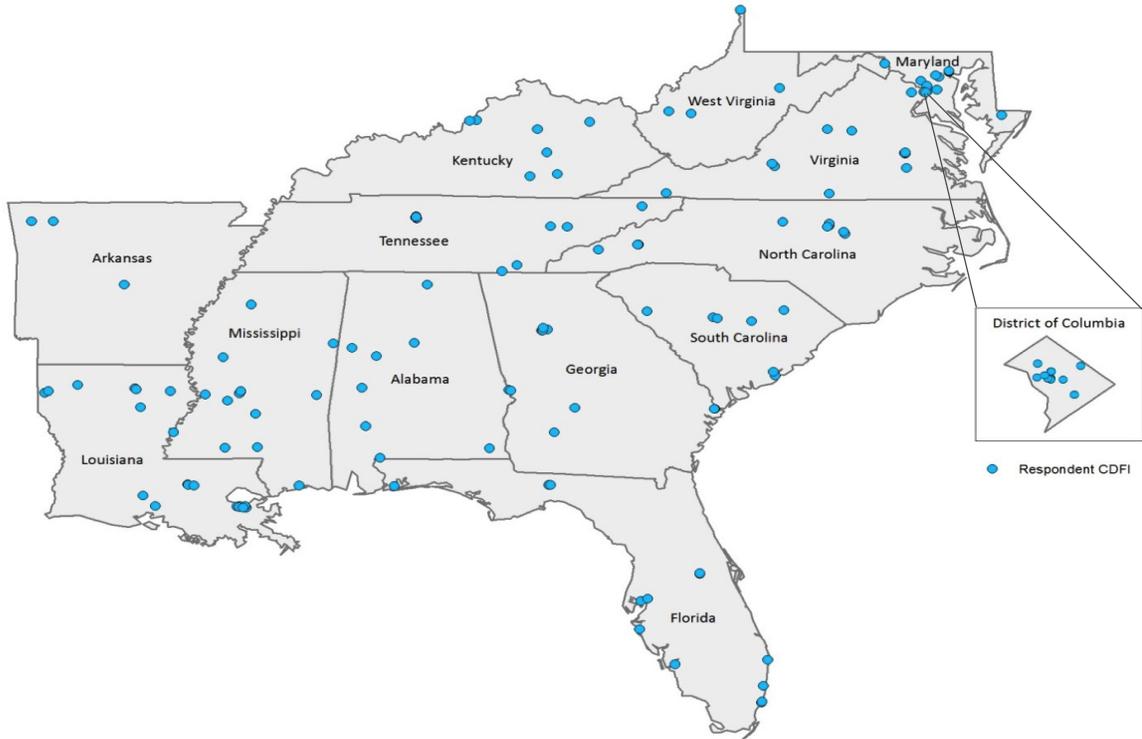
Of those respondents certified by the CDFI Fund, the years in which they first received certification range from 1995 to 2015, with 2014 being the most frequently cited year of initial certification.⁵ The CDFI Fund requires CDFIs to be recertified every three years and 90 CDFI Fund-certified respondents (64.3 percent) indicated that they have completed the recertification process at least once.

KEY FINDINGS

Survey respondents represent all types of CDFIs, and many serve businesses and provide financial education. A large number of respondent CDFIs also indicated the need to focus the efforts of their relatively small number of full-time employees on loan functions.

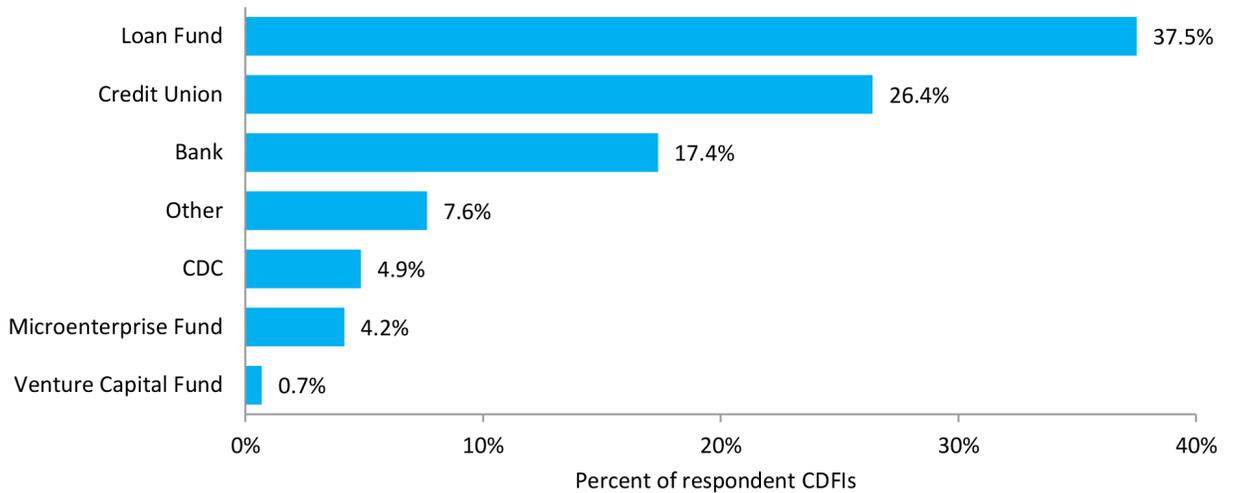
- ▶ Loan funds are the most represented type of CDFI in the survey sample, at 37.5 percent of respondent CDFIs.
- ▶ 60.9 percent of respondent CDFIs serve businesses, making business the most targeted market.
- ▶ The top three products and services provided by respondent CDFIs are depository services, business loans and financial education.
- ▶ The top three functions to which respondent CDFIs devote resources are all related to their lending operations: servicing loans, assessing loans and raising loan capital.

Map 1: Where are respondent CDFIs located?



Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

Figure 2: What types of CDFIs are represented in the survey responses?



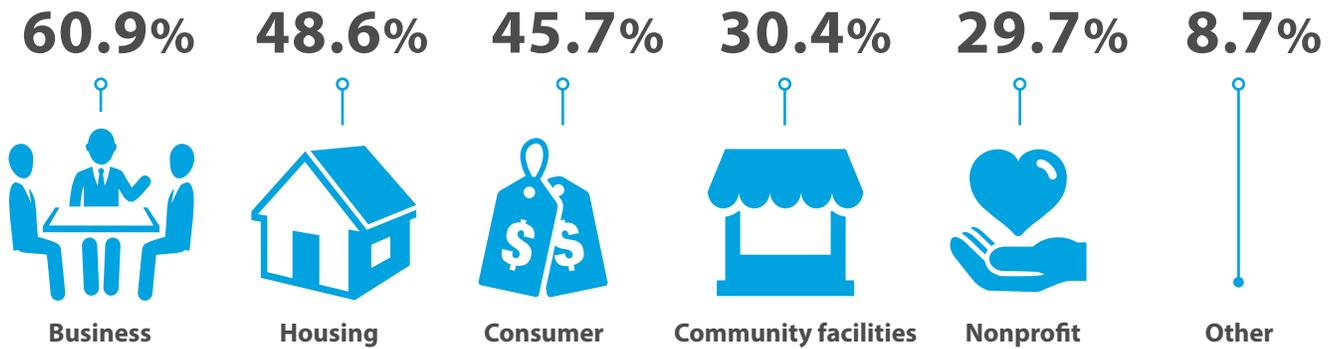
N=144

Note: Three respondents (2.1 percent) selected "Don't know."

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

Overview

Figure 3: What target markets do the respondent CDFIs serve?

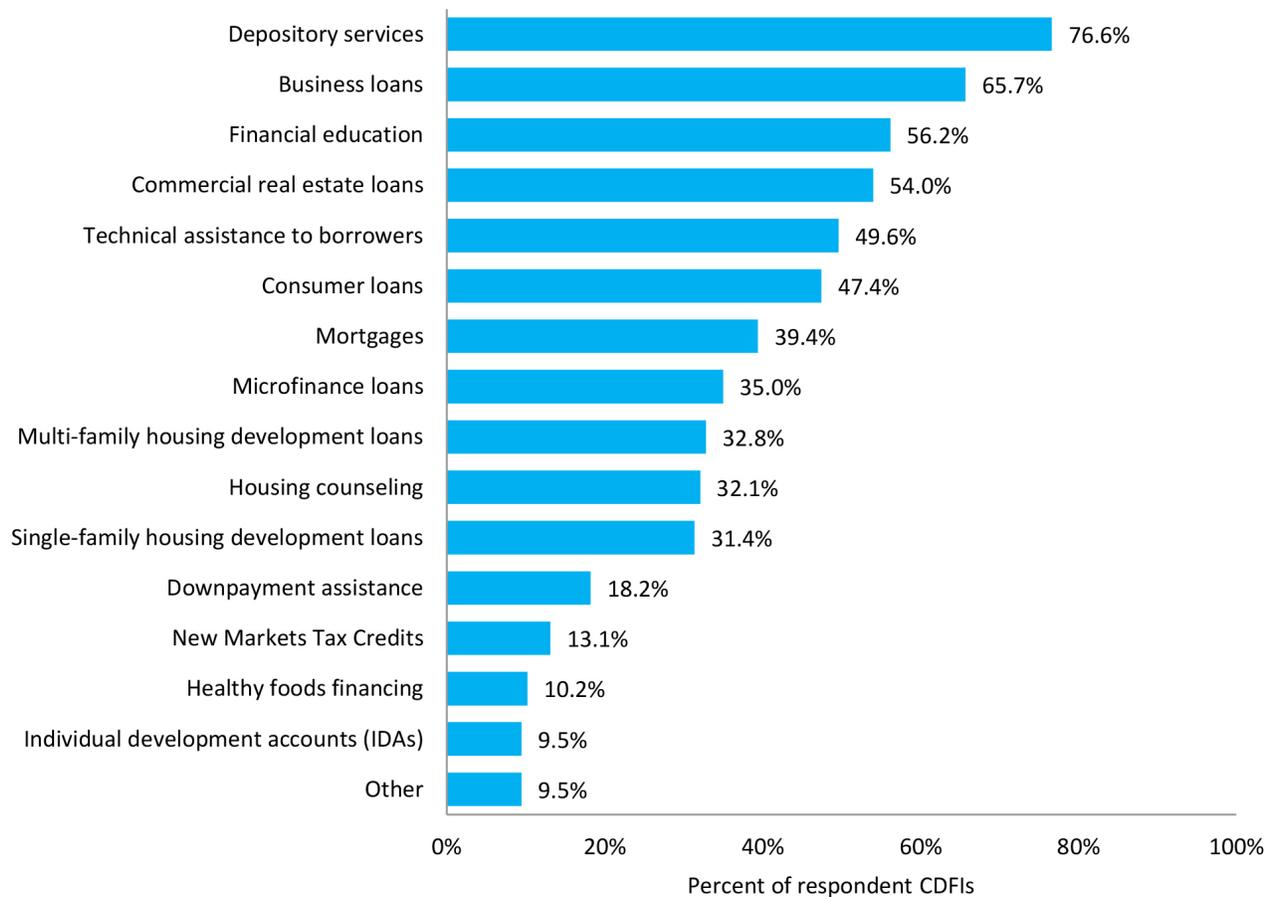


N=138

Note: Percentages do not sum to 100 because respondents were able to select more than one target market. One hundred and thirty-eight respondents submitted 310 observations. One respondent (0.7 percent) selected “Don’t know.”

Source: Survey results from the Federal Reserve Bank of Richmond’s 2015 Survey of CDFIs in the Southeast.

Figure 4: What products and services do the respondent CDFIs offer?

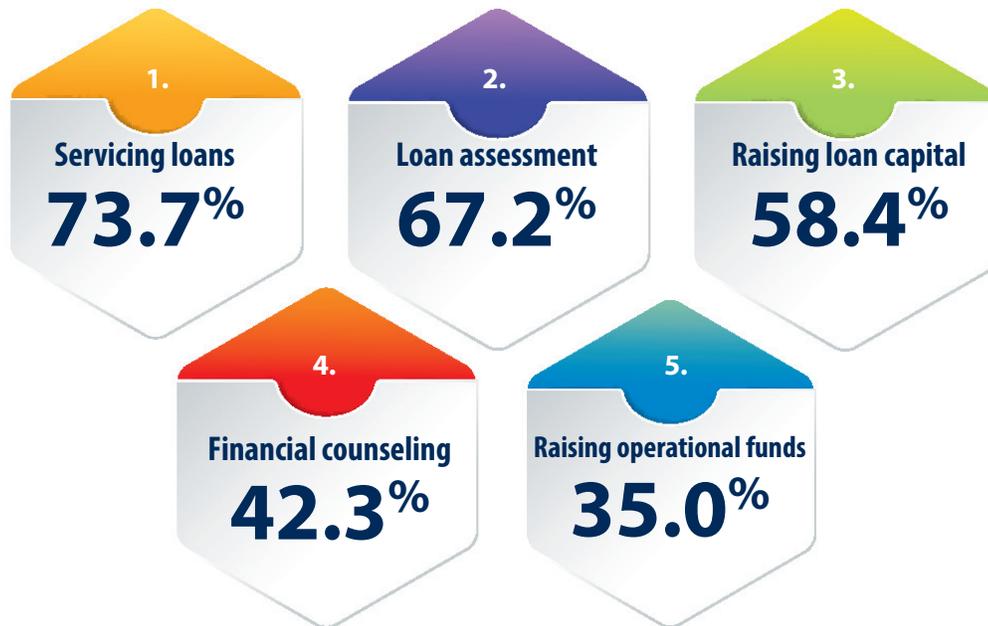


N=137

Note: Percentages do not sum to 100 because respondents were able to select more than one product/service. One hundred and thirty-seven respondents submitted 783 observations.

Source: Survey results from the Federal Reserve Bank of Richmond’s 2015 Survey of CDFIs in the Southeast.

Figure 5: What are the top five functions to which respondent CDFIs devote resources?

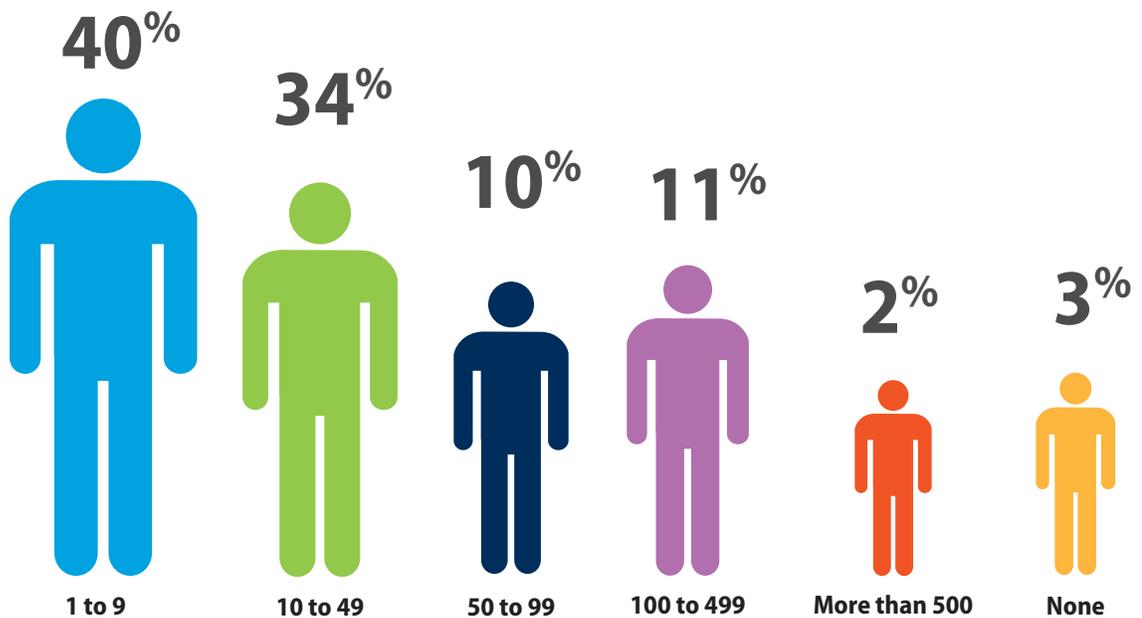


N=137

Note: Survey respondents were instructed, "Please select the top five functions to which your CDFI devotes resources," and could select up to five responses. The functions above were those most frequently selected by the 137 respondents who answered the question.

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

Figure 6: How many full-time employees did respondent CDFIs employ as of December 31, 2014?



N=127

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

Capitalization

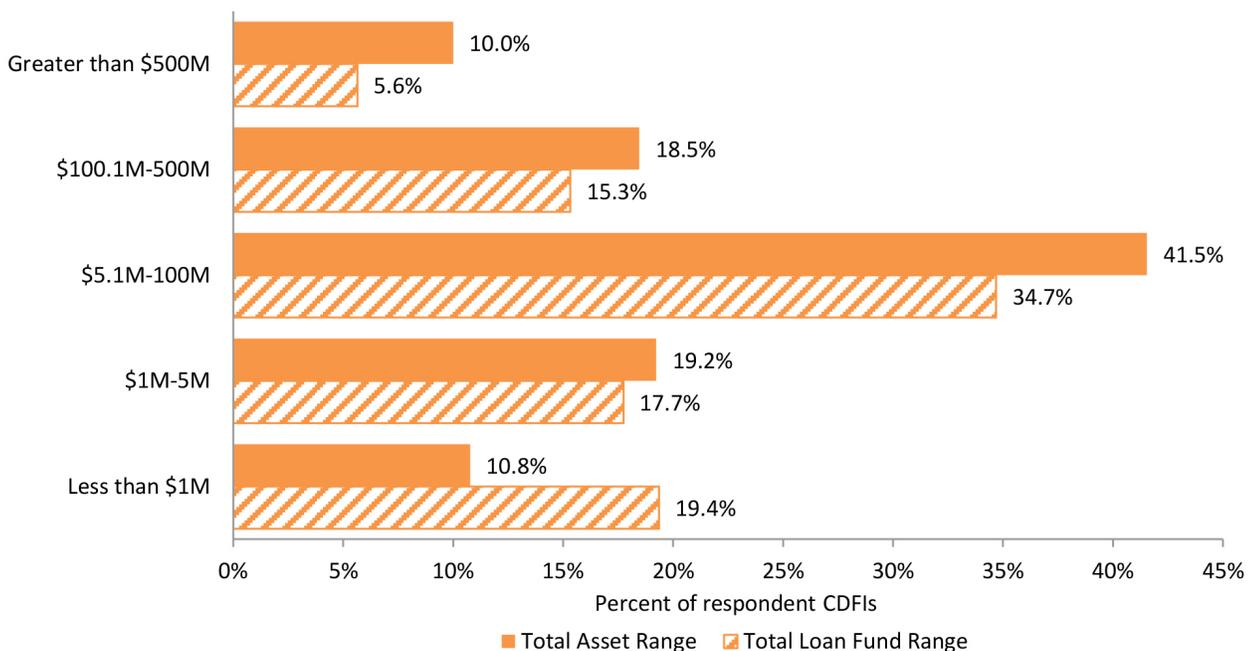
Capitalization

KEY FINDINGS

Respondent CDFIs are primarily small financial institutions that maintain loan portfolios that fall within recommended levels of risk, and rely on government programs for financial and technical assistance.

- ▶ The median range of total assets for respondent CDFIs is \$20 million–\$30 million.
- ▶ The median range of total loan funds for respondent CDFIs is \$10 million–\$20 million.
- ▶ Regulated financial institutions are the most utilized source of operational and lending funds for respondent CDFIs.
- ▶ The percentages of high risk loans and leases contained in the portfolios of respondent CDFIs range from 0.0 percent to 60.0 percent, with a median of 3.0 percent. The majority of respondent CDFIs maintain portfolios that comply with the CDFI Fund’s Minimum Prudent Standard (MPS), which recommends less than 15 percent high-risk loans and leases.
- ▶ 45.6 percent of 125 respondent CDFIs receive financial and/or technical assistance from the CDFI Fund’s CDFI Program.

Figure 7: What were the dollar ranges of total assets and total loan funds of CDFIs in the survey sample as of December 31, 2014?



N=130 for total assets; N=124 for total loan funds

Source: Survey results from the Federal Reserve Bank of Richmond’s 2015 Survey of CDFIs in the Southeast.

What are the top sources of operational funds and lending funds for CDFIs in the survey sample?

Figure 8.1: Top sources of operational funds:

| | |
|--|--------------|
| 1. Regulated financial institutions | 34.1% |
| 2. Federal government programs outside of the CDFI Fund | 28.8% |
| 3. CDFI Fund | 24.2% |
| 4. Income and earned interest | 22.7% |
| 5. Other | 15.2% |
| 6. Local government | 14.4% |
| 7. State government | 12.9% |
| 8. Private investors | 11.4% |
| 9. Regional foundations | 8.3% |
| 10. Community foundations | 6.8% |
| 11. National foundations | 6.1% |
| 12. Social impact investment groups | 3.0% |
| 13. State foundations | 1.5% |
| 14. Nonregulated financial institutions | 0.8% |

N=132

Note: Percentages do not sum to 100 because respondents could select up to three sources. One hundred and thirty-two respondents submitted 281 observations. One respondent (0.8 percent) selected "Don't know" and seven respondents (5.3 percent) selected "Prefer not to answer."

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast

Figure 8.2: Top sources of lending funds:

| | |
|--|--------------|
| 1. Regulated financial institutions | 37.1% |
| 2. Deposits | 32.6% |
| 3. Federal government programs outside of the CDFI Fund | 31.1% |
| 4. CDFI Fund | 26.5% |
| 5. Private investors | 17.4% |
| 6. Other | 15.9% |
| 7. State government | 14.4% |
| 8. Local government | 11.4% |
| 9. National foundations | 10.6% |
| 10. Regional foundations | 4.5% |
| 11. Social impact investment groups | 3.8% |
| 12. Community foundations | 3.0% |
| 13. Nonregulated financial institutions | 0.8% |
| 14. State foundations | 0.8% |

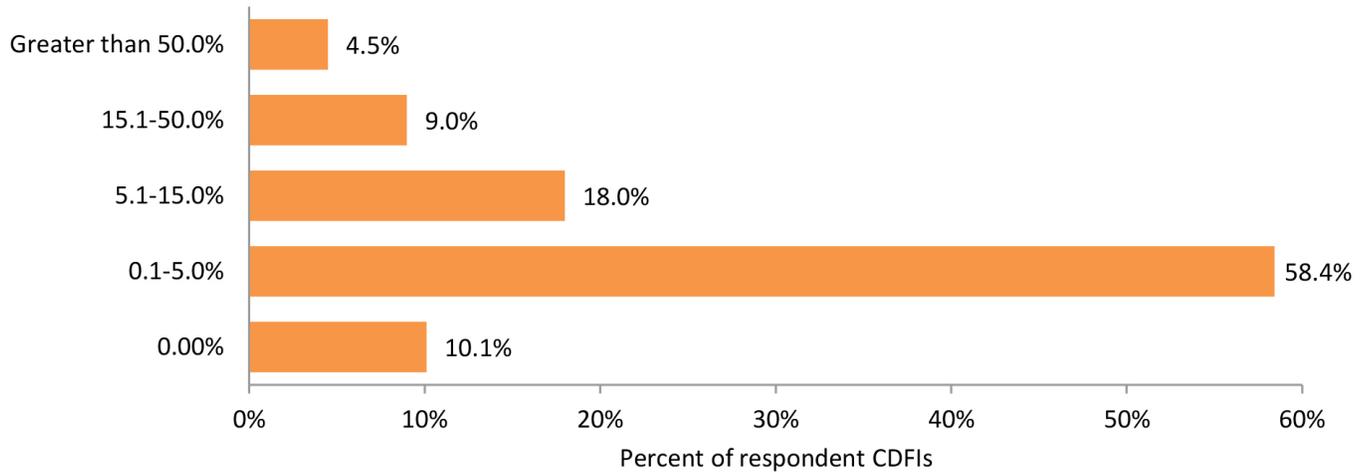
N=132

Note: Percentages do not sum to 100 because respondents could select up to three sources. One hundred and thirty-two respondents submitted 281 observations. One respondent (0.8 percent) selected "Don't know" and seven respondents (5.3 percent) selected "Prefer not to answer."

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast

Capitalization

Figure 9: What is the percent of high-risk loans and leases contained in the portfolios of the respondent CDFIs?

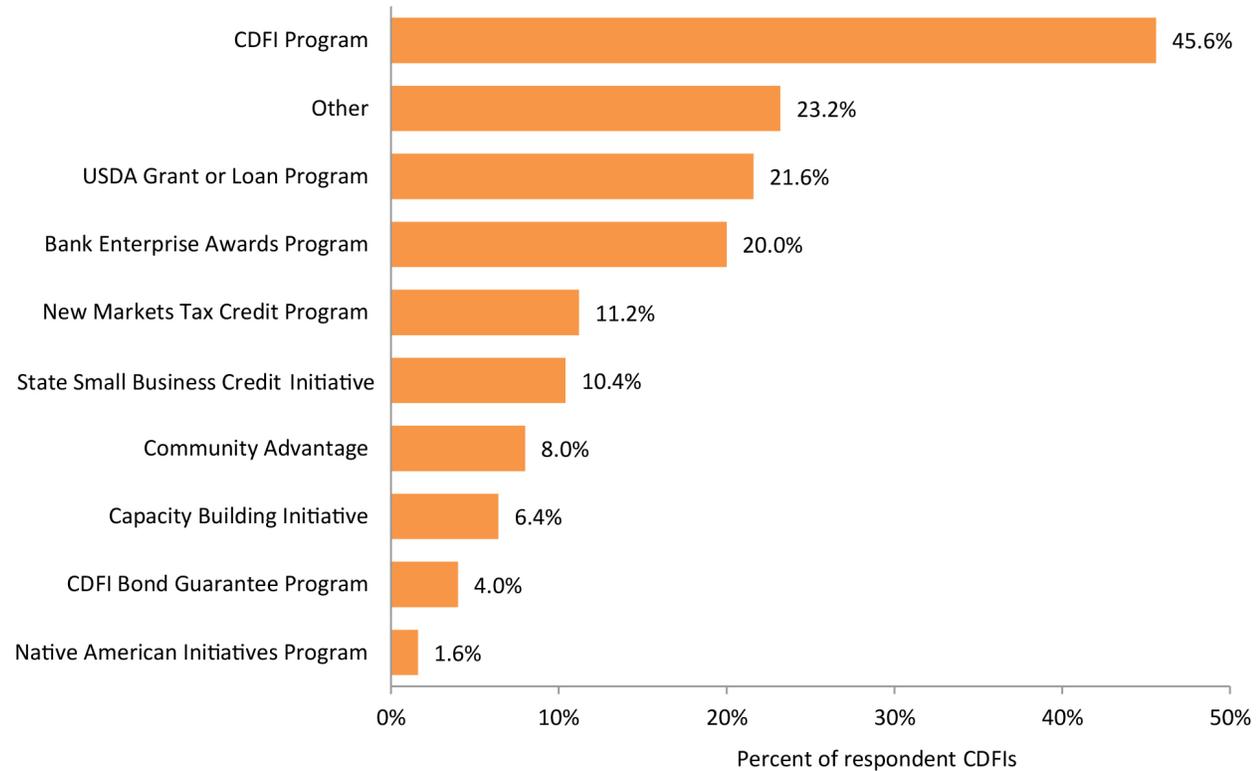


N=89

Note: The CDFI Fund identifies loans and leases with the following characteristics as high-risk: "Payments 30 days past due, weak financial condition, uncooperative borrowers, non-existent financial reports, external events with serious negative impacts, possible workout."

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

Figure 10: From which federal programs do respondent CDFIs receive funding and/or technical assistance?



N=125

Note: Percentages do not sum to 100 because respondents could select more than one federal program. One hundred and twenty-five respondents submitted 161 observations. Twenty-five respondents (20.0 percent) selected "None of the above," three respondents (2.4 percent) selected "Don't know" and one respondent (0.8 percent) selected "Prefer not to answer."

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

Respondents had the opportunity to share the greatest challenges facing their CDFIs with regard to capitalization. These quotes are direct excerpts from their responses:

“The greatest challenge for us at this time is developing a capitalization strategy that will ensure that we have the capacity, both human capital and infrastructure, to reach our capitalization goals in an intentional and responsible manner.”

– Community Development Loan Fund in Alabama

“Generating capital from earnings is challenging because of soft loan demand and the need to maintain overhead at levels which allow us to remain in compliance with various federal and state regulations on insured depository institutions.”

– Community Development Bank in Georgia

“Our biggest challenge is maintaining a well-capitalized net worth while lending to high risk borrowers. Over the years, [we have] developed many policies to ensure repayment of loans for these borrowers, and we manage our risk well, but we do have additional losses due to our chosen target market.”

– Community Development Credit Union in Louisiana

“Finding low-cost, unrestricted funds. Low-cost funds from philanthropic or social impact investors may be available, but can come with restrictions that make it difficult to deploy. Non-restrictive funds often come with higher costs, requiring us to increase our interest rates.”

– Community Development Loan Fund in Washington, D.C.

Demand and Capacity

Demand and Capacity

KEY FINDINGS

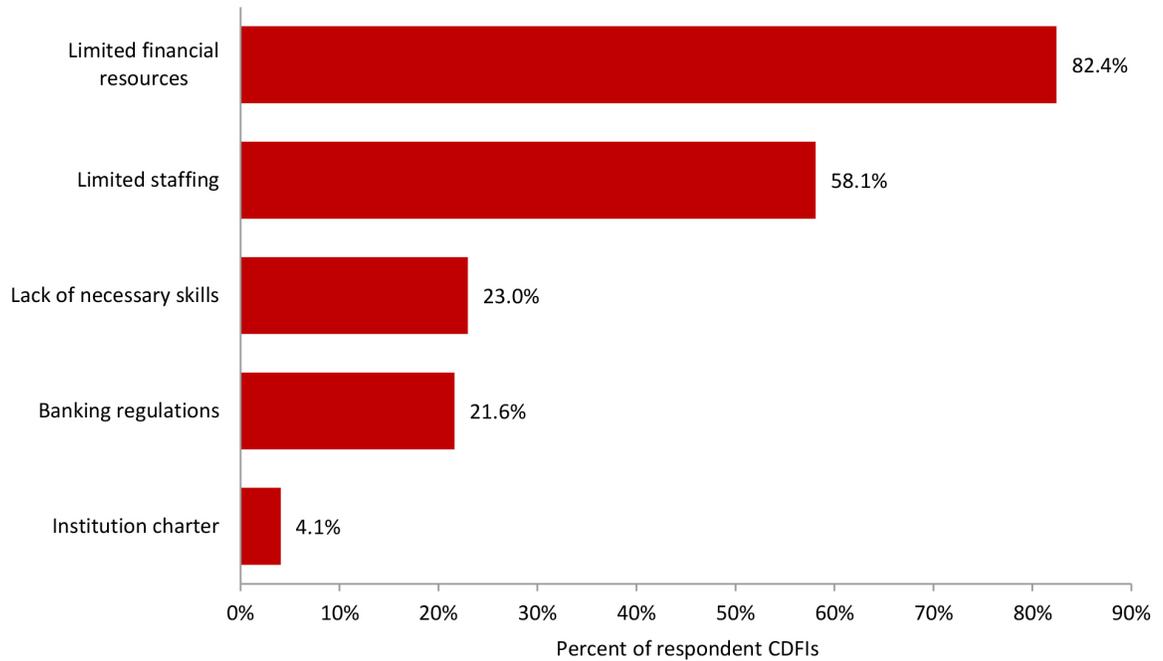
There is strong demand for the products and services provided by CDFIs. Respondent CDFIs are working to meet this demand, but are restricted in their capacity by limited financial and staffing resources.

- ▶ 70.2 percent of 124 respondent CDFIs experienced an increase in demand for their products and services in 2014. 82.3 percent of 124 respondent CDFIs anticipate an increase in demand for their products and services in 2016.
- ▶ 66.9 percent of 121 respondent CDFIs aspire to perform additional functions that are beyond their current capacity.
- ▶ A lack of financial resources is the most frequently cited obstacle that prevents respondent CDFIs from performing functions to which they aspire.

The words most frequently used by respondents to describe functions that they aspire to perform include:



Figure 11: What prevents the CDFIs in the survey sample from performing functions that they aspire to do?

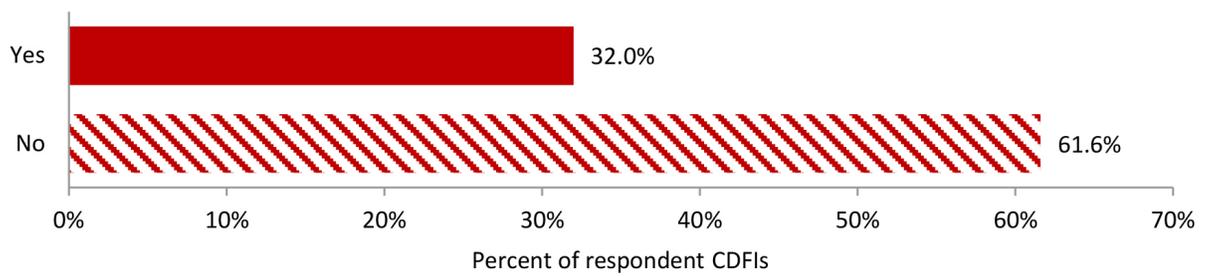


N=74

Note: Percentages do not sum to 100 because respondents could select more than one limitation. Seventy-four respondents submitted 143 observations. One respondent (1.4 percent) selected "Don't know" and two respondents (2.7 percent) selected "Prefer not to answer."

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

Figure 12: In 2014, did respondent CDFIs receive more qualified and approved loan requests than they had funding available?



N=125

Note: Five respondents (4.0 percent) selected "Don't know" and three respondents (2.4 percent) selected "Prefer not to answer."

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

Demand and Capacity

Respondents had the opportunity to share the greatest challenges facing their CDFIs with regard to capitalization. These quotes are direct excerpts from their responses:

“Demand has increased, specifically from new businesses or individuals seeking to start a small business... We have been unable to raise enough capital to provide the extensive training and technical assistance needed to prepare these individuals for business.”

– Community Development Loan Fund
in Florida

“[We] would like to expand loan capital, but the cost of regulatory compliance means that [we] cannot compete with nonregulated financial institutions that do not bear the cost of compliance and so can offer more competitive loans.”

– Community Development Bank in Maryland

“Staffing challenges prevent our organization from marketing our loans more comprehensively throughout a rather extensive service area.”

– Community Development Loan Fund
in Virginia

Non-Lending Programs and Services

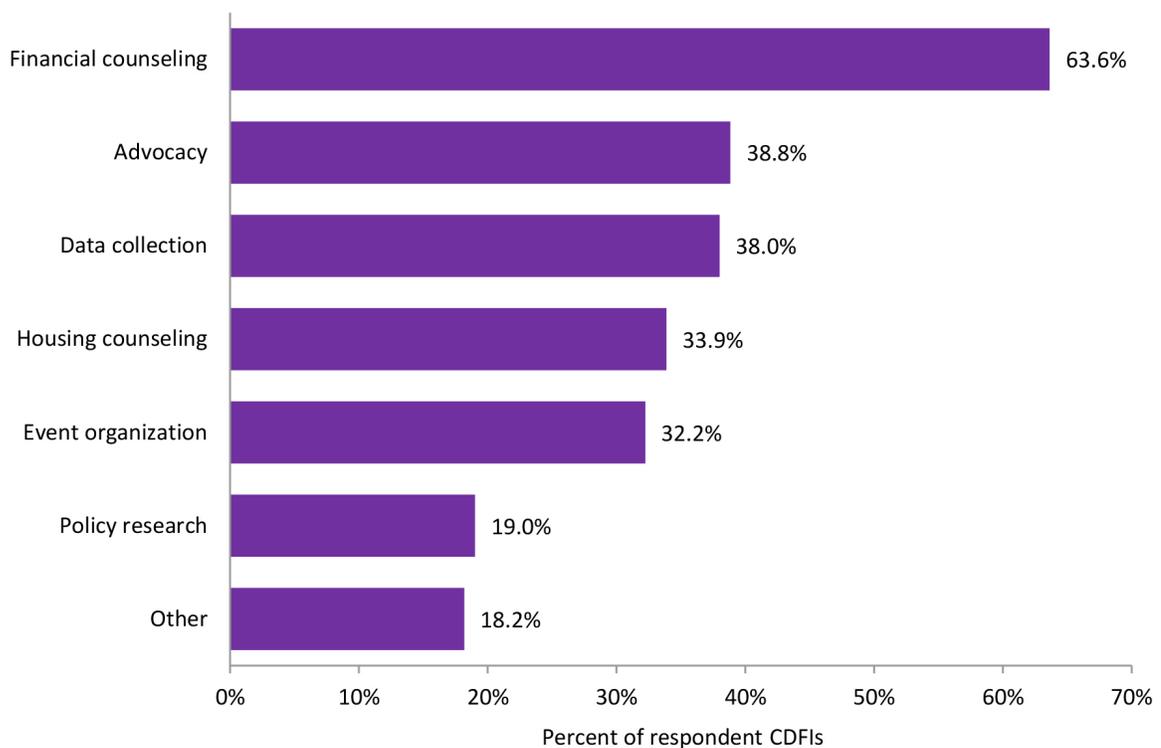
Non-Lending Programs and Services

KEY FINDINGS

In addition to their lending activity, respondent CDFIs perform a range of social impact functions, including financial counseling and advocacy. Demand for these functions is high, but as many CDFIs are already limited-capacity operations, they struggle to fund and measure additional programs and services.

- ▶ 88.4 percent of 121 respondent CDFIs provide products and/or services in addition to their lending activity.
- ▶ Of these additional services, financial counseling was the most prevalent; 63.6 percent of 121 respondent CDFIs provide financial counseling.
- ▶ Of the CDFIs that provide additional programs and services, 85.4 percent measure the impact of these programs in some way.
- ▶ The most popular method of impact measurement is collecting measures of program productivity, including number of clients and size of audience.

Figure 13: In addition to lending, what other functions do CDFIs in the survey sample perform?

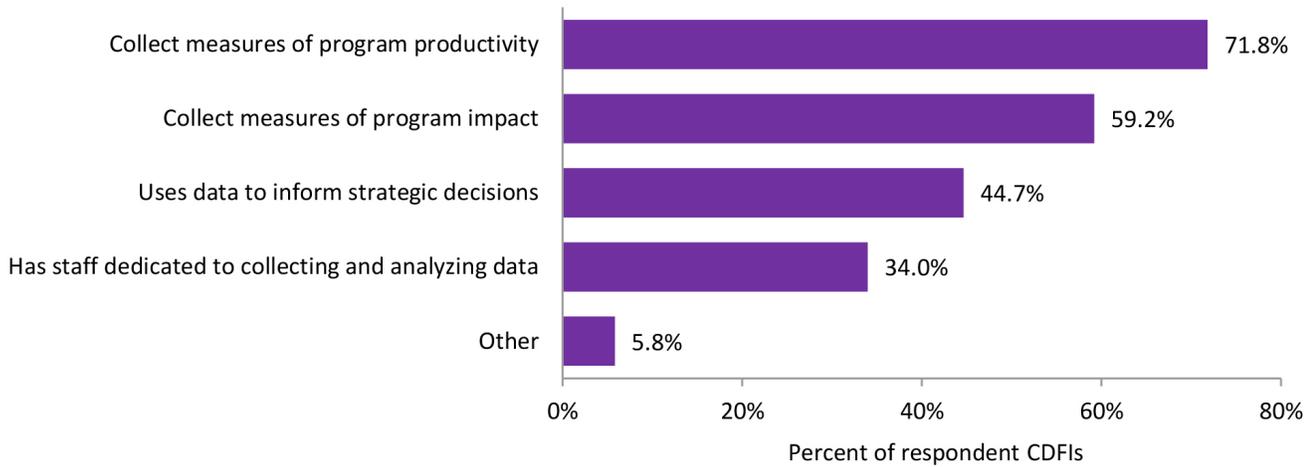


N=121

Note: Percentages do not sum to 100 because respondents could select more than one non-lending function. One hundred and twenty-one respondents submitted 309 observations. Five respondents (4.1 percent) selected "Not applicable," five respondents (4.1 percent) selected "Don't know" and four respondents (3.3 percent) selected "Prefer not to answer."

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

Figure 14: How do respondent CDFIs measure the impact of their non-lending programs and services?



N=103

Note: Percentages do not sum to 100 because respondents could select more than one measure. One hundred and three respondents submitted 238 observations. Five respondents (4.9 percent) selected “Don’t know” and four respondents (3.9 percent) selected “Prefer not to answer.”

Source: Survey results from the Federal Reserve Bank of Richmond’s 2015 Survey of CDFIs in the Southeast.

Respondents had the opportunity to share the greatest challenges facing their CDFIs with regard to non-lending programs and services. These quotes are direct excerpts from their responses:

“It is difficult to allocate staffing resources to data collection and measurement. These programs are in various offices and require cross-office coordination.”

– Community Development Bank in Mississippi

“Data collection is one of the greatest challenges for our organization. We have systems and software in place to track organizational outputs, but tracking the more quantitative impact is much more challenging.”

– Community Development Loan Fund in Washington, D.C.

“Programs and technical assistance also take financial resources to maintain and grow. The ‘pie’ is not getting any bigger, but more slices are coming out of it.”

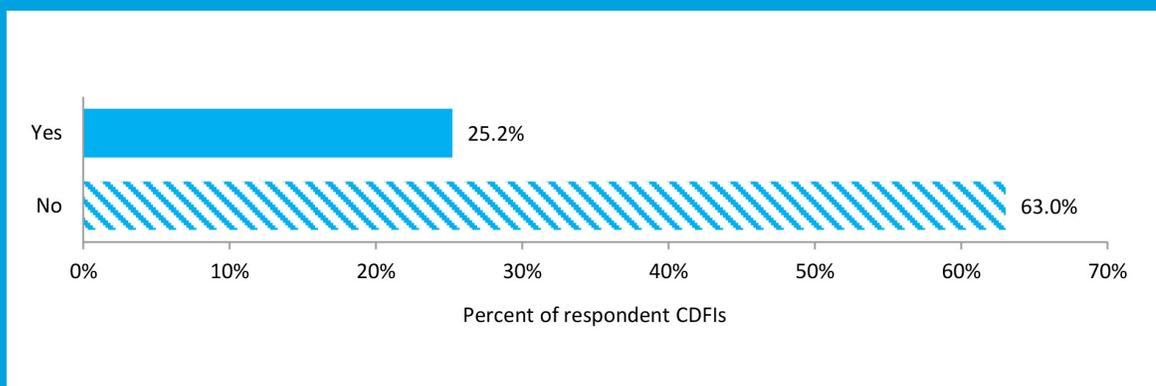
– Community Development Loan Fund in Kentucky

Impact Investing and Angel Investors

In recent years, investment in ventures that produce joint social and financial returns — traditionally the domain of CDFIs — has developed into a more widely pursued investment strategy known as “impact investing.” Among those private investors interested in impact investing are angel investors — high-wealth individuals who provide capital to ventures and often play an advisory role. This increased interest among both private investors and angel investors has led to the creation of impact investment groups and angel investor circles that may work with CDFIs to pursue socially impactful investment opportunities.

To better understand the effect that this broader pursuit of impact investing has on CDFIs, the 2015 Survey of CDFIs in the Southeast asked several questions about CDFI interaction and collaboration with angel investors and social impact investment groups.

Figure 15: Have CDFIs in the survey sample ever been approached by angel investors and/or social impact investment groups to discuss investment opportunities?



N=119

Note: Eleven respondents (9.2 percent) selected “Don’t know” and three respondents (2.5 percent) selected “Prefer not to answer.”

Source: Survey results from the Federal Reserve Bank of Richmond’s 2015 Survey of CDFIs in the Southeast

Of the 30 respondent CDFIs that have been approached by angel investors and/or social impact investment groups, 16 reported substantive outcomes from these interactions. These outcomes included capital for CDFI operations, program-related investment and the creation of a designated fund to serve borrowers in the 80 to 120 percent Area Median Income (AMI).

Conclusion

Although the data outlined in this report is not representative of all CDFIs in the Southeastern United States, it does illustrate trends in CDFI activity in the region. The CDFIs in the survey sample vary widely by employment and asset size, but as a whole, they are major providers of small business loans, financial education and technical assistance, and are generally looking to expand the services they provide to underserved markets. Respondent CDFIs largely capitalize on resources provided by regulated financial institutions and the federal government, but still report difficulty accessing flexible, lower-cost capital to fund their operations and programs. Survey respondents generally maintain portfolios that conform to the CDFI Fund's Minimum Prudent Standard (MPS) while operating in high risk target markets. Overall, demand appears to be growing for the products and services provided by the CDFIs in the survey sample, and financial constraints remain a substantial challenge as CDFIs work to meet this demand.

Additional research efforts using data from the 2015 survey will endeavor to identify gaps in CDFI service provision, and more comprehensively explore segments of the CDFI market. Future biennial iterations of the survey may allow for an analysis of developments in CDFI lending activity and responses to capital challenges over time.

Acknowledgements

Thank you to Sadaf Knight and Akem Durand of The Support Center for their helpful comments on the content of the 2015 Survey of CDFIs in the Southeast and for assistance with outreach in North Carolina and South Carolina; to Will Lambe of the Federal Reserve Bank of Atlanta for his valuable comments on the content of the survey; to Jeanne Bonds, Peter Dolkart, Jen Giovannitti, Lisa Hearl, Emma Sissman and Isabelle White for assistance with outreach efforts; to Surekha Carpenter for assistance with the appendices; and to Jack Cooper, Renee Haltom, and Shannon McKay for their careful review and insightful comments.

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- "What are CDFIs?" CDFI Fund, https://www.cdfifund.gov/Documents/CDFI_infographic_v08A.pdf.

ENDNOTES

- ¹ "What Does the CDFI Fund Do?" CDFI Fund, <https://www.cdfifund.gov/Pages/default.aspx>.
- ² The CDFI Fund contact list used to create the survey contact list was current as of October 31, 2015. The most recent list of certified CDFIs can be found at: <https://www.cdfifund.gov/programs-training/certification/cdfi/Pages/default.aspx>.
- ³ In one instance, a respondent submitted one survey response for a depository institution holding company and its subsidiary CDFI. Both the depository institution holding company and subsidiary were marked as respondent institutions in the 2015 directory, but the submission was recorded as a single survey response.
- ⁴ Emerging CDFIs are defined as those with pending CDFI Certification applications.
- ⁵ One CDFI reported first being certified in 1992, but that observation was excluded from the results, as the CDFI Fund originated in 1994.

Appendix: CDFI Response Profiles by Geography

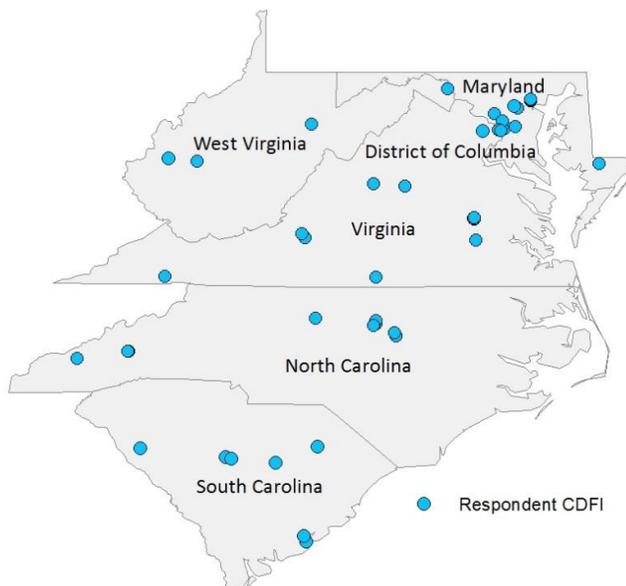
These profiles provide an overview of CDFI responses in the Fifth District and in each of the Southeastern states included in the survey. Results reported vary based on the sample size of the respective state, and capitalization data is only reported for states with more than 10 observations. Due to data limitations, not all CDFI headquarters are represented on state-level maps. All data in this appendix come from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

FIFTH DISTRICT

The Fifth Federal Reserve District comprises the District of Columbia, Maryland, North Carolina, South Carolina, Virginia and most of West Virginia, and is served by the Federal Reserve Bank of Richmond.

Number of respondent CDFIs: 58
 Total number of CDFIs: 76
 Response rate: 76.3%

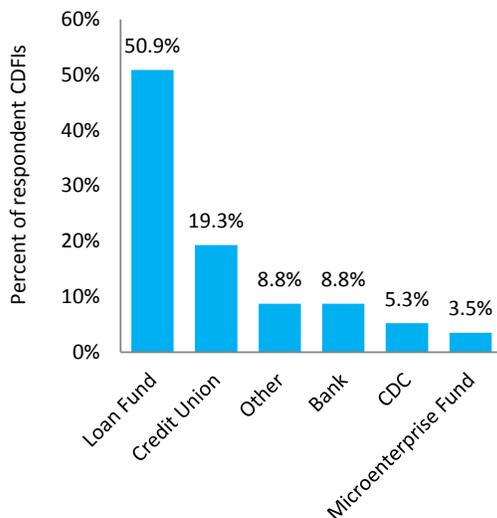
| CDFI Geographic Service Provision in the Fifth District | Number of Respondent CDFIs |
|---|----------------------------|
| National | 8 |
| Multistate | 13 |
| Single state | 13 |
| Multicounty | 10 |
| Single county | 4 |
| Multicity | 2 |
| Single city | 2 |
| Multi-census tract | 2 |
| Single census tract | 1 |



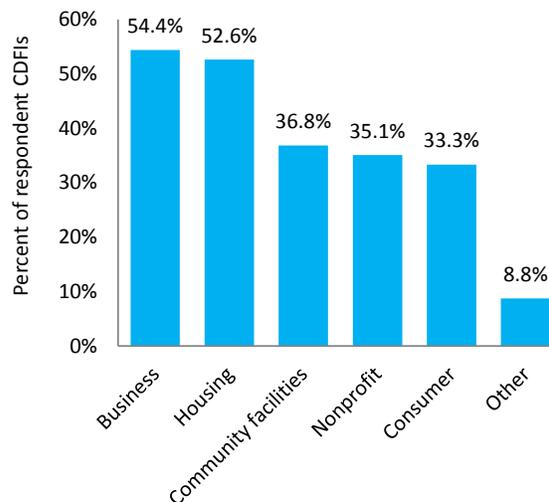
Note: Two Fifth District respondents (3.4 percent) selected "Other," and gave no further information. One Fifth District respondent (1.7 percent) did not respond to this question.

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

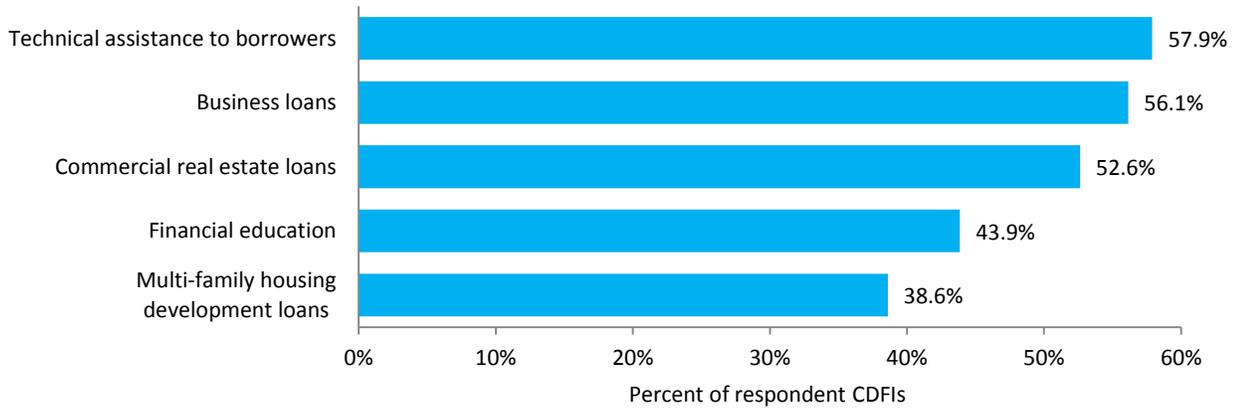
Types of CDFIs



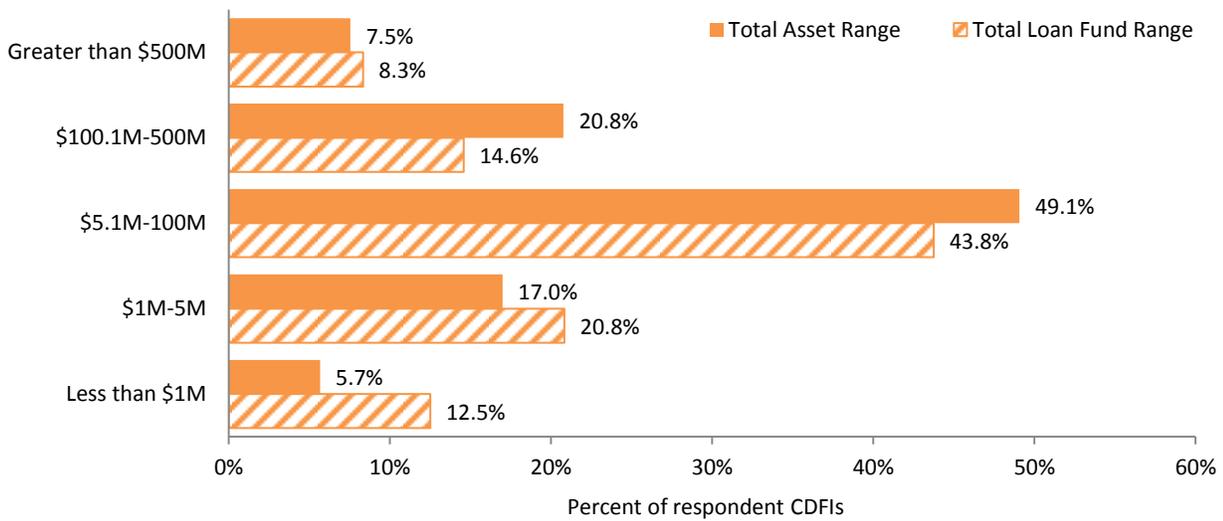
Target Markets



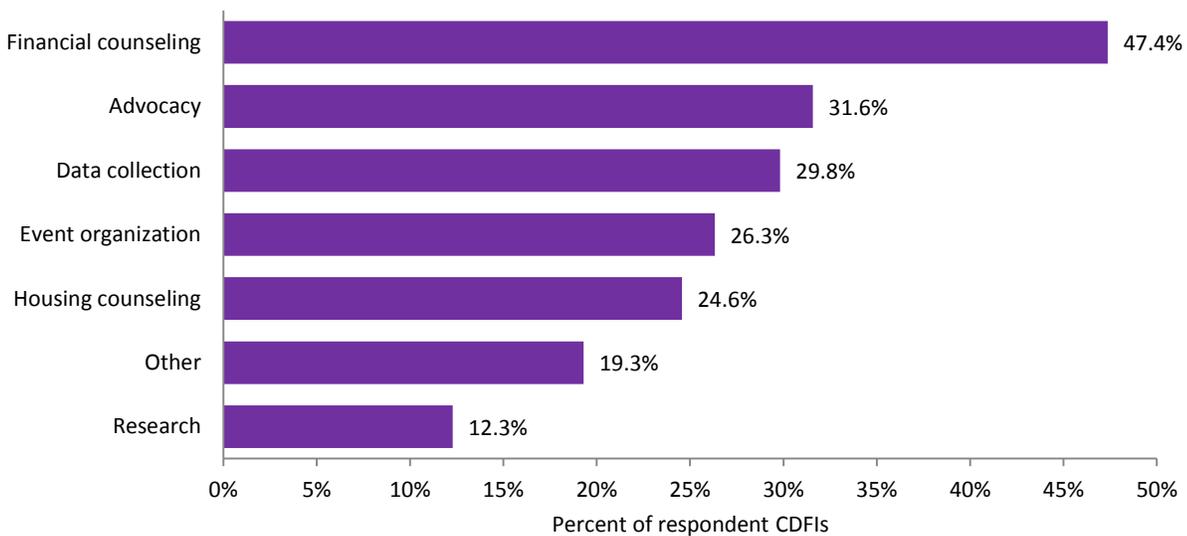
Top Five Products and Services Offered



Dollar Ranges of Total Assets and Loan Funds



Non-Lending Programs and Services Provided



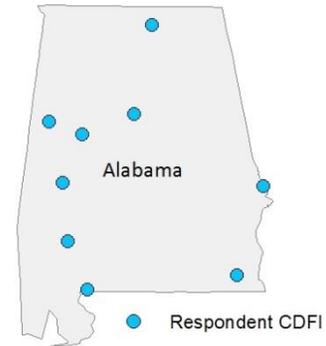
ALABAMA

Number of respondent CDFIs: 11

Total number of CDFIs: 19

Response rate: 57.9%

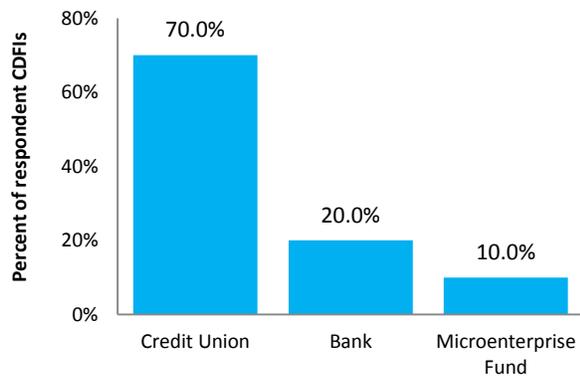
| CDFI Geographic Service Provision in Alabama | Number of Respondent CDFIs |
|--|----------------------------|
| Multistate (includes CDFIs headquartered in other states that serve Alabama) | 5 |
| Multicounty | 3 |
| Single county | 2 |
| Multi-census tract | 1 |



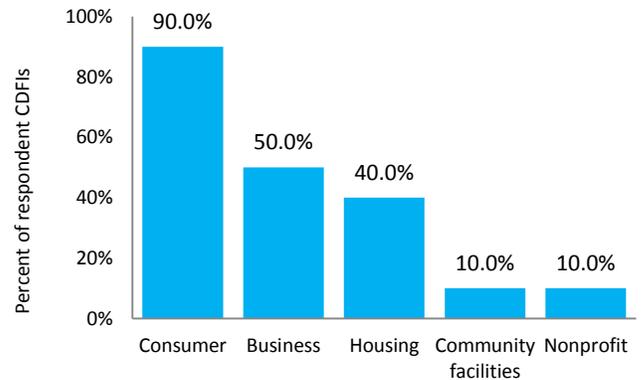
Note: No national CDFIs headquartered in Alabama are represented in the survey sample. Three Alabama respondents (30.0 percent) selected “Don’t know.”

Source: Survey results from the Federal Reserve Bank of Richmond’s 2015 Survey of CDFIs in the Southeast.

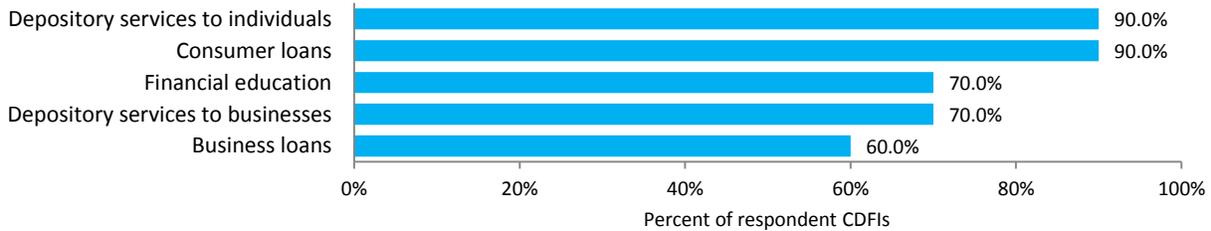
Types of CDFIs



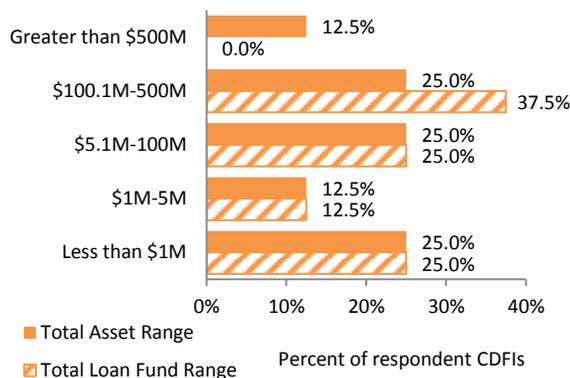
Target Markets



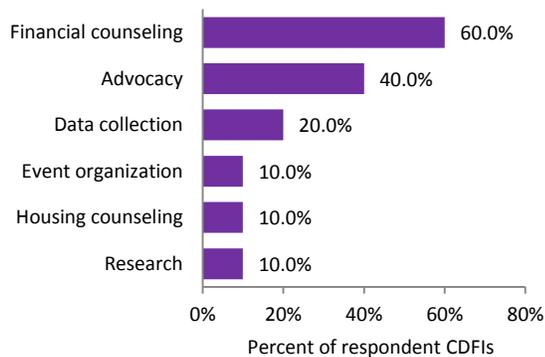
Top Five Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds



Non-Lending Programs and Services Provided



ARKANSAS

Number of respondent CDFIs: 3

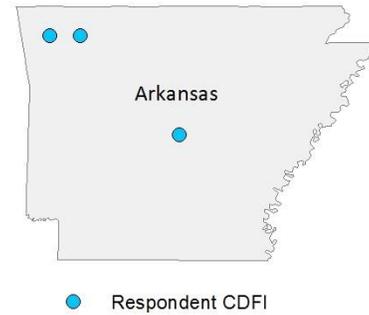
Total number of CDFIs: 7

Response rate: 42.9%

| CDFI Geographic Service Provision in Arkansas | Number of Respondent CDFIs |
|---|----------------------------|
| National | 1 |
| Multistate (includes CDFIs headquartered in other states that serve Arkansas) | 2 |

Note: One Arkansas respondent (33.3 percent) selected "Other" and gave no further information.

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

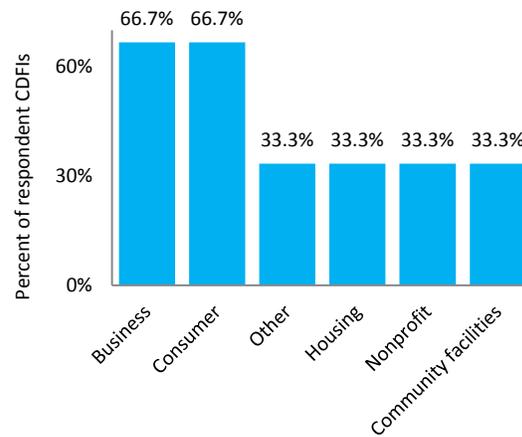


Types of CDFIs

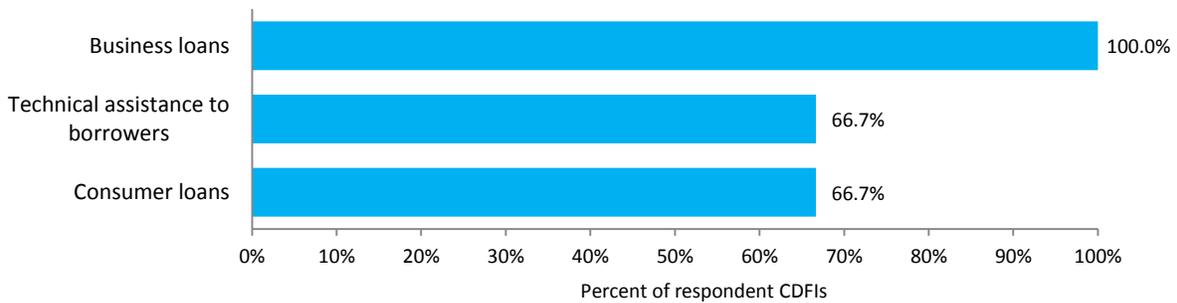
Each of the following types had one response:

- ▶ Loan Fund
- ▶ Bank
- ▶ Other

Target Markets



Top Three Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds

Data not reported because of too few observations.

Non-Lending Programs and Services Provided

Each of the following functions had one response:

- ▶ Event organization
- ▶ Financial counseling
- ▶ Housing counseling
- ▶ Advocacy
- ▶ Data collection
- ▶ Research

DISTRICT OF COLUMBIA

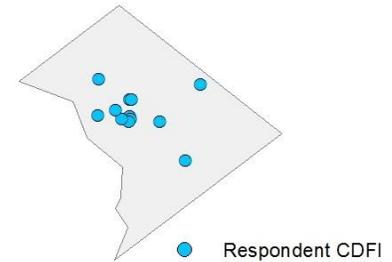
Number of respondent CDFIs: 12

Total number of CDFIs: 16

Response rate: 75.0%

| CDFI Geographic Service Provision in D.C. | Number of Respondent CDFIs |
|---|----------------------------|
| National | 3 |
| Multistate (includes CDFIs headquartered in other states that serve D.C.) | 8 |
| Single state | 1 |
| Multi-census tract | 2 |

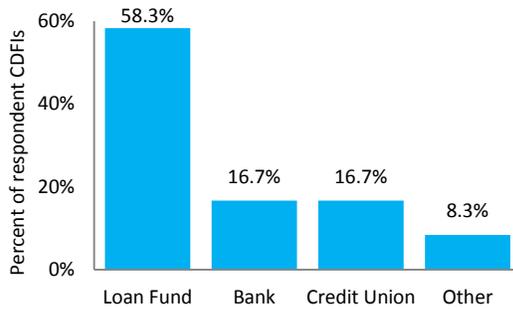
District of Columbia



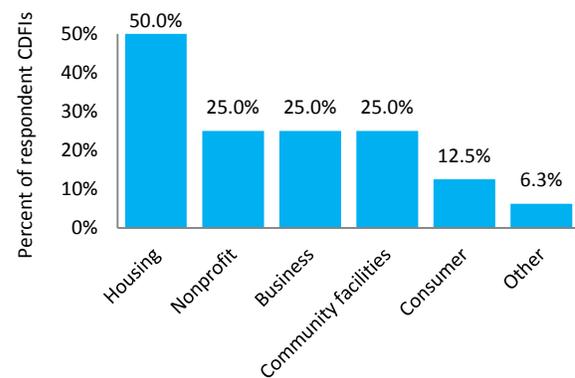
Note: One D.C. respondent (8.3 percent) selected "Don't know."

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

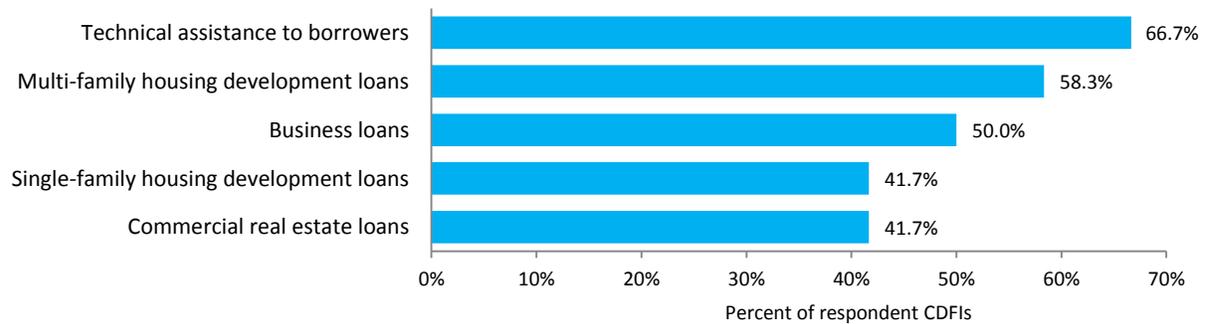
Types of CDFIs



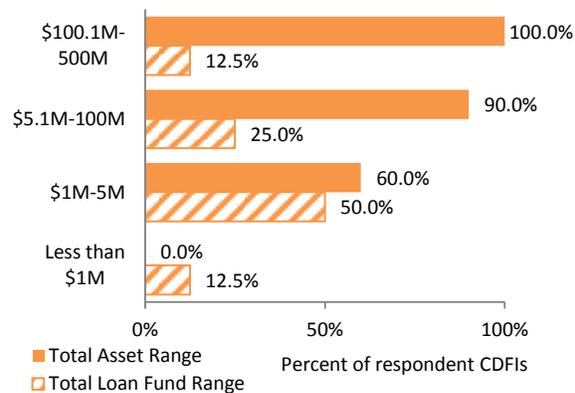
Target Markets



Top Five Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds



Non-Lending Programs and Services Provided



FLORIDA

Number of respondent CDFIs: 13

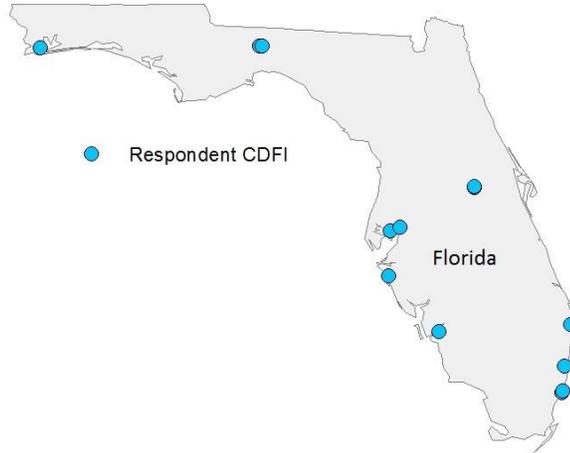
Total number of CDFIs: 26

Response rate: 50.0%

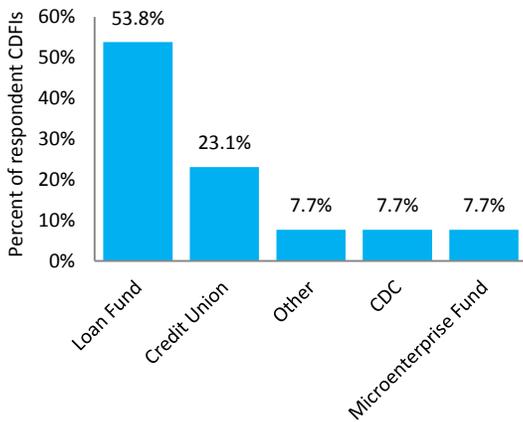
| CDFI Geographic Service Provision in Florida | Number of Respondent CDFIs |
|--|----------------------------|
| Multistate (includes CDFIs headquartered in other states that serve Florida) | 4 |
| Single state | 4 |
| Multicounty | 7 |
| Single city | 1 |

Note: No national CDFIs headquartered in Florida are represented in the survey sample.

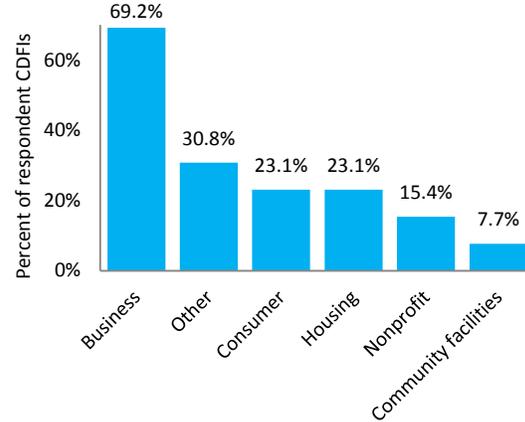
Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.



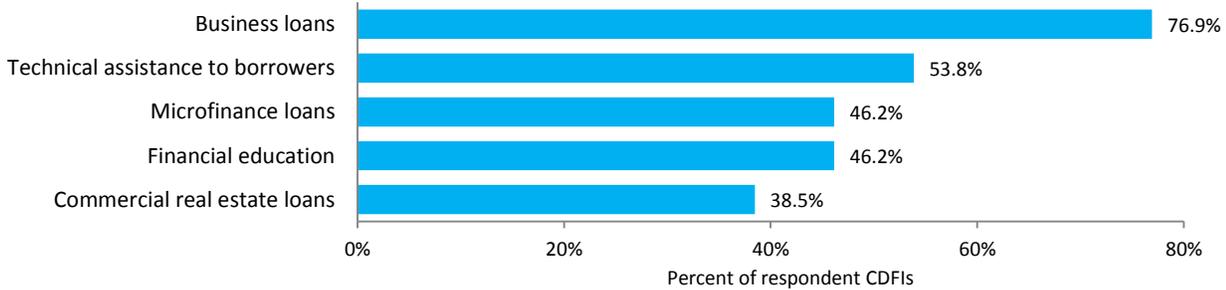
Types of CDFIs



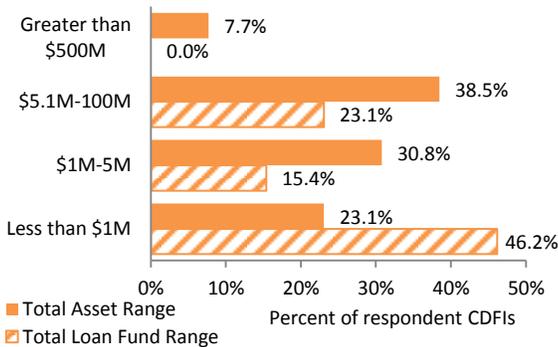
Target Markets



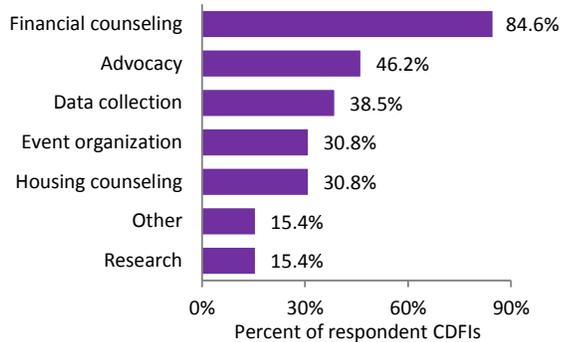
Top Five Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds



Non-Lending Programs and Services Provided



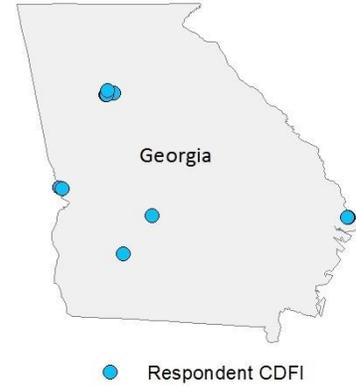
GEORGIA

Number of respondent CDFIs: 10

Total number of CDFIs: 16

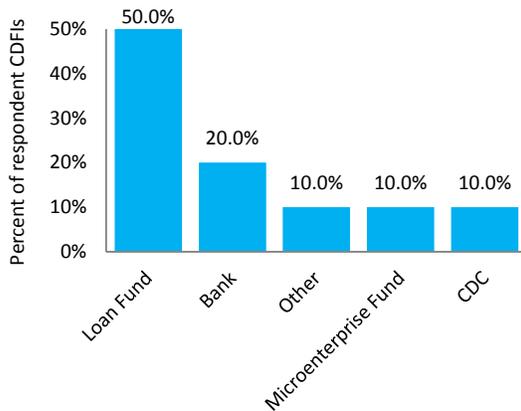
Response rate: 62.5%

| CDFI Geographic Service Provision in Georgia | Number of Respondent CDFIs |
|--|----------------------------|
| National | 1 |
| Multistate (includes CDFIs headquartered in other states that serve Georgia) | 6 |
| Single state | 4 |
| Multicounty | 3 |

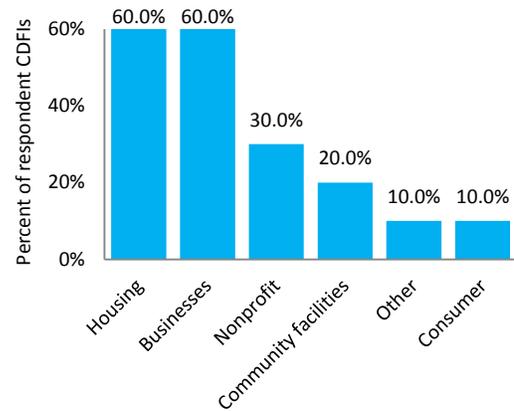


Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

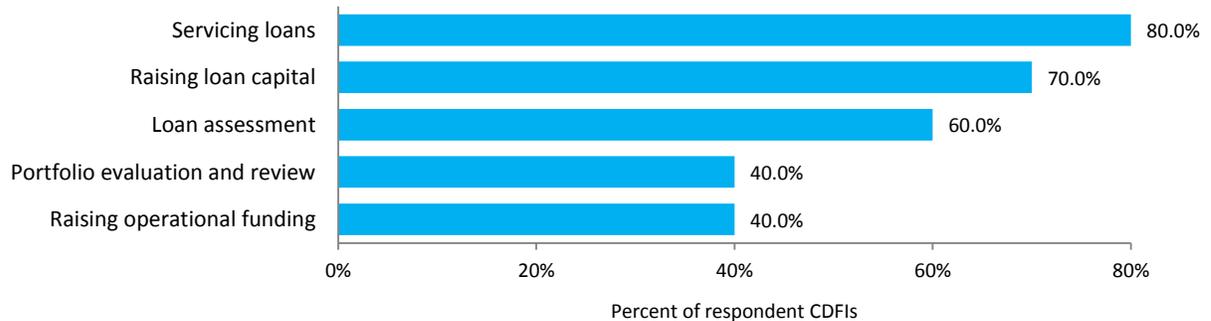
Types of CDFIs



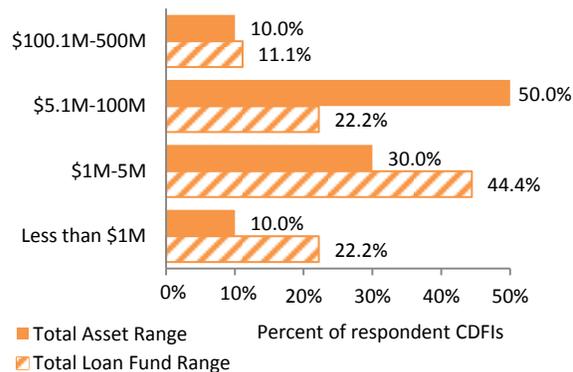
Target Markets



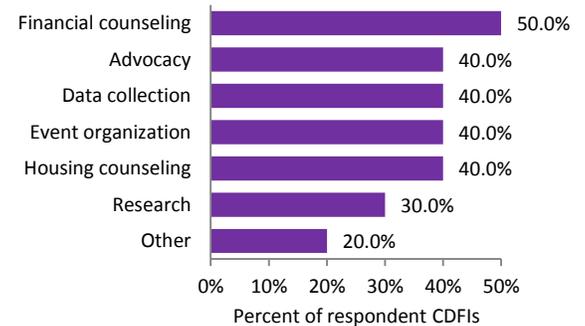
Top Five Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds



Non-Lending Programs and Services Provided



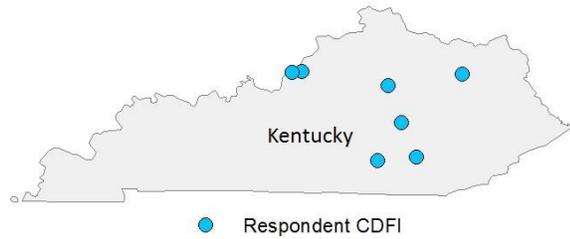
KENTUCKY

Number of respondent CDFIs: 9

Total number of CDFIs: 12

Response rate: 75.0%

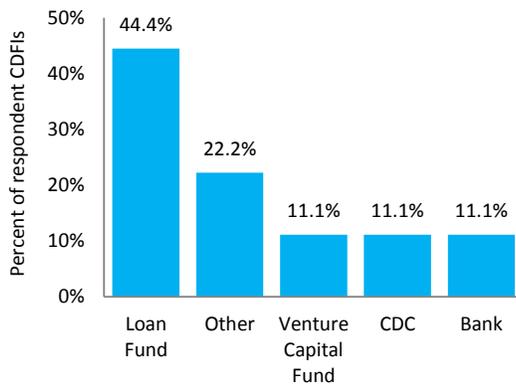
| CDFI Geographic Service Provision in Kentucky | Number of Respondent CDFIs |
|---|----------------------------|
| Multistate (includes CDFIs headquartered in other states that serve Kentucky) | 4 |
| Single state | 4 |
| Multicounty | 3 |
| Single county | 1 |



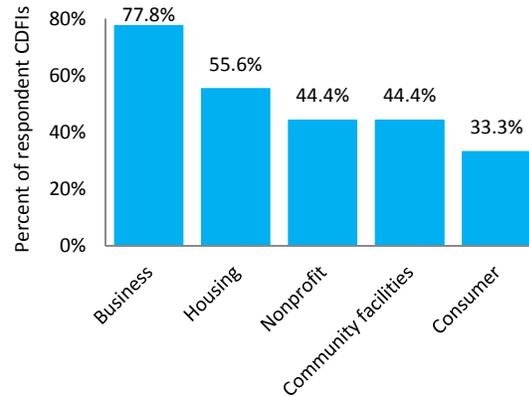
Note: No national CDFIs headquartered in Kentucky are represented in the survey sample.

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

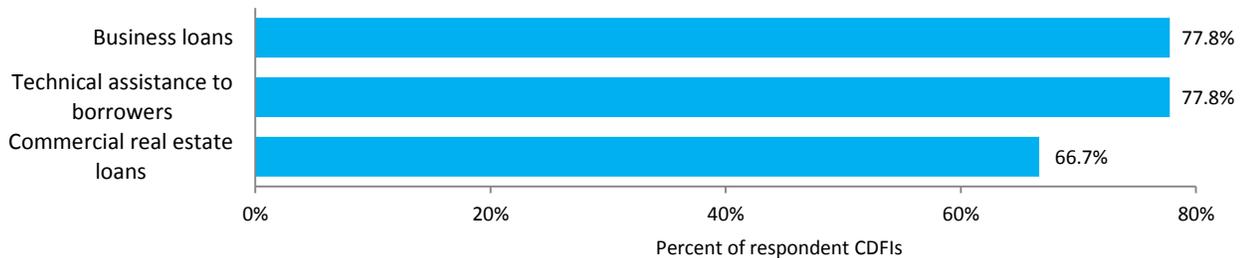
Types of CDFIs



Target Markets



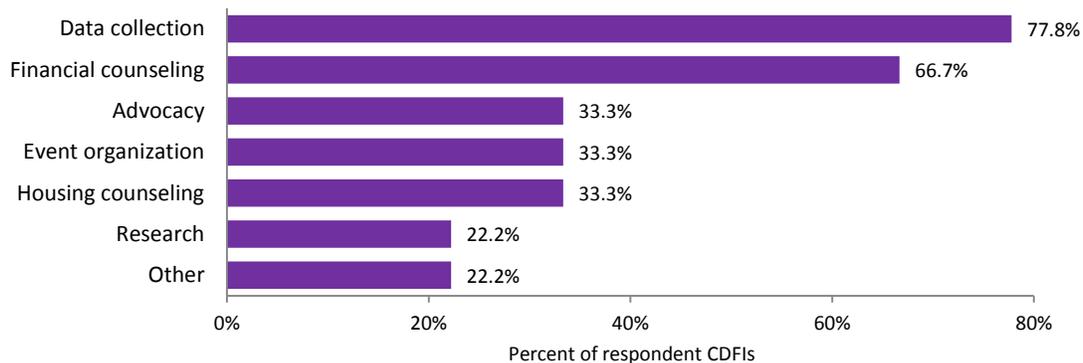
Top Three Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds

Data not reported because of too few observations.

Non-Lending Programs and Services Provided



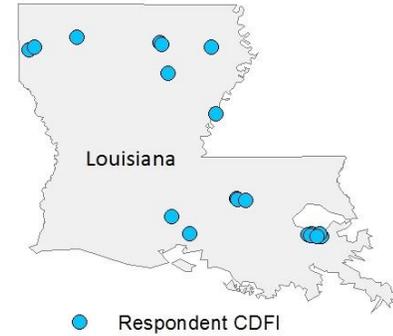
LOUISIANA

Number of respondent CDFIs: 19

Total number of CDFIs: 42

Response rate: 45.2%

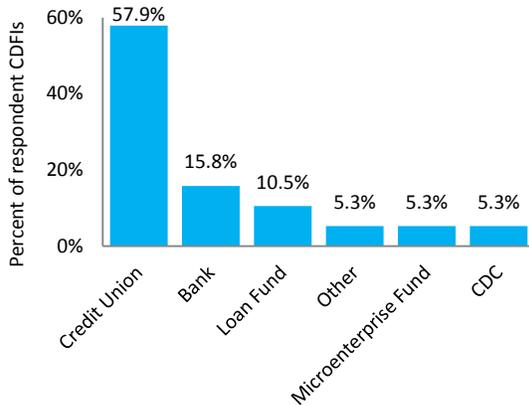
| CDFI Geographic Service Provision in Louisiana | Number of Respondent CDFIs |
|--|----------------------------|
| Multistate (includes CDFIs headquartered in other states that serve Louisiana) | 4 |
| Single state | 8 |
| Multicounty | 2 |
| Single county | 1 |
| Multicity | 2 |
| Multi-census tract | 2 |



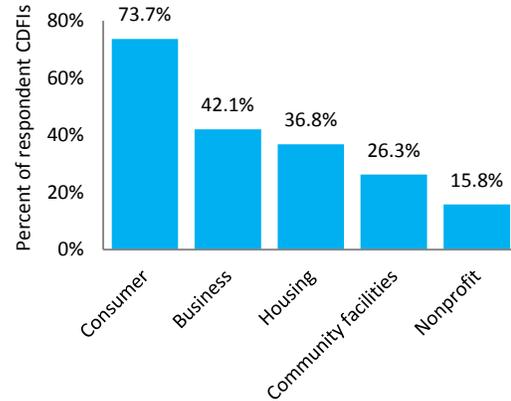
Note: No national CDFIs headquartered in Louisiana are represented in the survey sample.

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

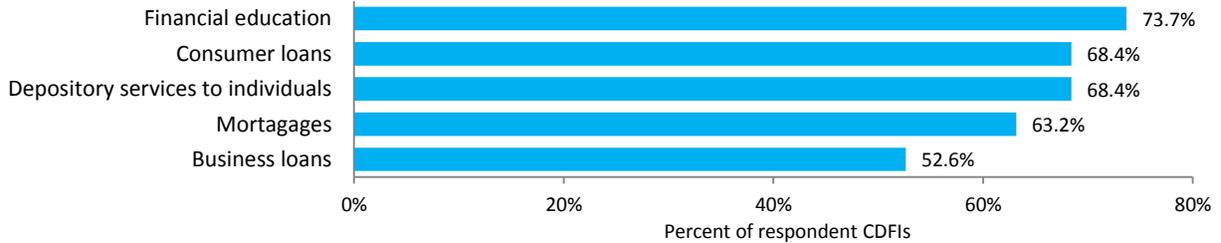
Types of CDFIs



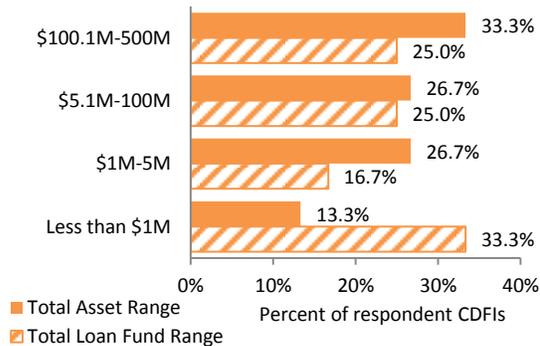
Target Markets



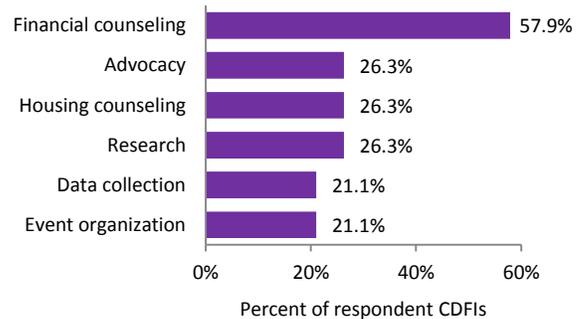
Top Five Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds



Non-Lending Programs and Services Provided



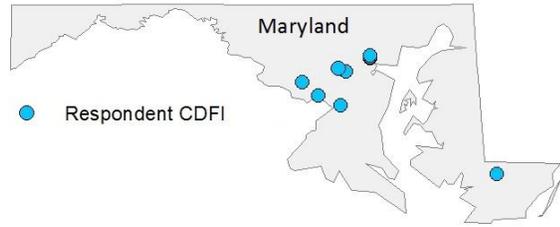
MARYLAND

Number of respondent CDFIs: 10

Total number of CDFIs: 14

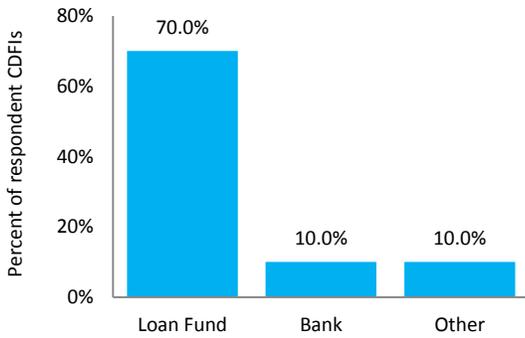
Response rate: 71.4%

| CDFI Geographic Service Provision in Maryland | Number of Respondent CDFIs |
|---|----------------------------|
| National | 3 |
| Multistate (includes CDFIs headquartered in other states that serve Maryland) | 11 |
| Single state | 1 |
| Single county | 1 |
| Multicity | 1 |
| Single city | 2 |

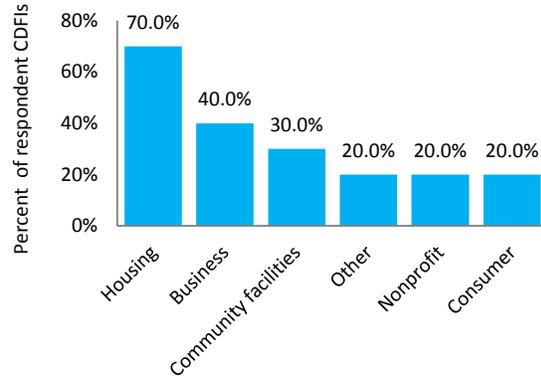


Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

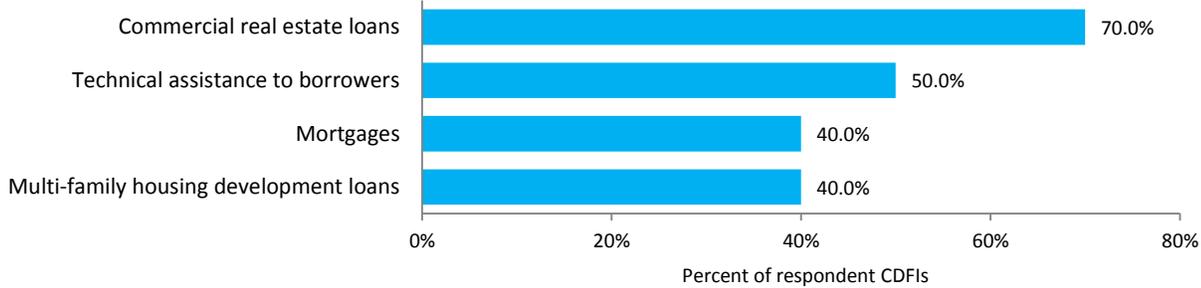
Types of CDFIs



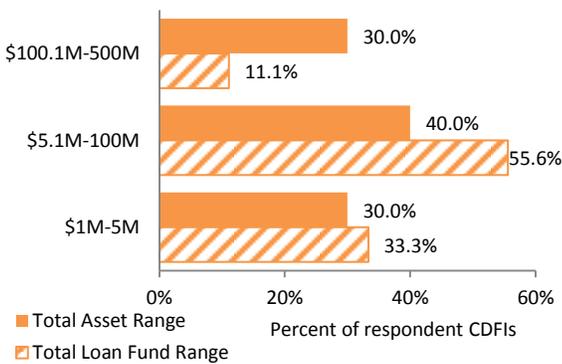
Target Markets



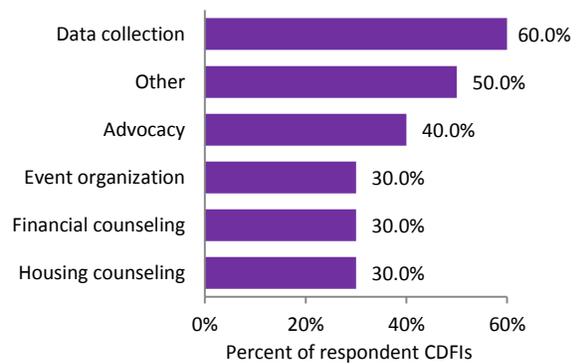
Top Four Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds



Non-Lending Programs and Services Provided



MISSISSIPPI

Number of respondent CDFIs: 14

Total number of CDFIs: 45

Response rate: 31.1%

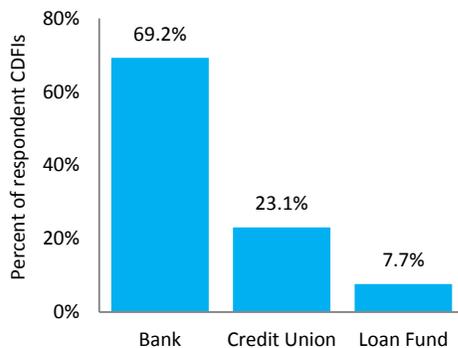
| CDFI Geographic Service Provision in Mississippi | Number of Respondent CDFIs |
|---|----------------------------|
| Multi-state (includes CDFIs headquartered in other states that serve Mississippi) | 2 |
| Single state | 4 |
| Multicounty | 6 |
| Multi-census tract | 1 |



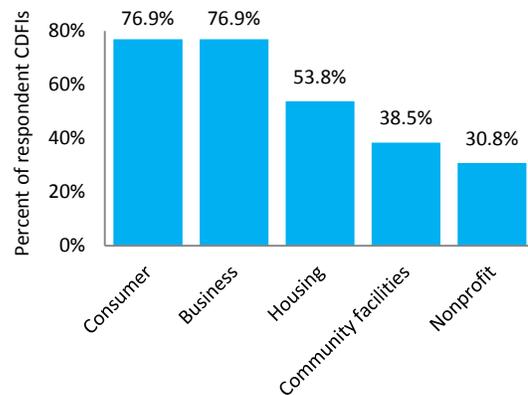
Note: No national CDFIs headquartered in Mississippi are represented in the survey sample. One Mississippi respondent (7.1 percent) did not respond to this question.

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast

Types of CDFIs



Target Markets

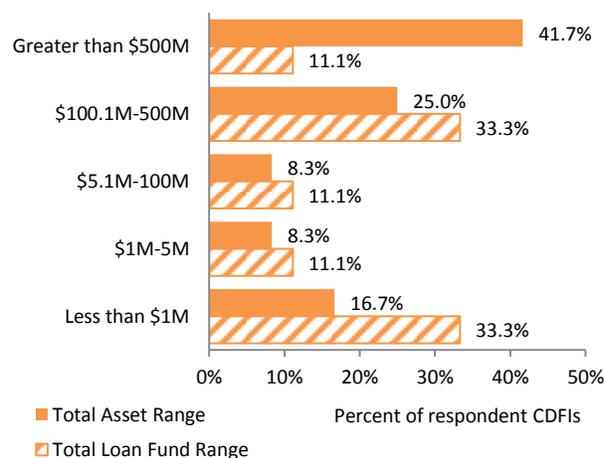


Top Four Products and Services Provided

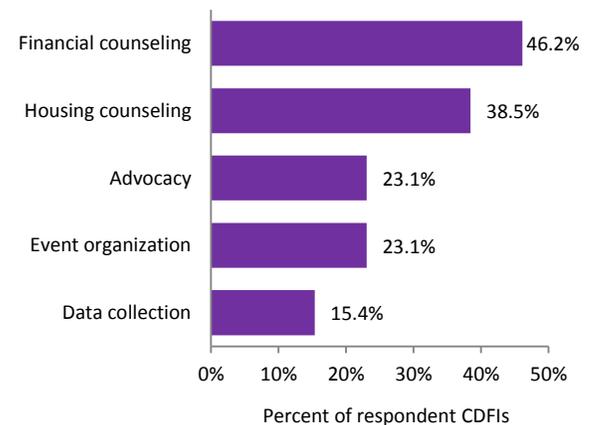
Each of the following products and services had 11 responses:

- ▶ Business loans
- ▶ Consumer loans
- ▶ Depository services to individuals
- ▶ Financial education

Dollar Ranges of Total Assets and Loan Funds



Non-Lending Products and Services Provided



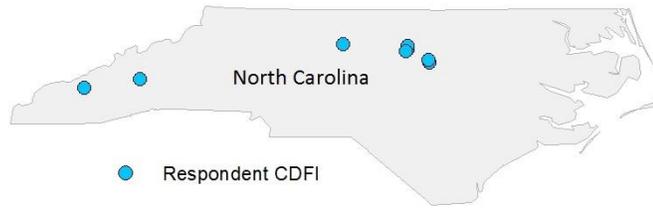
NORTH CAROLINA

Number of respondent CDFIs: 10

Total number of CDFIs: 13

Response rate: 76.9%

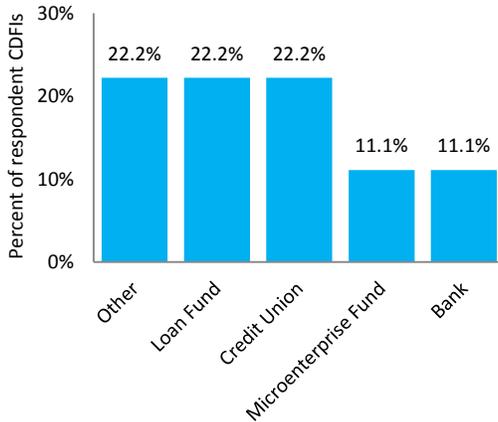
| CDFI Geographic Service Provision in North Carolina | Number of Respondent CDFIs |
|---|----------------------------|
| National | 1 |
| Multistate (includes CDFIs headquartered in other states that serve North Carolina) | 1 |
| Single state | 3 |
| Multicounty | 4 |
| Single county | 1 |



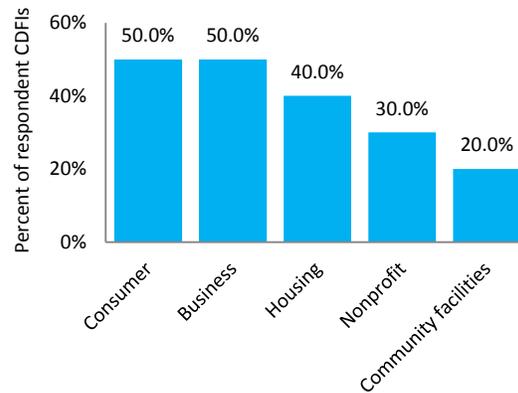
Note: One North Carolina respondent (10.0 percent) did not respond to this question.

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

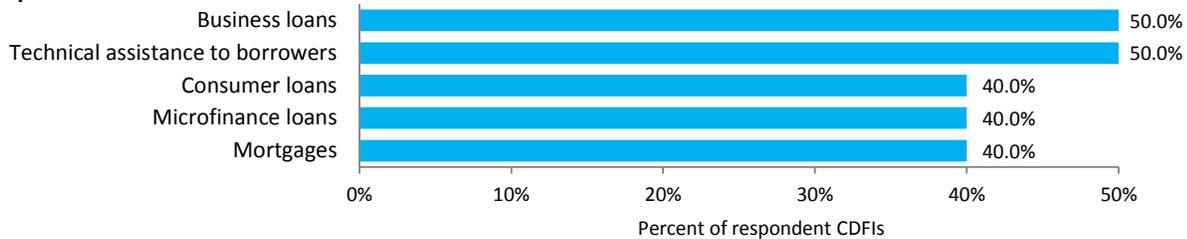
Types of CDFIs



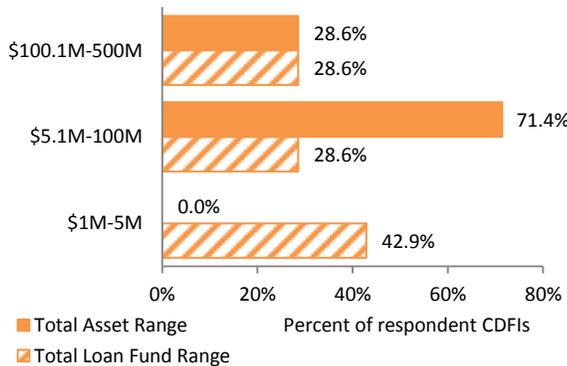
Target Markets



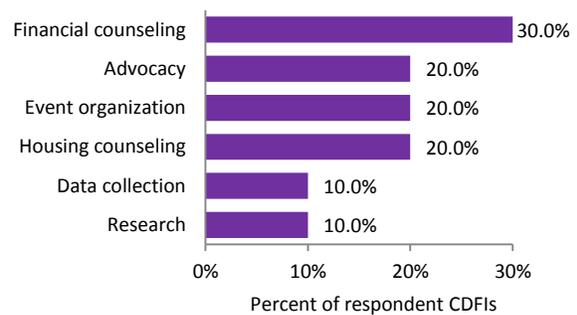
Top Five Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds



Non-Lending Products and Services Provided



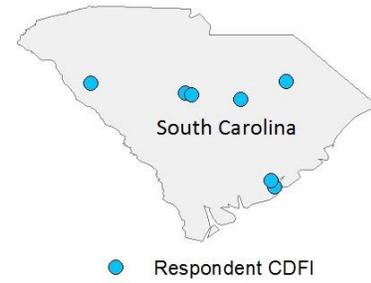
SOUTH CAROLINA

Number of respondent CDFIs: 7

Total number of CDFIs: 12

Response rate: 58.3%

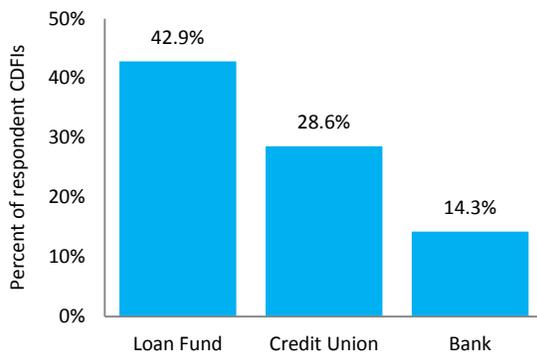
| CDFI Geographic Service Provision in South Carolina | Number of Respondent CDFIs |
|---|----------------------------|
| Multistate (includes CDFIs headquartered in other states that serve South Carolina) | 5 |
| Single state | 2 |
| Multicounty | 3 |
| Single county | 1 |



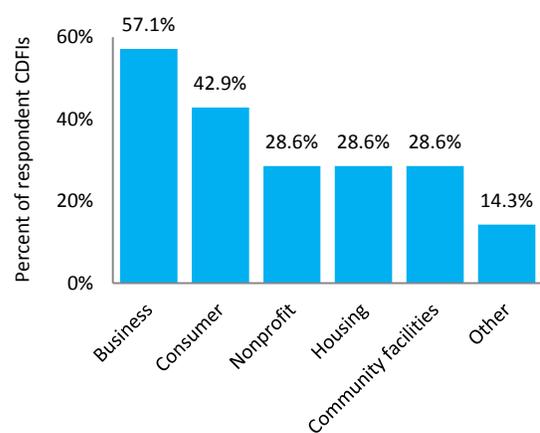
Note: No national CDFIs headquartered in South Carolina are represented in the survey sample.

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

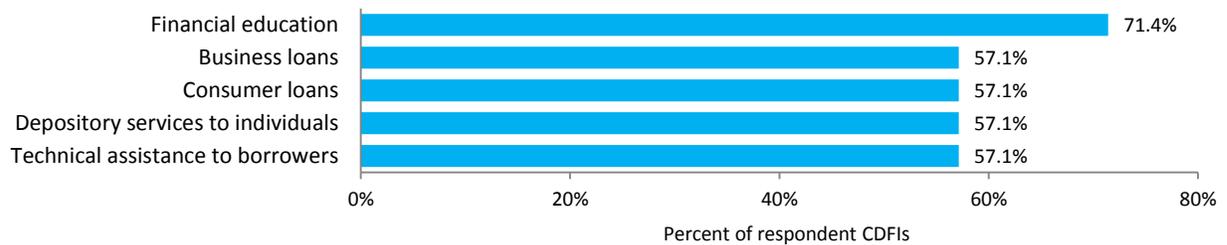
Types of CDFIs



Target Markets



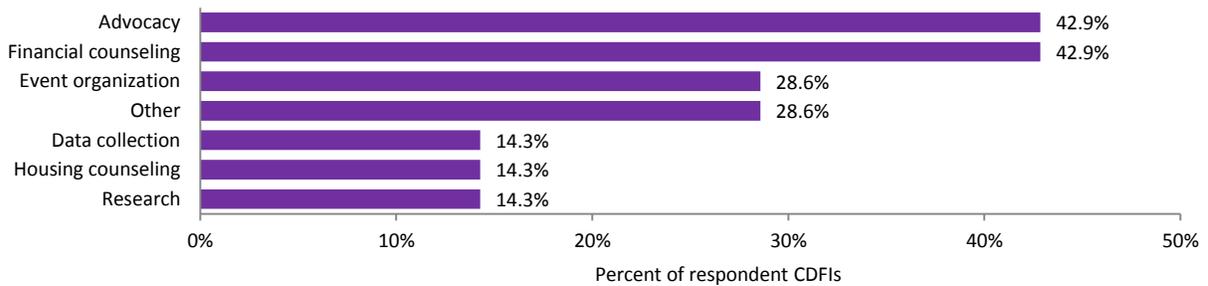
Top Five Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds

Data not reported because of too few observations.

Non-Lending Products and Services Provided



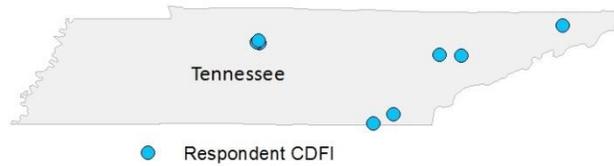
TENNESSEE

Number of respondent CDFIs: 9

Total number of CDFIs: 13

Response rate: 69.2%

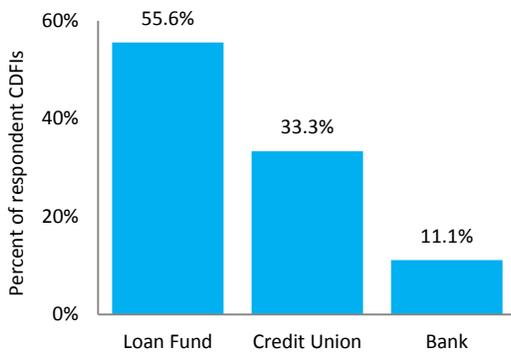
| CDFI Geographic Service Provision in Tennessee | Number of Respondent CDFIs |
|--|----------------------------|
| Multistate (includes CDFIs headquartered in other states that serve Tennessee) | 5 |
| Single state | 4 |
| Multicounty | 2 |
| Single county | 1 |
| Single census tract | 1 |



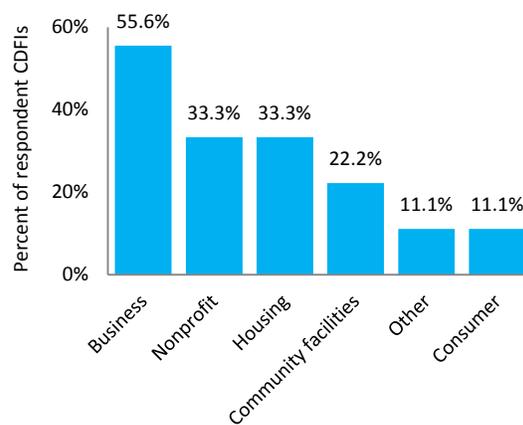
Note: No national CDFIs headquartered in Tennessee are represented in the survey sample.

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

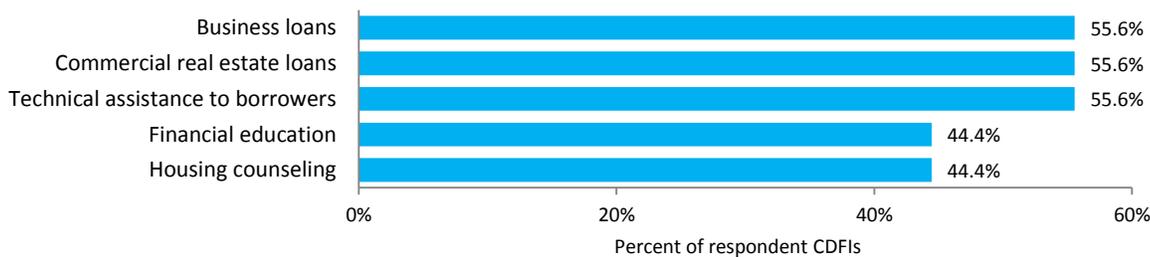
Types of CDFIs



Target Markets



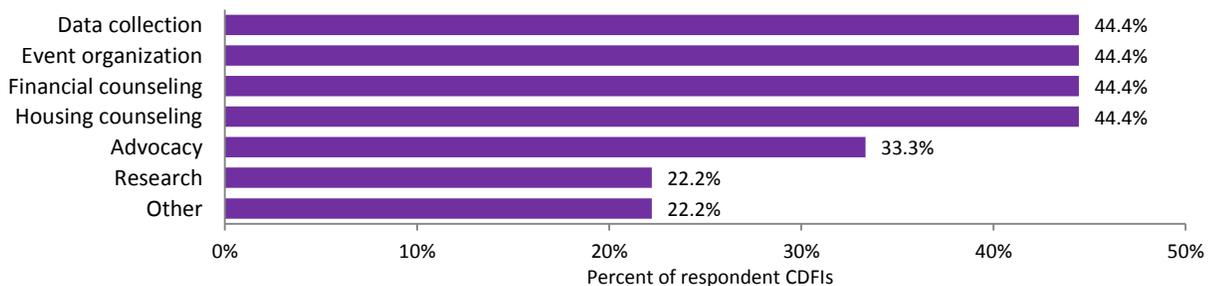
Top Five Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds

Data not reported because of too few observations.

Non-Lending Products and Services Provided



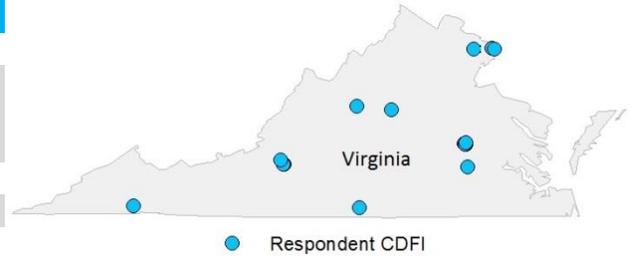
VIRGINIA

Number of respondent CDFIs: 15

Total number of CDFIs: 16

Response rate: 93.8%

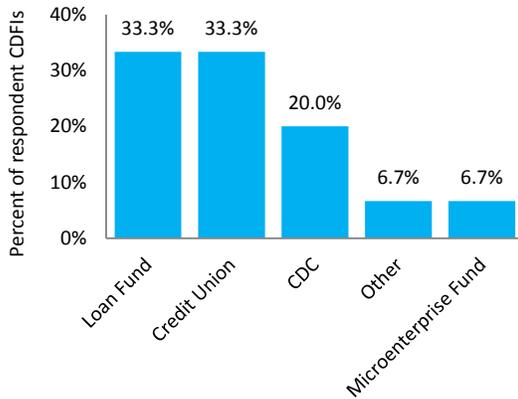
| CDFI Geographic Service Provision in Virginia | Number of Respondent CDFIs |
|---|----------------------------|
| National | 1 |
| Multistate (includes CDFIs headquartered in other states that serve Virginia) | 13 |
| Single state | 2 |
| Multicounty | 3 |
| Single county | 1 |
| Multicity | 1 |
| Single census tract | 1 |



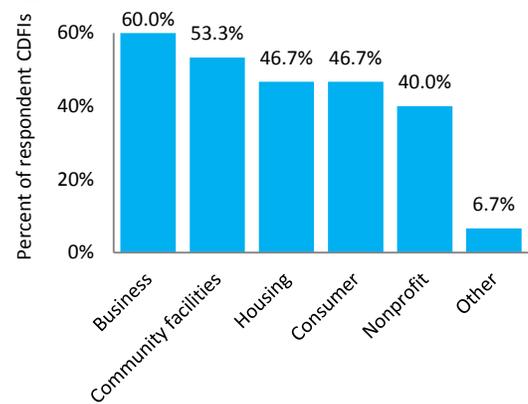
Note: One Virginia respondent (6.7 percent) selected "Don't know."

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

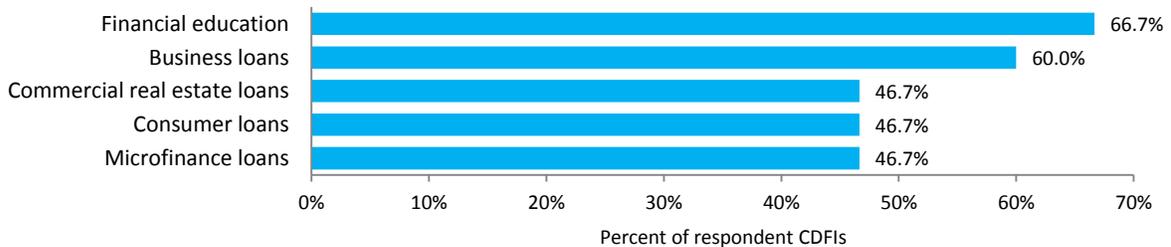
Types of CDFIs



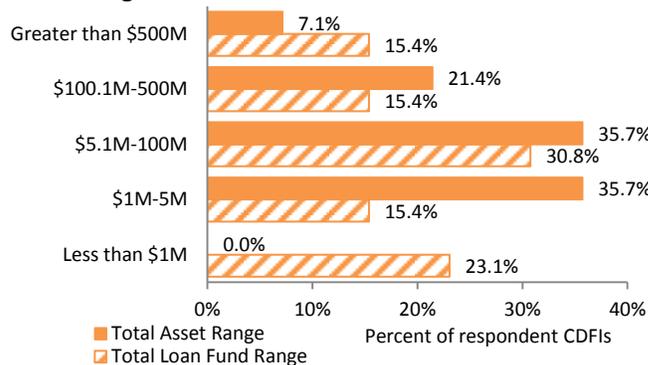
Target Markets



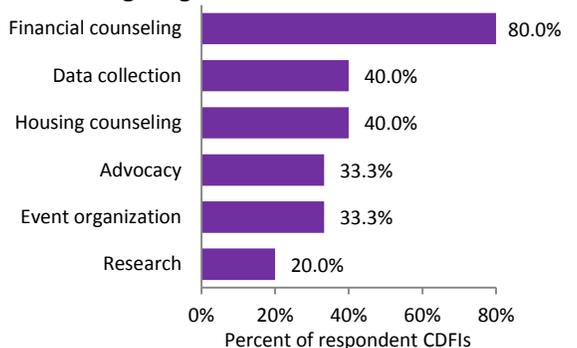
Top Five Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds



Non-Lending Programs and Services Provided



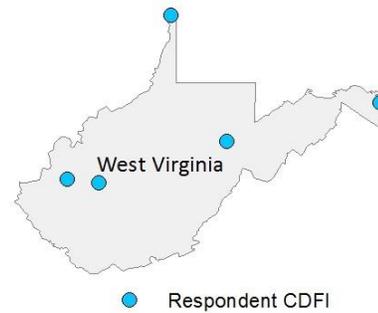
WEST VIRGINIA

Number of respondent CDFIs: 5

Total number of CDFIs: 6

Response rate: 83.3%

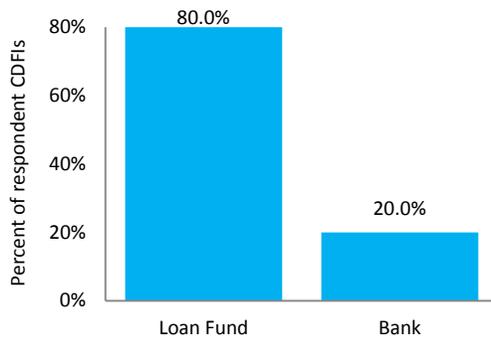
| CDFI Geographic Service Provision in West Virginia | Number of Respondent CDFIs |
|--|----------------------------|
| Multistate (includes CDFIs headquartered in other states that serve West Virginia) | 5 |
| Single state | 2 |
| Multicounty | 1 |
| Multi-census tract | 1 |



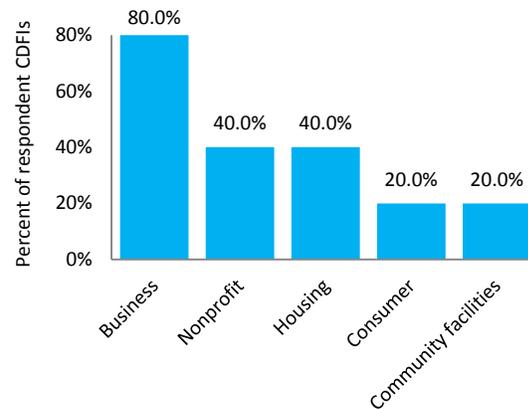
Note: No national CDFIs headquartered in West Virginia are represented in the survey sample.

Source: Survey results from the Federal Reserve Bank of Richmond's 2015 Survey of CDFIs in the Southeast.

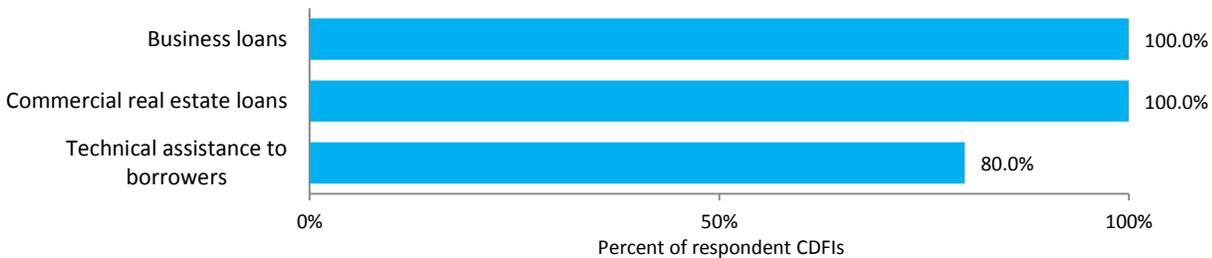
Types of CDFIs



Target Markets



Top Three Products and Services Provided



Dollar Ranges of Total Assets and Loan Funds

Data not reported because of too few observations.

Non-Lending Products and Services Provided

Each of the following functions had one response:

- ▶ Advocacy
- ▶ Data collection
- ▶ Event organization
- ▶ Research
- ▶ Other



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CDFI WEB RESOURCES

To view the 2015 Directory of CDFIs in the Southeast, as well as additional research on CDFIs, visit https://www.richmondfed.org/community_development/resource_centers/cdfi/.

COMMUNITY PULSE

Community Pulse is an annual survey conducted by the Richmond Fed that assesses the current and top emerging issues in Fifth District communities. To view past results and to register to participate in the future, visit https://www.richmondfed.org/publications/community_development/community_pulse.

SMALL BUSINESS CREDIT SURVEY

The 2015 Small Business Credit Survey (SBCS) from the Federal Reserve Banks of Atlanta, Boston, Cleveland, New York, Philadelphia, Richmond and St. Louis, in partnership with local business and civic groups, gathered information from small businesses on general business conditions and firm financial and credit experiences. To view the 2015 SBCS final report on employer firms, visit

https://www.richmondfed.org/community_development/resource_centers/small_business/credit_survey.