

CDBA

COMMUNITY DEVELOPMENT
BANKERS ASSOCIATION

Community Development Bankers Association

CDBA is the voice and champion of banks and thrifts with a primary mission of promoting community development.

- We lead the growth and development of the community development bank sector.
- We educate policymakers, regulators, legislators and the general public on the importance of community development banks.
- We spread understanding of the unique circumstances and the needs of the low-income and distressed communities our banks serve.
- We provide networking opportunities, in-person and virtual educational programming, to building industry capacity.



What is a Community Development Bank?

Community development banks are community banks committed to helping underserved communities.

- These banks, which are certified by the U.S. Treasury as Community Development Financial Institutions (CDFIs), lend in low- and moderate-income (LMI) communities that are underserved by traditional institutions.
- CDFI banks and bank holding companies represent approximately 25% of the CDFI industry by number and 26% of CDFI industry assets.
- CDFI banks are headquartered in 26 states, and serve rural, native and urban communities across the U.S.
- Many CDFI banks are also minority depository institutions (MDIs) and Native CDFIs.



Meet the Team!



**Jeannine Jacokes,
Chief Executive Officer**

**TeCora Washington,
Executive Assistant**



**Brian Blake,
Chief Public
Policy Officer**

**Sarah Wen,
Director of Programs and
Membership**



**Joey Zeldin,
Public Policy and Impact
Associate**

**Ethan Kahwaty,
Programs and Membership
Associate**



Meet the Team!



**Laurie Schoeman,
Chief Investment
and Impact Officer**



**Sierra Stoney,
Manager of Community
Development Impact and
Research**



**Michael Riley Place,
Program Manager**

**Todd Davenport,
Chief Communications and
Marketing Officer**



**Nathaly Rivera,
Marketing and
Communications Associate**



Table Of Contents



**Programming
Highlights**



**CDBA
Membership
Benefits**



**Membership Dues
Structure**



**How to Become a
Member**

1.

Member Programming



Programming: Annual Peer Forum

CDBA's Peer Forum is our premier event, a two day roundtable discussion featuring conversations between community development bank executives and leading experts. The Peer Forum has come to play a key role in the Community Development Banking industry as a hub of relationship building, policy discussion and innovation.

Influential & Insightful Keynotes

- **CDFI Fund Director**, Pravina Raghavan
- **Founder and Chairman of Ludwig Institute for Shared Economic Prosperity, Founder and CEO of Ludwig Advisors and Managing Director of Canapi Ventures**, Eugene Ludwig
- **Cato Institute, Senior Advisor**, Mark Calabria
- **US Treasury, Deputy Assistant Secretary for Community Economic Development (OCED)**, Noel Poyo
- **U.S. Senator**, Mark Warner
- **Brookings Institution, Miriam K. Carliner Chair – Economic Studies, Senior Fellow – Center on Regulation and Markets**, Aaron Klein

Essential & Engaging Panels and Workshops

- "Navigating the Future: Economic & Policy Forecast in an Election Year"
- "Best Practices for Raising Deposits in a Liquidity Constrained Environment"
- "How New Capital & Reporting is Changing the Mission Banking Landscape"
- "How Will the Greenhouse Gas Reduction Fund Transform the Community Development Finance Field?"
- "The Art of Impact Storytelling"
- "Bank Innovation Lab"
- "AI for Good: Bridging the Gap to Financial Inclusion"
- "Decoding the New CDFI Certification: Key Insights for Your Bank"

The 2024 Peer Forum was attended by over 150 guests, including 148 bankers, representing 56 banks.

The next Peer Forum takes place June 4-5, 2025 in Washington, DC (with CDBA Advocacy Day taking place June 3 via scheduled Capitol Hill visits).

Programming: Highlights

CDBA Webinars and Programs

Advancing Communities TogetherSM Deposit Program (ACTSM Deposit Program)

The ACTSM deposit program makes it easier for CDFI and MDI banks to acquire deposits from socially motivated depositors, with an explicit focus on *building relationships* with mission-focused banks. ACTSM is a CDBA partnership with IntraFi®, the company known as the inventor and largest provider of reciprocal deposits.

Preparing for Successful Enactment of the Greenhouse Gas Reduction Fund

CDBA is a member of the Justice Climate Fund (JCF), a nonprofit effort working to ensure those who have been left behind and are most impacted by climate change benefit from the US Environmental Protection Agency (EPA)'s Greenhouse Gas Reduction Fund.

CDFI Certification

The recent updates made to the CDFI Certification Application streamline the process for applicants in some smart ways, while also establishing a clearer bar for community development activities that address the concerns that the previous standards allowed some CDFIs to slack on community development. CDBA is prepared with decades of expertise to help you understand CDFI Certification and assist you in your application.

Why is the New CRA Good for CDFI Banks?

The October 2023 joint-agency Community Reinvestment Act "final rule" significantly revises the regulation ensuring that banks meet the credit needs of their entire communities. For many banks, this creates anxiety as they figure out how to navigate the new rule.

However, the new CRA includes many changes that are good news for low- and moderate income communities and the financial institutions, such as CDFI banks, that are dedicated to serving them. CDBA is dedicated to collaborating with regulators (FDIC, OCC, FRB) and showcasing how the new CRA is a step forward in providing support to LMI communities.

Advocacy: Pandemic Recovery Programs

Emergency Capital Investment Program (ECIP)

ECIP is a Treasury Department investment program that invested equity capital in depositories serving communities traditionally excluded from the financial system in the wake of the COVID-19 crisis. CDBA had significant input into, and led advocacy for ECIP's passage.

The program invested \$9 billion in CDFI and minority depository institutions.

68% of ECIP bank participants (by #) are CDBA members.

CDBA members received approximately \$4.75 billion, or 57% of the total program investment amount, and 76% of the bank investments.

Rapid Response (RRP) and Equitable Recovery Program (ERP)

RRP and ERP were CDFI grant programs focused on responding to COVID-19.

RRP provided \$1.25 billion, focused on "Quickly and broadly" deploying capital. ERP provided \$1.75 billion focused on borrowers with *historically* significant unmet capital or financial services needs.

55% of RRP grant awards, and 64% of ERP awards directed to banks and bank holding companies, went to CDBA members.

80 members received the maximum RRP grant of \$1.8 million; 11 received the maximum ERP grant of \$6.2 million.



In 2023, CDBA Members met with Senate Majority Leader Chuck Schumer to advocate for CDFI bank policy priorities.

Advocacy: CDFI Fund Programs

CDBA Supports Member Success in these Annual Programs

Bank Enterprise Award Program (BEA)

BEA is the only CDFI Fund program available only to banks. BEA provides grants for increasing investments in CDFIs and increasing lending, investment and services in distressed communities.

Since its inception in 1994, the BEA Program has awarded grants totaling \$572 million.

Financial Assistance and Technical Assistance Grants (FA/TA)

The CDFI Program (FA/TA) uses grants and training opportunities to invest in and build the capacity of CDFIs, empowering growth, organizational sustainability, and community revitalization.

Since the CDFI Program launched in 1994, organizations have received more than \$2 billion in FA and TA grants.

New Markets Tax Credits (NMTC)

The NMTC Program incentivizes community development and economic growth through the use of tax credits that attract private investment to distressed communities.

Since its inception through 2021, the NMTC Program has awarded \$71 billion in tax credits.

Capital Magnet Fund (CMF)

The CMF Program offers competitive grants to CDFIs and nonprofit affordable housing organizations to finance affordable housing solutions and community revitalization efforts.

As of June 2022, the CDFI Fund has awarded CMF grants totaling more than \$740 million.

Small Dollar Loan Program (SDLP)

The Small Dollar Loan Program was created to help CDFIs address the issue of expanding consumer access to mainstream financial institutions and provide alternatives to high cost small dollar loans.

Since its 2021 inaugural round, the SDLP has awarded \$22 million in loan loss reserve and technical assistance grants.



New Programs & Proposals

EPA's Greenhouse Gas Reduction Fund (GGRF)

CDBA is a participant in the Justice Climate Fund (JCF) coalition to ensure those who have been left behind and are most impacted by climate change benefit from the US Environmental Protection Agency (EPA)'s National Clean Investment Fund (NCIF) and Clean Communities Investment Accelerator (CCIA) programs. These are part of the \$27 billion Greenhouse Gas Reduction Fund authorized under the Inflation Reduction Act.

Under NCIF, EPA awarded up to \$14 billion to support initiatives to increase investment in smaller-scale renewable energy, clean transportation, and energy-smart buildings, particularly in disadvantaged communities. CCIA awarded up to \$6 billion to hub non-profits that will deploy seed capital to strengthen the capacity of nonprofit and CDFI-certified lenders.

The JCF coalition was awarded \$1 billion under the CCIA program.

Community Development Investment Tax Credit

CDBA is excited to announce the reintroduction in the Senate of the bipartisan Community Development Investment Tax Credit (S. 2963). CDBA worked closely with Senator Mark Warner and Senate colleagues to draft and reintroduce this legislation.

The Act provides a tax credit for long-term private-sector investments in CDFIs including equity investments. The credit is a 3% credit for the first 10 years of a qualified investment in a CDFI, 4% for the following years, up to a maximum of 10 years. There is a 1% increase for investments without a fixed term or duration.



2.

CDBA Membership Benefits

As a member, here's what you immediately gain access to...



A Collaborative Peer Network



Senator Mark Warner led a discussion with our CEO Jeannine Jacokes at the 2023 CDBA Peer Forum.

- Through our advocacy, strategic partnerships, programming, peer groups, private membership events, and staff expertise, our members have exclusive access to resources that help them provide services to economically distressed communities.
- Our members meet to share their experiences, product innovations, best practices, and to discover opportunities for collaboration.
- Our annual Peer Forum is the largest in-person gathering of mission-driven banks in the country.
- The next CDBA Peer Forum takes place June 4-5, 2025 in Washington, DC (with CDBA Advocacy Day taking place June 3 via scheduled Capitol Hill visits).

Bi-Monthly Membership Calls

Every other month CDBA hosts a one hour call to relay regulatory and policy updates from DC, information on CDFI Fund Program timelines, and member news.

*January
Meeting*

*March
Meeting*

*May
Meeting*

*June Peer
Forum*





Discounted Subscriptions: Peer Benchmarking & Impact Data

- Every quarter, CDBA publishes exclusive financial data analysis relevant to CDFI banks. These are provided at no-cost to member banks.
- CDBA offers a discounted \$1,300 annual subscription to PolicyMap, a data analysis and mapping tool, which banks use to visualize the impact of their lending.
- CDBA members also receive a 50% discount on the PolicyMap API, a software interface that uploads data automatically to the PolicyMap system. Ordinarily a cost of \$8,000 annually, the special price for CDBA members is \$4,000.
- Members also receive a 25% discount on Stifel CB Bank Analytics, a data portal that contains a suite of tools to assist in strategic and capital planning, risk management, M&A, and regulatory compliance.

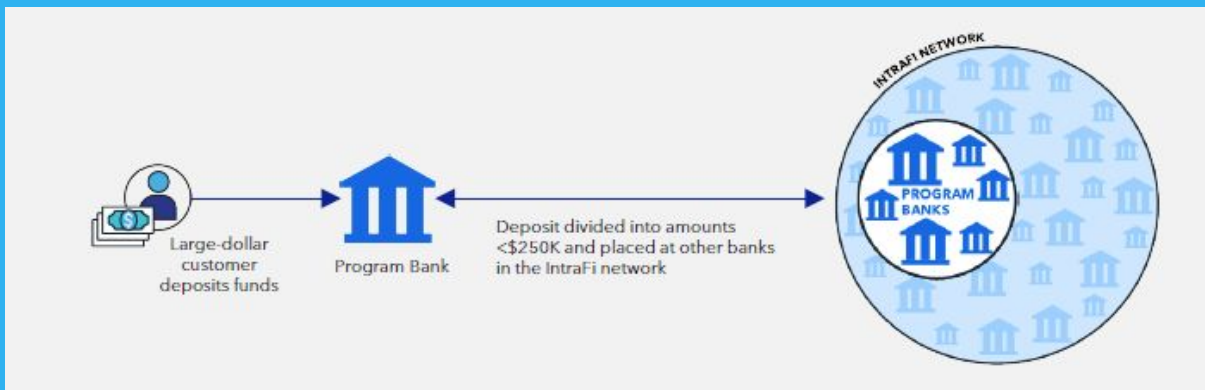
Advancing Communities Together Deposit Program

What is the *Advancing Communities Together*, or ACT, Deposit Program?

- The Advancing Communities TogetherSM, or ACTSM, Deposit Program is a special program within IntraFi's ICS[®] service that was developed in cooperation with the Community Development Bankers Association (CDBA) and the National Bankers Association (NBA).
- The ACT Deposit Program makes it easier for participating CDFI and MDI banks to acquire deposits from socially motivated depositors.

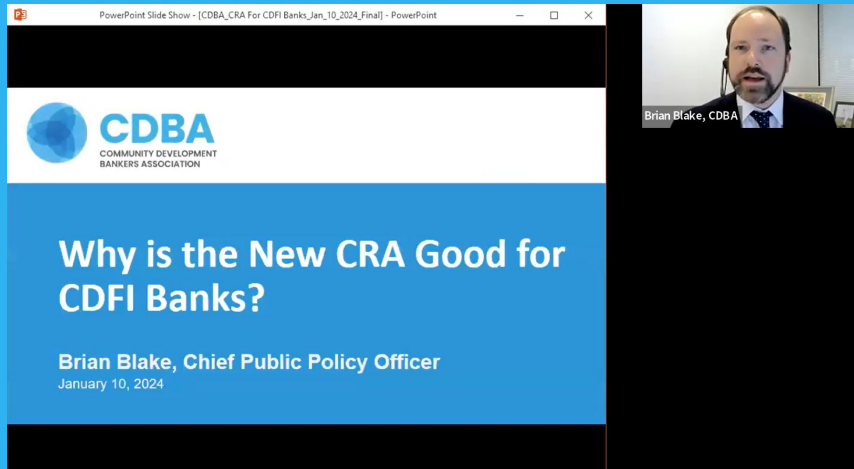
What are the benefits of the ACT Deposit Program?

- Access deposit funding at below-market cost while building core deposit relationships with corporations and other large depositors
- Offer access to multi-million-dollar FDIC insurance through IntraFi network banks
- Enjoy a flexible funding option by receiving partial reciprocal deposits and selling a portion of the deposit for fee income
- Benefit from the resources of the CDBA, including a national marketing campaign for the program



Webinars & Peer Groups

- CDBA hosts regular webinars for all members of staff at your bank at no additional cost. Topics include open forums on sustainable growth and risk management, new programs with government officials, and sessions focused on helping your bank apply for CDFI Fund programs.
- We also host a regular Marketing Peer Group and Impact Analytics Peer Group for bank staff interested in sharing and learning amongst their peers.



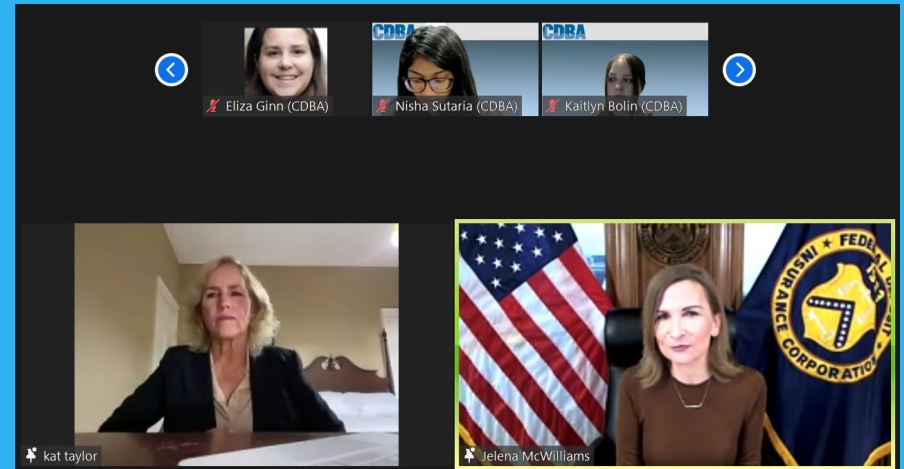
PowerPoint Slide Show - [CDBA_CRA For CDFI Banks_Jan_10_2024_Final] - PowerPoint

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Why is the New CRA Good for CDFI Banks?

Brian Blake, Chief Public Policy Officer
January 10, 2024

Brian Blake, CDBA



Eliza Ginn (CDBA) Nisha Sutaria (CDBA) Kaitlyn Bolin (CDBA)

kat taylor Jelena McWilliams

Marketing Materials

Storybank Videos

- Our Storybank video project sends CDBA staff to your bank. We produce a two minute video segment featuring your customer success stories.
- CDBA edits, produces, and films these videos in-house.
- Members have used the videos in social media, advocacy, on their websites, and to explain the CDFI mission to regulators.

View CDBA member Storybank videos [here](#).

Impact Profiles

- CDBA will create an “impact profile” for your bank - This is a one-page PDF that illustrates the bank’s social impact and lending data to better tell your CDFIs story.
- View member profiles on [our website](#).



3.

CDBA Membership Dues



CDBA Membership Dues

CDBA membership dues are categorized by bank asset size and due annually.
Dues are prorated for members who join throughout the year.

- | | |
|---|------------------|
| • Total assets of \$1 billion or greater: | \$7,000 annually |
| • Total assets of \$500 to \$999 million: | \$5,750 annually |
| • Total assets of \$300 to 499 million: | \$4,750 annually |
| • Total assets of \$100 to \$299 million: | \$4,000 annually |
| • Total assets of \$100 million or under: | \$3,250 annually |



4.

How to Become a CDBA Member





How to Become a CDBA Member

It starts with a conversation!

- Schedule a new member orientation. We'd like to get to know your bank, and answer questions you may have.
 - Email [Sarah Wen](mailto:wens@pcgloanfund.org) (wens@pcgloanfund.org) to schedule a 30-minute meeting with the CDBA team.
- Provide the contact information for your bank's primary contact(s). These are the bank colleagues we will send CDBA communications and event invitations to.



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