



# COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS FUND

UNITED STATES DEPARTMENT OF THE TREASURY

CDFI Fund • 601 Thirteenth Street, NW • Suite 200, South • Washington, DC 20005 • (202) 622-8662

## INITIATIVES FOR EXPANDING NATIVE OPPORTUNITY: Native American CDFI Assistance Program FY 2007 APPLICATION

OMB No. 1559-0025

CDFI- 0009

Paperwork Reduction Act Notice

This submission requirements package is provided to Applicants for awards under the Native American CDFI Assistance Program. The estimated average burden associated with this collection of information is 50 hours per respondent, depending on individual circumstances. Comments concerning the accuracy of this burden estimate and suggestions for reducing this burden should be directed to the Department of the Treasury, Community Development Financial Institutions Fund, 601 Thirteenth Street, N.W., Suite 200-South, Washington, DC 20005.

All materials are available on the CDFI Fund Website: [www.cdfifund.gov](http://www.cdfifund.gov).

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# TABLE OF CONTENTS

<b>INTRODUCTION AND GENERAL INSTRUCTIONS .....</b>	<b>1</b>
<b>CDFI Fund – Mission and Programs .....</b>	<b>1</b>
<b>The Fund’s Initiatives For Expanding Native Opportunity .....</b>	<b>1</b>
<b>FY 2007 NACA Program.....</b>	<b>2</b>
<b>Financial Assistance.....</b>	<b>2</b>
<b>Technical Assistance .....</b>	<b>2</b>
<b>Applicant Eligibility Factors.....</b>	<b>3</b>
Legal Entity .....	3
Certification Status.....	3
Required Eligibility Materials .....	3
Certified Native CDFI .....	3
Certifiable Native CDFI .....	3
Emerging Native CDFI.....	4
Sponsoring Entities.....	4
Affiliates.....	5
<b>Prior Awardees .....</b>	<b>5</b>
<b>Application Submission Requirements .....</b>	<b>7</b>
Downloading Templates and Other Application Material.....	8
Grants.Gov Registration.....	8
Submission Deadlines .....	8
Ensuring that the Application Is Complete .....	9
<b>MyCDFIFund Accounts .....</b>	<b>9</b>
<b>Paper Application Submission Request – Due by January 12, 2007 .....</b>	<b>9</b>
<b>Application Review and Awardee Selection Process.....</b>	<b>10</b>
Organizations Not Selected for Funding.....	11
<b>Award Closing and Reporting .....</b>	<b>11</b>
<b>Contacting the CDFI Fund .....</b>	<b>12</b>
<b>Application Checklist .....</b>	<b>14</b>
<b>SECTION I: CERTIFICATIONS AND ELIGIBILITY FORMS .....</b>	<b>15</b>
<b>Environmental Review Form.....</b>	<b>16</b>
<b>Assurances and Certifications .....</b>	<b>17</b>
<b>501(C)(4) Questionnaire .....</b>	<b>20</b>
<b>Applicant Type Questionnaire .....</b>	<b>21</b>
<b>Emerging Native CDFI Eligibility Questionnaire .....</b>	<b>22</b>

**SECTION II: COMPREHENSIVE BUSINESS PLAN .....30**

**Matching Funds (Any Applicant Seeking FA) ..... 31**

**Matching Funds Data Chart..... 31**

**Required Documentation ..... 32**

        Using Retained Earnings to Satisfy Matching Funds Requirement ..... 33

        Instructions for Completing the Matching Funds Summary Chart ..... 34

**Technical Assistance Proposal ..... 35**

**TAP Calculation Methodology and Narrative Justification..... 35**

        A: Personnel (Salary)..... 35

        B: Personnel (Fringe Benefits). ..... 36

        C: Training..... 36

        D: Travel..... 37

        E: Professional Service Costs (Consulting and Contracts)..... 37

        F: Materials and Supplies. .... 38

        G. Equipment and Other Capital Expenditures..... 38

        H: Other Expenses..... 39

**TA Budget: Instructions and Sample ..... 40**

**Activities Level Chart Categories ..... 43**

**General Guidance ..... 44**

**Executive Summary ..... 45**

    Type 1 Applicant (Certified or Certifiable Native CDFIs) ..... 45

    Type 2 Applicant (Emerging Native CDFI)..... 45

    Type 3 Applicant (Sponsoring Entity) ..... 45

**Market Analysis ..... 46**

**Business Strategy ..... 47**

**Community Development Performance and Effective Use ..... 49**

**Management..... 51**

**Financial Health and Viability..... 54**

**Financial Health and Viability: Applicant Seeking TA Only ..... 54**

**Financial Health and Viability: Applicant Seeking FA or FA / TA ..... 55**

**Application Charts..... 59**

# INTRODUCTION AND GENERAL INSTRUCTIONS

## CDFI Fund – Mission and Programs

The mission of the Community Development Financial Institutions Fund (the Fund) of the U.S. Department of the Treasury is to expand the capacity of financial institutions to provide credit, capital, and financial services to underserved populations and communities in the United States. It achieves its mission by directly investing and supporting Community Development Financial Institutions (CDFIs), Community Development Entities (CDEs), and other financial institutions through the following:

- CDFI Program.
- Bank Enterprise Award (BEA) Program.
- New Markets Tax Credit (NMTC) Program.
- Initiatives for Expanding Native Opportunity.

Information on the Fund's programs can be found on the Fund's website at [www.cdfifund.gov](http://www.cdfifund.gov).

**NOTE** Capitalized terms (other than titles) are defined in this Application, the Notice of Funds Availability (NOFA) for the FY 2007 round, or the CDFI Program Regulations which are available on the Fund's website at [www.cdfifund.gov](http://www.cdfifund.gov). Certain terms used throughout the Application have meanings unique to the NACA Program. An Applicant should become familiar with these meanings by consulting the NOFA.

The Community Development Banking and Financial Institutions Act of 1994 (12 U.S.C. §§ 4701 *et seq.*) (the Act) authorizes the Fund to promote economic revitalization and community development through investment in and assistance to CDFIs through the CDFI Program. As of the date of publication of this Application, no funds have been appropriated for the FY 2007 funding round of the NACA Program. Awards will be subject to the appropriation of funds for the FY 2007 funding round.

### *The Fund's Initiatives For Expanding Native Opportunity*

Pursuant to the Act, in 2001, the Fund completed and published the Native American Lending Study (the Study), which identified significant barriers to lending and investment in Native Communities throughout the country and strategies for overcoming those barriers. One of the barriers identified by the Study is that there are few CDFIs and other financial institutions serving Native Communities. Since CDFIs are important tools for developing self-sustaining economies in many underserved communities, the Fund seeks to assist Native Communities to create CDFIs that will Primarily Serve Native communities as well as to strengthen CDFIs already primarily serving those communities. Primarily Serves is defined as 50% or more of an Applicant's activities being directed to a Native Community. For the purposes of the CDFI Fund's Initiatives for Expanding Native Opportunity, a Native CDFI is defined as a CDFI that Primarily Serves a Native Community.

The Fund's Initiatives for Expanding Native Opportunity (formerly called the Native Initiatives) consist of two principle efforts: (1) direct funding through the Native American CDFI Assistance (NACA) Program; and (2) training and technical assistance through the Native Community Financing Initiative and the Native IDA (Individual Development Account) Initiative.

- NACA Program: Through the NACA Program, the Fund provides (i) Financial Assistance (FA) and/or Technical Assistance (TA) awards to Native CDFIs and entities that can be certified as Native CDFIs at time of Application; and (ii) TA awards to entities that propose to become Native CDFIs generally within two years; and (iii) TA awards to “Sponsoring Entities” (e.g., Native organizations, Tribal organizations) that propose to create separate legal entities that will become Native CDFIs generally within three years.
- Native Communities Financing Initiative (the Training Program): The Fund has contracted with the Opportunity Finance Network (OFN) and its subcontractor, the First Nations Oweesta Corporation (Oweesta), to provide two training courses for Native organizations and Native communities in developing CDFIs. Participants are eligible to receive follow-up TA from OFN and Oweesta. The Fund strongly encourages organizations interested in becoming or creating a Native CDFI to participate in this program. For more information, see the Initiatives for Expanding Native Opportunity page of the Fund’s website: [www.cdfifund.gov](http://www.cdfifund.gov).
- Native IDA Initiative: The Fund has contracted with the Corporation for Enterprise Development (CFED) and its subcontractors, Oweesta and the First Nations Development Institute to offer a comprehensive training and TA program to help Native organizations and Native Communities design, implement, and sustain IDAs. The Native IDA Initiative combines 3-day training institutes with ongoing customized follow-up TA to participants.

## FY 2007 NACA Program

Through the FY 2007 NACA Program Application, an Applicant may request an award for FA, TA, or both FA and TA.

### *Financial Assistance*

The Fund provides an FA award in the form of grants, loans, deposits and Insured Credit Union (ICU) shares, equity investments, and Secondary Capital Accounts. The form of the award is based on the form of match the Applicant demonstrates it has available. The Fund will match the dollar amount and form of the FA from a non-federal source. For example, an Applicant that receives a 10-year loan for \$200,000 at 2% interest per year will receive a 10-year loan for \$200,000 at 2% per year from the Fund if it is approved for an FA award of at least \$200,000. **FA funds are only available to Certified Native CDFIs.** The maximum size of an FA award depends on the amount of eligible, in-hand Matching Funds and the Applicant’s demonstrated capacity to deploy the Award.

### *Technical Assistance*

Technical Assistance (TA) funds can be requested to strengthen the capacity of a currently certified Applicant. TA may also be used by an Applicant that is not certified to achieve its status as a Certified Native CDFI or to create an entity that will become a Certified Native CDFI (in the case of a Sponsoring Entity). TA awards are grant funds and do not require matching funds. TA grants can be used to cover allowable operating expenses such as personnel salaries and fringe benefits, training, travel, professional services (contracting or consultants), material and supplies, equipment, and other allowable costs. A detailed description of the TA categories and related Application requirements can be found in Section IV of this Application under “Technical Assistance Proposal.”

The Fund will not make TA awards over \$150,000 – nor will the Fund make awards over the amount requested by the Applicant. Therefore, an Applicant should consider its organizational needs and projected costs carefully in developing the award request.

## Applicant Eligibility Factors

There are several factors that determine whether an organization is eligible to apply under the FY 2007 funding round. The information below explains these factors and which type of funding (FA vs. TA) an organization is eligible to apply for based on its certification and compliance status.

### Legal Entity

At the time an entity submits its Application, it must be a duly organized and validly existing legal entity under the laws of the applicable jurisdiction (including a Tribal jurisdiction), in which it is incorporated or otherwise established.

### Certification Status

Only a certified CDFI is eligible to receive FA from the Fund. The Fund may award and disburse a TA award to an entity not certified as a CDFI at the time of the award or disbursement if it demonstrates, to the Fund’s satisfaction, that it has a reasonable plan to achieve certification as a CDFI within a reasonable timeframe, generally within two years of receiving an award. For purposes of this Application, the Fund refers to such an Applicant as an “Emerging Native CDFI.” Also for purposes of this Application, the Fund refers to an Applicant that is not certified – but that currently meets all six certification requirements – as a “Certifiable Native CDFI.” An Applicant that plans to create a separate legal entity that will seek certification as a CDFI is considered a “Sponsoring Entity” for purposes of this Application.

### Required Eligibility Materials

Required eligibility materials depend on the Applicant’s certification status (Certified, Certifiable, Emerging, or Sponsoring Entity) and whether it is seeking FA. Failure to submit the required eligibility materials may result in the Fund finding the Application incomplete and rejected without further review. The required eligibility materials for different Applicant types are as follows:

Applicant Type	Eligible For:	Required Eligibility Materials
<p><b>Certified Native CDFI</b> Any Certified Native CDFI that Primarily Serves a Native Community whose certification has not expired and that has not been notified by the Fund that its certification has been terminated.</p>	FA and/or TA	<ul style="list-style-type: none"> <li>– Applicant Type Questionnaire.</li> <li>– Submit as part of complete NACA Application by January 30, 2007.</li> <li>– Certification of Material Event Form.</li> <li>– Form available at <a href="http://www.cdfifund.gov">www.cdfifund.gov</a>. Submit by January 30, 2007 in accordance with instructions on the Fund’s website.</li> </ul>
<p><b>Certifiable Native CDFI</b> For purposes of this Application, a Certifiable Native CDFI is an entity that Primarily Serves a Native Community and from which the Fund receives a complete CDFI certification Application by January 30, 2007 showing that the Applicant meets all requirements to be certified as a Native CDFI.</p>	FA and/or TA	<ul style="list-style-type: none"> <li>– Applicant Type Questionnaire.</li> <li>– Submit as part of complete NACA Application by January 30, 2007.</li> <li>– <u>If seeking FA or FA / TA:</u> CDFI Certification Application.</li> <li>– Submit the CDFI Certification Application (available at <a href="http://www.cdfifund.gov">www.cdfifund.gov</a>) by January 30, 2007 in accordance with the instructions on the Fund’s website.</li> <li>– <u>If seeking TA only:</u> submit CDFI Certification Application or an Emerging Native CDFI Eligibility Questionnaire.</li> </ul>

Applicant Type	Eligible For:	Required Eligibility Materials
		<ul style="list-style-type: none"> <li>– Submit the CDFI Certification Application (available at <a href="http://www.cdfifund.gov">www.cdfifund.gov</a>) by January 30, 2007 in accordance with the instructions on the Fund’s website.</li> <li>– Submit the Emerging Native CDFI Eligibility Questionnaire as part of complete NACA Application by January 30, 2007.</li> </ul>
<p><b>Emerging Native CDFI</b>                      For purposes of this Application, an Emerging Native CDFI is any entity that Primarily Serves a Native Community and demonstrates, to the satisfaction of the Fund, that it has a reasonable plan to achieve CDFI certification within a reasonable timeframe, generally two years of receiving an award.</p>	TA Only	<ul style="list-style-type: none"> <li>– Applicant Type Questionnaire.</li> <li>– Emerging Native CDFI Eligibility Questionnaire.</li> <li>– Submit as part of complete NACA Application by January 30, 2007.</li> </ul>
<p><b>Sponsoring Entities</b>                      For purposes of this Application, a Sponsoring Entity is an entity that proposes to create a separate legal entity (generally within three years) that will become certified as a Native CDFI.</p> <p>A Sponsoring Entity may include any of the following: (a) a Tribe, Tribal entity, Alaska Native Village, Village Corporation, Regional Corporation, Non-Profit Regional Corporation/ Association, or Inter-Tribal or Inter-Village organization; (b) an organization whose primary mission is to serve a Native Community including, but not limited to an Urban Indian Center, Tribally Controlled Community College, community development corporation, training or educational organization, or Chamber of Commerce, and that Primarily Serves a Native Community.</p>	TA Only	<ul style="list-style-type: none"> <li>– Applicant Type Questionnaire.</li> <li>– Submit as part of complete NACA Application by January 30, 2007.</li> </ul>

If an Applicant submits a Certification Application as a Certifiable Native CDFI by the deadline – but the Fund is unable to certify it as a CDFI based on the submitted information, the Applicant will not be eligible for an FA award (if requested). The Applicant will be eligible for a TA award (if requested) – provided there is sufficient evidence in the Certification Application that the Applicant could be certified as a CDFI within a reasonable timeframe, generally within two years of receiving an award.

An Emerging Native CDFI Applicant that receives an award under the FY 2007 NACA Program must submit a Certification Application and/or be certified within a reasonable timeframe – generally within two years of receiving an award. The Fund will establish the exact date by which an Awardee should become certified as part of closing the award and establishing performance goals.

A Sponsoring Entity that receives an FY 2007 NACA Program award must create a separate legal entity that will ultimately seek certification as a CDFI. Generally, the Fund expects an awardee to create the new entity within three years of receiving an award. The Fund will establish the exact date by which an Awardee achieves these objectives as part of closing the award and establishing performance goals.

**Entities with CDFI Certification Applications Currently Pending with the Fund:** An Applicant seeking TA that has a Certification Application pending with the Fund, but has not received notification that it has been certified, does not need to submit the Emerging Native CDFI Eligibility Questionnaire. If such Applicant is not certified as a CDFI based on the pending CDFI Certification Application, the Fund will use the information in the Certification Application to determine if the Applicant qualifies as an Emerging Native CDFI, and is therefore eligible to be considered for the TA portion of the Application.

Questions about an Applicant's certification status or its status as a prior Awardee should be directed to the Fund's Program staff by email at [cdfihelp@cdfi.treas.gov](mailto:cdfihelp@cdfi.treas.gov) or by telephone at 202-622-6355.

The difference between a Certifiable Native CDFI and an Emerging Native CDFI:

A Certifiable Native CDFI meets all six certification requirements at the time it submits the CDFI certification Application. An Emerging Native CDFI, on the other hand, does not meet all six certification requirements at time of Application.

The difference between the CDFI certification Application and the Emerging Native CDFI Eligibility Questionnaire:

The CDFI certification Application is used to demonstrate that an Applicant currently meets all six of the certification requirements. The Emerging Native CDFI Eligibility Questionnaire is used to demonstrate that the Applicant has a reasonable plan to become a Certified Native CDFI within a reasonable time frame.

### **Affiliates**

For purposes of the NACA Program, Affiliate is defined as "any legal entity that Controls, is Controlled by, or is under common Control with, another legal entity." "Control is defined as: "(i) ownership, control or power to vote 25 percent or more of the outstanding shares of any class of Voting Securities of any company, directly or indirectly or acting through one or more other persons; (ii) control in any manner over the election of a majority of the directors, trustees or general partners (or individuals exercising similar functions) of any company; or (iii) the power to exercise, directly or indirectly, a controlling influence over the management, credit, or investment decisions or policies of any company." [12 CFR § 1805.104(p).]

If the Chairperson of a Tribe or the Tribal Council can appoint or remove any members of the board of directors of a separately incorporated Native CDFI, the Fund will consider the Tribe an Affiliate of the Applicant - and it should be listed as such on the Signature Page of the Application.

### ***Prior Awardees***



Success (or failure) in a prior funding round is not indicative of success (or failure) under this NACA Program Application. However, previous compliance and timeliness of reporting does play a factor – and (in certain instances) can make you ineligible for consideration for an award. Prior CDFI Fund awardees are eligible to apply under this NACA Program Application, but with some limitations:

- **\$5 Million Funding Cap.** The Fund is generally prohibited from obligating more than \$5 million in assistance, in the aggregate, to any one organization and its Affiliates during any three-year period. For the purposes of this funding round, the period extends back three years from the date that the Fund would sign a Notice of Award issued to an Awardee under this NOFA. Thus, in applying this criterion in determining eligibility for this funding round, the Fund will count any assistance with a Notice of Award dated between July 31, 2004 and July 31, 2007 (the anticipated date that the Fund would issue the Notice of Award under the FY 2007 funding round).
- **Failure to Meet Reporting Requirements.** The Fund will not consider an Application if the Applicant, or an entity that Controls the Applicant, is Controlled by the Applicant or shares common management officials with the Applicant (as determined by the Fund) is a prior Fund Awardee or Allocatee under any Fund program and is not current on the reporting requirements set forth in a previously executed Assistance, Allocation or Award Agreement(s), as of the Application deadline. The Fund only acknowledges the receipt of reports that are complete. As such, incomplete reports or reports that are lacking required elements are not recognized as having been received.
- **Pending Resolution of Noncompliance.** If an Applicant is a prior Awardee or Allocatee under any Fund program and if: (i) it has submitted complete and timely reports to the Fund that demonstrate noncompliance with a previous Assistance, Allocation or Award Agreement; and (ii) the Fund has yet to make a final determination as to whether the entity is in default of its previous Assistance, Allocation or Award Agreement, the Fund will consider the Application submitted to this funding round pending full resolution, in the sole determination of the Fund, of the noncompliance. Further, if another entity that Controls the Applicant, is Controlled by the Applicant or shares common management officials with the Applicant (as determined by the Fund), is a prior Fund Awardee or Allocatee and if such entity: (i) has submitted complete and timely reports to the Fund that demonstrate noncompliance with a previous Assistance, Allocation or Award Agreement; and (ii) the Fund has yet to make a final determination as to whether the entity is in default of its previous assistance, allocation, or award agreement, the Fund will consider the Application submitted to this funding round pending full resolution, in the sole determination of the Fund, of the noncompliance.
- **Default Status.** The Fund will not consider an Application submitted by an Applicant that is a prior Fund Awardee or Allocatee under any Fund program if, as of the applicable Application deadline of this Application, the Fund has made a final determination that such Applicant is in default of a previously executed Assistance, Allocation or Award Agreement(s). Further, an entity is not eligible to apply for an award if, as of the applicable Application deadline, the Fund has made a final determination that another entity that Controls the Applicant, is Controlled by the Applicant or shares common management officials with the Applicant (as determined by the Fund) is a prior Fund Awardee or Allocatee under any Fund program and has been determined by the Fund to be in default of a previously executed Assistance, Allocation or Award Agreement(s).
- **Termination in Default.** An entity is not eligible to apply for an Award pursuant to this NOFA if it is a prior Fund Awardee or allocatee under any Fund program if (i) the Fund made a final determination that said entity's prior Award or allocation terminated in default of a previously executed Assistance, Allocation, or Award Agreement; and (ii) the final reporting period end date

for the applicable terminated Assistance, Allocation, or Award Agreement falls in Calendar Year 2006. Further, an entity is not eligible to apply for an Award pursuant to this NOFA if: (i) the Fund made a final determination that another entity that Controls the Applicant, is Controlled by the Applicant or shares common management officials with the Applicant (as determined by the Fund), is a prior Fund Awardee or allocatee under any Fund program whose Award or allocation terminated in default of a previously executed Assistance, Allocation or Award Agreement; and (ii) the final reporting period end date for the applicable terminated Assistance, Allocation, or Award Agreement falls in Calendar Year 2006.

- **Undisbursed Balances.** The Fund will not consider an Application submitted by an Applicant that is a prior Fund Awardee under any Fund program if the Applicant has a balance of undisbursed funds under said prior award(s), as of the Application deadline. Further, an entity is not eligible to apply for an award if another entity that Controls the Applicant, is Controlled by the Applicant or shares common management officials with the Applicant (as determined by the Fund), is a prior Fund Awardee under any Fund program, and has a balance of undisbursed funds under said prior award(s), as of the Application deadline. In a case where another entity that Controls the Applicant, is Controlled by the Applicant or shares common management officials with the Applicant (as determined by the Fund), is a prior Fund Awardee under any Fund program, and has a balance of undisbursed funds under said prior award(s), as of the Application deadline, the Fund will include the combined awards of the Applicant and such Affiliated entities when calculating the amount of undisbursed funds. See NOFA for details on how undisbursed funds are calculated.
- **Exception for Applicants impacted by Hurricane Katrina.** Please note that the provisions above for “Failure to Meet Reporting Requirements” and “Undisbursed Balances” do not apply to an Applicant that has an office located in, or that provides a significant volume of services or financing to residents of and/or businesses located in, a county that is within a major disaster area as declared by the FEMA as a result of Hurricanes Katrina or Rita.

**TIP** Any Applicant that is a prior Fund Awardee or Allocatee should:

Comply with all requirements specified in Assistance, Allocation, and/or Award Agreement(s).

Ensure that all required reports are submitted by the deadlines specified in the Assistance, Allocation, and/or Award Agreement(s) governing said prior awards.

Contact the Fund to ensure that all necessary actions are underway for the disbursement or deobligation of any outstanding balance of said prior award(s). All outstanding reports, disbursement, or compliance questions should be directed to the Grants Manager or the CME unit.

Ensure that outstanding Matching Funds on a prior Award are in-hand and a complete disbursement request is submitted to the Fund’s Grants Manager at least 10 business days before the Application deadline.

## *Application Submission Requirements*

NACA Program Applications may be submitted only through grants.gov, the official Federal government-wide E-grant website, as required by Public Law 106-107 and Section 5(a) of the Federal Financial Assistance Management Improvement Act.

## Downloading Templates and Other Application Material

Detailed instructions for submitting the Application through grants.gov are included in the document titled Grants dot Gov Instructions FY2007, available on the NACA Program page of the Fund's website. The link to that page is accessible from the "What We Do" -> "Information for Applicants" link path.

To download the complete Application package, including Application, Applicant Charts Excel Workbook, and MS Word templates for completing the various submission documents, go to [www.grants.gov](http://www.grants.gov), click on "Apply for Grants" and search for the package using the CFDA Number for the CDFI Fund (21.020) and the funding opportunity number for the NACA Program (CDFI-2007-NACA). The complete Application package is available on the NACA Program page; however, grants.gov is the primary source for the application and for submission.

## Grants.Gov Registration

An Applicant must have both an individual account and an organization account registered with grants.gov in order to submit an Application via grants.gov. The one-time registration process involves several steps and will take several days to complete. The Fund encourages any organization considering applying to the FY 2007 funding round to start the registration process as early as possible. Detailed registration instructions can be found on the "Get Registered" screen from the grants.gov home page. The Fund recommends reviewing grants.gov's 2-page version of the instructions ("Get Started Now...") located at [www.grants.gov/section910/Grants.govRegistrationBrochure.pdf](http://www.grants.gov/section910/Grants.govRegistrationBrochure.pdf).

## Submission Deadlines

All Application materials must be submitted through grants.gov or received by BPD (as applicable for paper attachments only) by the following deadlines:

- **Application:** submitted via grants.gov by 5:00 p.m. Eastern Time (ET) on Tuesday, **January 30, 2007**.
- **Paper Attachments:** received by BPD at the address below by 5:00 p.m. ET on **Friday, February 2, 2007**:

CDFI Fund Grants Manager  
NACA Program  
Bureau of Public Debt  
200 Third Street  
Parkersburg, WV 26101-5312  
(304) 480-6088

- Paper attachments received in the BPD offices designated above after 5:00 p.m. ET, February 2, 2006 will be rejected and returned to the sender.
- Paper attachments will not be accepted at the Fund's offices in Washington, DC. Applications received in the Fund's Washington DC offices will be returned to the sender. Applications sent by facsimile or e-mail will not be accepted.
- The Fund will not grant exceptions or waivers for late delivery of documents including, but not limited to, late delivery that is caused by third parties such as the United States Postal Service, couriers or overnight delivery services.

Allow at least 3 business days for overnight delivery to BPD's offices in West Virginia. Allow even longer if using first class postal mail delivery. Note that Saturdays, Sundays, or Holidays are not business days.

### **Ensuring that the Application Is Complete**

**Complete Versus Incomplete Applications:** A complete Application is one that includes all required material listed on the Application Checklist. Some items – if missing or incomplete – will prevent the Applicant from being able to submit the Application via grants.gov. Specifically, if the SF 424 is incomplete or is missing a valid EIN or Dun and Bradstreet Data Universal Numbering System (DUNS) number, grants.gov will not accept the Application submission. An Applicant must provide a copy of the submitted SF 424 as the cover page to the paper submission. Without this document, the Fund is unable to match the paper attachments with the electronic submission via grants.gov.

The Fund will allow two business days for an Applicant to submit the following items if missing or incomplete:

- IRS Documentation of the Applicant's EIN.
- Applicant Type Questionnaire.
- Emerging Native CDFI Eligibility Questionnaire.
- Environmental & Legal Certifications.
- Certification of Material Events Form.

Do not wait until the last minute to obtain EIN documentation. If the EIN documentation is missing from the initial submission of the paper attachments, the two days allowed by the Fund to submit the documentation may be insufficient time to obtain it from the IRS. It is always better to ensure that the initial Application submission contains all required items and documentation.

### ***MyCDFIFund Accounts***

The CDFI Fund is unable to process any Application submitted via grants.gov unless the Applicant has created a myCDFIFund account under the same EIN as the Applicant's grant.gov account. MyCDFIFund is the primary vehicle through which the CDFI Fund communicates with its awardees and applicants. It allows users to update contact information, including mailing and email addresses, as changes occur. MyCDFIFund, unlike grants.gov, is managed and controlled by the CDFI Fund. Data submitted through grants.gov does not automatically create a myCDFIFund account for an Applicant. An Applicant must establish a personal and organization account by clicking on "Log onto myCDFIFund" from the Fund's website at [www.cdfifund.gov](http://www.cdfifund.gov). All award decisions are communicated through emails listed in an Applicant's myCDFIFund account. Because an Applicant will be notified via e-mail, it is essential that the email addresses identified in the Applicant's myCDFIFund account are correct and current. If an Applicant's email system has a spam blocker function, please ensure that the Fund's main email addresses ([cdfihelp@cdfi.treas.gov](mailto:cdfihelp@cdfi.treas.gov), [cme@cdfi.treas.gov](mailto:cme@cdfi.treas.gov), [grantsmanagement@cdfi.treas.gov](mailto:grantsmanagement@cdfi.treas.gov)) are listed as acceptable sources. Otherwise, the award notification email may never be received.

### ***Paper Application Submission Request – Due by January 12, 2007***

If an Applicant lacks the information technology to complete and submit the Application via grants.gov, the Fund may allow it to submit the entire Application in paper. An Applicant must complete a "Request to Submit a Paper NACA Program Application" (available at [www.cdfifund.gov](http://www.cdfifund.gov)) and receive advance permission from the Fund to submit a paper Application. The Fund will not consider paper Applications received from an Applicant that did not receive advance permission from the Fund. Completed "Request to Submit a Paper NACA Program Application" can be submitted to the Fund via: (i) E-mail ([paper\\_request@cdfi.treas.gov](mailto:paper_request@cdfi.treas.gov) or [CDFIhelp@cdfi.treas.gov](mailto:CDFIhelp@cdfi.treas.gov)); or (ii) fax to the Fund's Chief Information Officer (CIO) at (202) 622-7754.

The Fund will not honor requests submitted via any other means. Requests must include the following information: the Applicant's name, the name and phone number of a contact person, a mailing address (a street address for courier or overnight service deliveries), and an explanation of why the Applicant cannot complete the electronic Application.

Requests to submit all paper Applications will be reviewed within two business days of receipt by the Fund. The Fund will not respond to requests for paper Applications that are received after 5:00 p.m. ET January 12, 2007. Requests received after 5:00 p.m. ET January 12, 2007 will not be reviewed and the Applicant must submit an electronic Application in order to be considered for funding.

## *Application Review and Awardee Selection Process*

- **Completeness and Eligibility Review:** After an Application is submitted, the Fund will determine whether it was submitted by the deadline and is complete. If the Application is determined to be complete, the Fund will then determine whether it meets the basic eligibility requirements described above. If the Application is found to be eligible, it will receive a two-part substantive review in accordance with the criteria and procedures described in the NOFA and this Application.
- **Phase-1 Review:** The Fund will evaluate the Application on a 100-point scale with certain points assigned for each of the five sections. A TA only Application is reviewed and scored by a single reviewer while an Application for FA is reviewed and scored initially by a team of three readers.
- **Compliance Review:** In the case of an Applicant that has a prior Award through any Fund program, after the three initial readers establish the base score, the Fund will deduct points for:
  - The Applicant's noncompliance with any active Award or Award that terminated in Calendar Year 2006 in meeting its performance goals, reporting deadlines, and other requirements set forth in any Assistance Agreement during the Applicant's two complete fiscal years prior to the Application deadline (generally FY 2005 and FY 2006).
  - The Applicant's failure to make timely loan payments to the Fund during the Applicant's two complete fiscal years prior to the Application deadline (if applicable).
  - Performance on any prior Assistance Agreement as part of the overall assessment of the Applicant's ability to carry out its CBP.
- **Follow-Up or Phase 2 Review:** After the compliance scoring, an Application will receive a Follow-Up Review (including an assessment of available Matching Funds) performed by a single reviewer (typically a Fund staff person). The Follow-Up Review is also referred to as the Phase-2 Review. An Applicant must receive a minimum score in each evaluation criteria to move forward for the follow-up review. The purpose of the Follow-Up Review is to determine the appropriate award amount based on the first phase readers' comments, score, and available Matching Funds. (For a TA only Applicant, the compliance scoring actually happens after the follow-up review.)

- As part of the Follow-Up Review, the Fund may contact the Applicant by telephone, e-mail, or through an on-site visit for the purpose of obtaining clarifying or confirming information to assist the Fund in its evaluation process. The Applicant should respond to any requests for additional information within the time parameters set by the Fund.
- **Application Ranking and Awardee Selection:** After the Follow-Up Review, the Fund will rank all Applicants by their scores, from highest to lowest, based on each Applicant's score in each of the five criteria categories added together. The Fund selects Awardees from the top of the ranking list until it runs out of available funds. The Fund ranks TA only Applicants separately from Applicants for FA.
- **Awardee Notification:** The Fund anticipates notifying an Applicant selected to receive an award by late September 2007. The Fund notifies an Applicant of award decisions (positive or negative) via e-mail to the designated Authorized Representative. If selected for an award, an Applicant must go to its myCDFIFund account to download and print a Notice of Award (which contains the general terms and conditions underlying the Fund's provision of assistance, including signing an Assistance Agreement). Only the Applicant's Account Administrator can access the Notice of Award. Because an Applicant will be notified via e-mail, it is essential that the Authorized Representative information in myCDFIFund is current. If an Applicant's e-mail system has a spam blocker function, please ensure that the Fund's main e-mail addresses ([cdfihelp@cdfi.treas.gov](mailto:cdfihelp@cdfi.treas.gov), [cme@cdfi.treas.gov](mailto:cme@cdfi.treas.gov), [grantsmanagement@cdfi.treas.gov](mailto:grantsmanagement@cdfi.treas.gov)) are listed as acceptable sources. Otherwise, the notification e-mail may never be received.

### **Organizations Not Selected for Funding**

The Fund generally rejects or declines an Application at one of three phases. First, at the Application deadline phase, the Fund will reject an Application if it is received late. Second, at the completeness and eligibility review phase, the Fund will reject an Application received on time – if it is found to be incomplete or ineligible. The Fund will notify an Applicant declined for one or both of these reasons via email usually within a month of the Application deadline. Third, at the Application review stage, the Fund may decline an Applicant that satisfies the eligibility and completeness requirements for substantive reasons (i.e., low position on the ranking list relative to available funds or a low score resulting from a poorly presented CBP). The Fund will notify an Applicant declined for substantive reasons via email after awards are announced (usually by late September).

### ***Award Closing and Reporting***

Upon notification, all Awardees must print, sign, and return the Notice of Award. Within several months, the Fund will contact the Awardee to begin the closing process, which includes entering into an Assistance Agreement. FA Awardees and Sponsoring Entities will enter into a 3-year Assistance Agreement and TA Awardees will enter into a 2-year Assistance Agreement. The Assistance Agreement is a contract that outlines the terms of the award including expectations for the Awardee to provide reports and remain in compliance. Once the Assistance Agreement has been signed, the Fund will authorize the award disbursement. The Fund disburses FA awards based on the Matching Funds documentation in-hand at the time of award closing. FA Awardees that do not have full Matching Funds in-hand at the time of closing may receive multiple disbursements. The Fund disburses TA awards in one lump sum upon closing.

The Fund will collect information, on at least an annual basis, from an Awardee during the applicable reporting period (two years for a TA Awardee and three years for an FA Awardee). Reporting requirements vary by type of Awardee and size of award. An Awardee is required to submit annual

reports related to, among other matters, its compliance with the performance goals and measures in narrative form and via an on-line Institution Level Report. An FA Awardee is required to report transaction level data annually via an on-line Transaction Level Report. An Awardee that is not a Sponsoring Entity (i.e., an Emerging Native CDFI or a Certified Native CDFI) is required to:

- Report annually on its Performance Goals and Measures and CAMEL ratings (as applicable) as set forth in the Assistance Agreement.
- Submit audited or reviewed financial statements.
- Submit such other information as the Fund may require, including loan level data.

The Fund reserves the right, in its sole discretion, to modify these reporting requirements if it determines it to be appropriate and necessary; however, such reporting requirements will be modified only after due notice to the Awardee.

## Contacting the CDFI Fund

The Fund will respond to questions between the hours of 9:00 a.m. and 5:00 p.m. ET, through January 25, 2007 (two business days prior to the Application due date). The Fund will not respond to inquiries received after 5:00 p.m. ET on January 25, 2007 until after the January 30, 2007 deadline.

### Navigating the CDFI Fund Website

To find the web page for the Fund’s Initiatives for Expanding Native Opportunity: from [www.cdfifund.gov](http://www.cdfifund.gov), click on **What We Do**, then click on **Overview of the Fund**, then on **Native Initiatives, includes the Native American CDFI Assistance (NACA) Program**.

**Contacting the Fund Regarding CDFI Certification:** The Fund will respond to questions and provide support concerning CDFI certification related to this NOFA between the hours of 9:00 a.m. and 5:00 p.m. ET, through January 25, 2007. The Fund will not respond to questions or provide support concerning CDFI certification, related to this NOFA, that are received after 5:00 p.m. ET on January 25, 2007, until after the deadline for submitting such Applications.

NOTE: These are not toll-free numbers.

<b>Main Office:</b>	(202) 622-8662 (202) 622-7754 (fax)	<a href="http://www.cdfifund.gov">www.cdfifund.gov</a>	General inquiries; phone numbers for individual Fund staff; access to myCDFIFund and program webpage.
<b>Program Support:</b>	(202) 622-6355	<a href="mailto:cdfihelp@cdfi.treas.gov">cdfihelp@cdfi.treas.gov</a>	CBP questions, how to complete tables, certification.
<b>Grants Management Support</b>	(202) 622-8226 (202) 622-9625 (fax)	<a href="mailto:grantsmanagement@cdfi.treas.gov">grantsmanagement@cdfi.treas.gov</a>	Application deadlines; Application submission requirements; completing the Signature Page; Questions regarding EIN Documentation, DUNS, disbursements, and Notices of Awards.
<b>Compliance and Monitoring Support</b>	(202) 622-8226 (202) 622-9625 (fax)	<a href="mailto:cme@cdfi.treas.gov">cme@cdfi.treas.gov</a>	Status of compliance with other awards including outstanding reports.
<b>IT Support</b>	(202) 622-2455	<a href="mailto:ithelpdesk@cdfi.treas.gov">ithelpdesk@cdfi.treas.gov</a>	Registering and creating accounts on myCDFIFund.

<b>Legal Support</b>	If you have questions or matters that you believe require response by the Fund's Office of Legal Counsel, please refer to the document titled "How to Request a Legal Review" on the Fund's web site at <a href="http://www.cdfifund.gov">www.cdfifund.gov</a> .
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## Application Checklist

Application Component	Prepare In...	Submit via...	TA Only Applicant vs. FA Applicant
Standard Form (SF) 424	grants.gov online Form	grants.gov and mail to BPD	<b>Both TA Only Applicant and FA Applicant:</b> – Complete form online and send hard copy to BPD as cover page to paper attachments.
Documentation of EIN	paper	mail to BPD	<b>Both TA Only Applicant and FA Applicant:</b> – Documentation from the IRS that they have their own unique EIN.
Environmental Review Form 501 (c)(4) Certification Assurances and Certifications	MS Word Template	grants.gov upload under Attachments	<b>Both TA Only Applicant and FA Applicant:</b> – Environmental Review Form and the 501(c)(4) Certification (if applicable): Complete MS Word Templates. – Assurances and Certifications: Electronic Signature on the SF 424 certifies this form – it is not necessary to submit a separate copy.
Applicant Type Questionnaire	MS Word Template	grants.gov upload under Attachments	<b>Both TA Only Applicant and FA Applicant:</b> – Complete MS Word template.
Emerging Native CDFI Eligibility Questionnaire	MS Word Template	grants.gov upload under Attachments	<b>FA Applicant:</b> – Not Applicable – FA Applicants must already be certified or submit a Certification Application by the Application deadline of January 30, 2007. <b>TA Only Applicant:</b> – If not certified as a CDFI: Complete in MS Word.
Certification of Material Events Form	MS Word Template	fax to Grants Manager	<b>FA Applicant:</b> – This form is required for certified Applicants or Applicants submitting a Certification Application. <b>TA Applicant:</b> – Not Applicable – Unless certified or seeking certification.
Comprehensive Business Plan (Narrative)	MS Word Template	grants.gov upload under Attachments	<b>Both TA Only Applicant and FA Applicant:</b> – Complete MS Word template.
Application Charts Excel Workbook	MS Excel Template	grants.gov upload under Attachments	<b>Both TA Only Applicant and FA Applicant:</b> – Complete all applicable charts in the Excel Workbook.
Matching Funds Documentation	paper	mail to BPD	<b>TA Only Applicant:</b> – Not Applicable – TA awards do not require Matching Funds. <b>FA Applicant:</b> – Mail original and four copies of Matching Funds documentation to BPD address above.
Financial Statements	paper	mail to BPD	<b>Both TA Only Applicant and FA Applicant:</b> – Mail originals and four copies to BPD address above.
Organizational Chart & Resumes	paper	mail to BPD	<b>Both TA Only Applicant and FA Applicant:</b> – Mail originals and four copies to BPD address above.
Scope of Work Statements	paper	mail to BPD	<b>TA Applicant (Professional Service Costs Only):</b> – Mail originals and four copies to BPD address above.

# SECTION I: CERTIFICATIONS AND ELIGIBILITY FORMS

## Who Must Complete This Section?

- ALL APPLICANTS

## Is There Anything In This Section That Will Cause My Application To Be Rejected Immediately If I Miss It?

- Failure to submit required forms.
- Failure to establish a MyCDFIFund Account Prior to Application deadline.
- Failure to submit required SF-424 and paper attachments to BPD by established deadline.

## Things To Note:

- A DUNS number is required for every Applicant seeking any Federal assistance – including an award from the Fund. To obtain this number, call 1-866-705-5711 or visit [www.DNB.com](http://www.DNB.com). The Fund’s website also includes additional guidance on obtaining a DUNS.
  - Remember to list your Affiliates. A definition of Affiliate can be found in the Eligibility section.
  - An Applicant with a 501(c)(4) designation must complete the “501(c)(4) Questionnaire.” 501(c)(4) organizations that engaged in lobbying activities on or after January 1, 1996 are ineligible for an award.
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# Environmental Review Form

Applicant Name: \_\_\_\_\_

The Fund’s environmental review requirements are set forth in 12 CFR Part 1815. The Applicant should review such regulations carefully before completing this section. In order to assure compliance with those regulations and other requirements related to the environment, the Applicant shall provide the following information:

YES	NO
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1. Are there any actions proposed in the Application that do not constitute a “categorical exclusion” as defined in 12 CFR 1815.110?
  - If YES, would any of these actions normally require an environmental impact statement (see 12 CFR 1815.108)?
  
2. Are there any activities proposed in the Application that involve:
  - (a) Historical or archeological sites listed on the National Register of Historic Places or that may be eligible for such listing?
  - (b) Wilderness areas designated or proposed under the Wilderness Act?
  - (c) Wild or scenic rivers proposed or listed under the Wild and Scenic Rivers Act?
  - (d) Critical habitats of endangered or threatened species?
  - (e) Natural landmarks listed on the National Registry of Natural Landmarks?
  - (f) Coastal barrier resource systems?
  - (g) Coastal Zone Management Areas?
  - (h) Sole Source Aquifer Recharge Areas designated by EPA?
  - (i) Wetlands?
  - (j) Flood plains?
  - (k) Prime and unique farmland?
  - (l) Properties listed or under consideration for listing on the Environmental Protection Agency’s List of Violating Facilities?

If YES to any of the above questions, attach a detailed description of each action, clearly identifying the category in which the action falls.

**NOTIFICATION**

As stated in 12 CFR 1815.105, if the Fund determines that the Application proposes actions which require an environmental assessment or an environmental impact statement, any approval and funding of the Application will be contingent upon:

1. The Applicant supplying to the Fund all information necessary for the Fund to perform or have performed any required environmental review;
2. The Applicant not using any Fund Financial Assistance to perform any of the proposed actions in the Application requiring an environmental review until approval is received from the Fund; and
3. The outcome of the required environmental review.

In addition, as stated in 12 CFR 1815.106, if the Fund determines that an Application, or any part thereof, is not sufficiently definite to perform a meaningful environmental review prior to approval of the Application, final approval and funding of the Application shall require supplemental environmental review prior to the taking of any action directly using Fund Financial Assistance for any action that is not a categorical exclusion.

## Assurances and Certifications

Signing the SF-424 certifies that the Applicant will comply with the Assurances and Certifications listed below if an award is made. Certain of these Assurances and Certifications may not be applicable to the Applicant. An Applicant may not modify any of the Assurances and Certifications.

### A. Standard Form 424B: Assurances -- Non-Construction Programs

As the duly authorized representative of the Applicant, I certify that the Applicant:

1. Has the legal authority to apply for Federal assistance, and the institutional, managerial and financial capability (including funds sufficient to pay the non-Federal share of project costs) to ensure proper planning, management and completion of the project described in this Application.
2. Will give the awarding agency, the Comptroller General of the United States, and if appropriate, the State, through any authorized representative, access to and the right to examine all records, books, papers, or documents related to the award; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.
3. Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.
4. Will initiate and complete the work (activities in Application) within the applicable time frame after receipt of approval of the awarding agency.
5. Will comply with the Intergovernmental Personnel Act of 1970 (42 U.S.C. 4728-4763) relating to prescribed standards for merit systems for programs funded under one of the nineteen statutes or regulations specifies in Appendix A of OPM's Standards for a Merit System of Personnel Administration (5 CFR 900, Subpart F).
6. Will comply with all Federal statutes relating to nondiscrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L.88-352) which prohibits discrimination on the basis of race, color or national origin; (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C.1681-1683, 1685-1686), which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C.794), which prohibits discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C.6101-6107), which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L.91-616), as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; (g) Sections 523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. 290 dd-3 and 290 ee-3), as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of 1968 (42 U.S.C.3601 et seq.), as amended, relating to nondiscrimination in the sale, rental or financing of housing; (i) any other nondiscrimination provisions in the specific statute(s) under which Application for Federal assistance is being made; and (j) the requirements of any other nondiscrimination statutes which may apply to the Application.
7. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provide for fair and equitable treatment of persons displaced or whose property is acquired as a result of Federal or federally assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of Federal participation in purchases.
8. Will comply with the provisions of the Hatch Act (5 U.S.C.1501-1508 & 7324-7328) which limit the political activities of employees whose principal employment activities are funded in whole or in part with Federal funds.
9. Will comply, as applicable, with the provisions of the Davis-Bacon Act (40 U.S.C. 276a to 276a-7), the Copeland Act (40 U.S.C. 276c and 18 U.S.C. 874), and the Contract Work Hours and Safety Standards Act (40 U.S.C. 327-333), regarding labor standards for federally assisted construction subagreements.
10. Will comply, if applicable, with flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is \$10,000 or more.
11. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the National Environmental Policy Act of 1969 (P.L.91-190) and Executive Order 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved State management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. 1451et seq.); (f) conformity of Federal actions to State Implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. 7401 et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended, (P.L.93-523); and (h) protection of endangered species under the Endangered Species Act of 1973, as amended, (P.L.93-205).
12. Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. 1271 et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
13. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. 470), EO 11593 (identification and protection of historic properties), and the Archaeological and Historic Preservation Act of 1974 (16 U.S.C. 469a-1 et seq.).
14. Will comply with P.L. 93-348 regarding the protection of human subjects involved in research, development, and related activities supported by this award of assistance.
15. Will comply with the Laboratory Animal Welfare Act of 1966 (P.L. 89-544, as amended, 7 U.S.C. 2131 et seq.) pertaining to the care, handling, and treatment of warm blooded animals held for research, teaching, or other activities supported by this award of assistance.
16. Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. 4801 et seq.) which prohibits the use of lead based paint in construction or rehabilitation of residence structures.
17. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act of 1984.
18. Will comply with all applicable requirements of all other Federal laws, executive orders, regulations and policies governing this program.

### B. Additional Certifications

1. In addition to the assurances and certifications provided by the Applicant pursuant to OMB Standard Form 424B, the Applicant hereby assures and certifies that:

19. It is duly organized and validly existing under the laws of the jurisdiction in which it was incorporated or otherwise established, and is (or within 30 days will be) authorized to do business in any jurisdiction in which it proposes to undertake activities specified in this Application;
  20. Its Board of Directors (or similar governing body) has by proper resolution or similar action authorized the filing of this Application, including all understandings and assurances contained herein, and directed and authorized the person identified as the authorized representative of the Applicant to act in connection with this Application and to provide such additional information as may be required;
  21. It will comply with all applicable requirements of the Community Development Banking and Financial Institutions Act of 1994 (the Act) [12 U.S.C. 4701 et seq.], regulations implementing the Act and all other applicable Department of the Treasury regulations and implementing procedures (and any regulations or procedures which are later promulgated to supplement or replace them);
  22. It will comply, as applicable and appropriate, with the requirements of OMB Circulars (e.g., A-110 and A-133) and any regulations and circulars which are later promulgated to supplement or replace them, including standards for fund control and accountability;
  23. It has not knowingly and willfully made or used a document or writing containing any false, fictitious or fraudulent statement or entry as part of this Application or any related document, correspondence or communication. (The Applicant and its authorized representative should be aware that, under 18 U.S.C. 1001, whoever knowingly and willfully makes or uses such document or writing shall be fined or imprisoned for not more than five years, or both); and
  24. The information in this Application, and in these assurances and certifications in support of the Application, is true and correct to the best of the Applicant's knowledge and belief and the filing of this Application has been duly authorized.
- C. Certification Regarding Debarment, Suspension, and Other Responsibility Matters -- Primary Covered Transactions: Instructions for Certification**
1. By signing and submitting this Application, the prospective primary participant (the Applicant) is providing the certification set out below.
  2. The inability of a person to provide the certification required below will not necessarily result in the denial of participation in this covered transaction. The prospective Applicant shall submit an explanation of why it cannot provide the certification set out below. The certification or explanation will be considered in connection with the Fund's determination whether to enter into this transaction (approval and funding of the Application). However, failure of the Applicant to furnish a certification or an explanation shall disqualify such person from participation in this transaction.
  3. This certification is a material representation of fact upon which reliance is placed when the Fund determines to enter into this transaction. If it is later determined that the Applicant knowingly rendered an erroneous certification, in addition to other remedies available to the Federal Government, the Fund may terminate this transaction for cause or default.
  4. The Applicant shall provide immediate written notice to the Fund if at any time the Applicant learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
  5. The terms "covered transactions," "debarred," "suspended," "ineligible," "lower tier covered transaction," "participant," "person," "primary covered transaction," "principal," "proposal", and "voluntarily excluded," as used in this clause (certification), have the meanings set out in the Definitions and Coverage sections of the rules implementing Executive Order 12549. You may contact the Fund for assistance in obtaining a copy of those regulations (31 CFR part 19).
- D. Certification Regarding Debarment, Suspension, and Other Responsibility Matters -- Primary Covered Transactions**
1. The prospective primary participant (the Applicant) certifies to the best of its knowledge and belief, that it and its principals:
    - (a) are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;
    - (b) have not within a three-year period preceding this Application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
    - (c) are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in paragraph (1)(b) of this certification; and
    - (d) Have not within a three-year period preceding this Application had one or more public transactions (Federal, State or local) terminated for cause or default.
  2. Where the Applicant is unable to certify to any of the statements in this certification, such Applicant shall attach an explanation to this proposal.
- E. Certification Regarding Drug-Free Workplace Requirements**
1. The Applicant certifies that it will provide a drug-free workplace by:

- (a) publishing a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the Applicant's workplace and specifying the actions that will be taken against employee for violations of such prohibition;
  - (b) establishing a drug-free awareness program to inform employees about:
    - (i) the dangers of drug abuse in the workplace; the Applicant's policy of maintaining a drug-free workplace;
    - (ii) any available drug counseling, rehabilitation, and employee assistance program;
    - (ii) the penalties that may be imposed upon employees for drug abuse violations occurring in the workplace making it a requirement that each employee to be engaged in the performance of the award be given a copy of the statement required by subparagraph (a);
  - (c) notifying the employee in the statement required by subparagraph (a) that, as a condition of employment in such grant, the employee will:
    - (i) abide by the terms of the statement; and
    - (ii) notify the employer of any criminal drug use statute conviction for a violation occurring in the workplace no later than five calendar days after such conviction;
  - (d) notifying the granting agency in writing, within ten calendar days after receiving notice of a conviction under subparagraph (d) (ii) from an employee or otherwise receiving actual notice of such conviction;
  - (e) taking one of the following actions, within 30 days of receiving notice under subparagraph (d)(ii), with respect to any employee who is so convicted:
    - (i) taking appropriate personnel action against such an employee, up to and including termination, consistent with the requirements of the Rehabilitation Act of 1973, as amended; or
    - (ii) requiring such employee to participate satisfactorily in a drug abuse assistance or rehabilitation program approved for such purposes by a Federal, State, or local health, law enforcement, or other appropriate agency; and
    - (iii) making a good faith effort to continue to maintain a drug-free workplace through implementation of subparagraphs (a), (b), (c), (d), (e), and (f).
3. The Applicant may insert in the space provided below the site(s) for the performance of work (activities carried out by the Applicant) to be done in connection with the award (Place of Performance (Street Address, City, County, State and zip Code)): Not Applicable
- F. Certification Regarding Lobbying**
1. The Applicant certifies, to the best of its knowledge and belief, that:
- (a) No Federal appropriated funds have been paid or will be paid, by or on behalf of the Applicant, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement;
  - (b) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Application, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions; and
  - (c) The Applicant shall require that the language of this certification be included in the award documents for all subawards of all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.
2. This certification is a material representation of fact upon which reliance is placed when this transaction is made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

## 501(C)(4) Questionnaire

This questionnaire is necessary for the Fund to determine whether an Applicant with a 501(c)(4) designation from the IRS is eligible to receive an award from the Fund (see 12 C.F.R. § 1805.200(a)(3)). Please read all definitions before responding to the questions and continue to refer to such definitions in responding to this questionnaire. If the answer to any question is yes, please describe in detail the facts and circumstances, subject matter, date(s), names and titles of all individuals and their employers and their organizations on a separate sheet(s) of paper. The Fund reserves the right to seek follow-up responses from an Applicant. Failure to complete this questionnaire and, if applicable, respond timely to follow-up questions, will delay the Fund’s processing of the Application, and may result in the disqualification of the Application from further consideration. After submitting responses to this questionnaire, the Applicant is under a continuing obligation to: (1) supplement its responses upon a change in circumstances; and (2) revise or modify its responses within 10 business days of having actual or constructive knowledge that the responses previously submitted and certified are no longer complete, accurate, or true. You may call the Fund’s Office of Legal Counsel at (202) 622-8662 if you have any questions about this form. Scope: The scope of this questionnaire is limited to activities on or after January 1, 1996.

### Questions

Has any officer, employee, director, partner, proprietor, or board member contacted <sup>1</sup> a Covered Executive Branch Official <sup>2</sup> with regard to the formulation, modification, or adoption of Federal legislation (including legislative proposals)	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has any officer, employee, director, partner, proprietor, or board member contacted a Covered Executive Branch Official with regard to the formulation, modification, or adoption of a Federal rule, regulation, Executive Order, or any other program, policy, or position of the United States Government?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has any officer, employee, director, partner, proprietor, or Board member contacted a Covered Executive Branch Official with regard to the administration or execution of a Federal program or policy (including the negotiation, award, or administration or a Federal contract, grant, loan, permit, or license)?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has any officer, employee, director, partner, proprietor, or Board member contacted a Covered Executive Branch Official with regard to the nomination or confirmation of a person for a position subject to confirmation by the United States Senate?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has any officer, employee, director, partner, proprietor, or Board member engaged in efforts supporting and coordinating the contact by others of a Covered Executive Branch Official including preparation and planning activities, research and other background work that was intended, at the time performed, for a purpose described in Questions 1-4?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has any officer, employee, director, partner, proprietor, or Board member contacted a Covered Executive Branch Official with regard to the formulation, modification, or adoption of Federal legislation (including legislative proposals)?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has any officer, employee, director, partner, proprietor, or Board member contacted a Covered Executive Branch Official with regard to the formulation, modification, or adoption of a Federal rule, regulation, Executive Order, or any other program, policy, or position of the United States Government?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has any officer employee, director, partner, proprietor, or Board member contacted a Covered Executive Branch Official with regard to the administration or execution of a Federal program or policy (including the negotiation, award, or administration of a Federal contract, grant, loan, permit, or license)?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has any officer, employee, director, partner, proprietor, or Board member contacted a Covered Executive Branch Official with regard to the nomination or confirmation of a person for a position subject to confirmation by the United States Senate?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has any officer, employee, director, partner, proprietor, or Board member engaged in efforts supporting and coordinating the contact by others of a Covered Legislative Branch Official <sup>3</sup> including preparation and planning activities, research and other background work that was intended, at the time performed, for a purpose described in Questions 6-9?	<input type="checkbox"/> Yes <input type="checkbox"/> No

### Signature

Signing the Signature Page certifies that the answers to this Questionnaire and the written explanations attached thereto are true, accurate, and complete to the best of its information, knowledge, and belief and that, since January 1, 1996, the Applicant has not engaged in Lobbying Activities as defined in Section 3(7) of the Lobbying Disclosure Act of 1995, P.L. 104-65, as amended.

<sup>1</sup>“Contacted” means any oral or written communication including an electronic communication.

<sup>2</sup>“Covered executive branch official” means: (a) the President; (b) the Vice President; (c) any officer or employee, or any other individual functioning in the capacity of such an officer or employee, in the Executive Office of the President; (d) any officer or employee serving in an Executive Level I-V position, a “Schedule C” position, or any official in a Senior Executive Service position; (e) any member of the uniformed services serving at grade 0-7 or above; or (f) any officer or employee serving in a position of a confidential, policy-determining, policy-making, or policy-advocating character.

<sup>3</sup>“Covered legislative branch official” means: (a) a member of Congress; (b) an elected officer of either House of Congress; and (c) any employee of the House or Senate, including employees of Members, committees, leadership and working groups or caucuses organized to provide legislative services or other assistance to Members of Congress.

## Applicant Type Questionnaire

**- ALL APPLICANTS MUST COMPLETE THIS PART -**

<p><b>1. Are 50% or more of the Applicant’s activities directed toward a Native Community (i.e., Indian Reservation, Alaska Native Village, or Hawaiian Home Land; or Native American, Alaska Native, or Native Hawaiian individuals, families, or businesses)?</b></p> <p>If YES, attach a narrative describing how the Applicant verifies that its activities are so targeted. (Suggested length: up to ½ page.) ➔ <b>Proceed to Question 2</b></p> <p>If NO, <b>the Applicant is ineligible to apply for the NACA Program.</b></p>	<input type="checkbox"/> Yes <input type="checkbox"/> No
<p><b>2. Is the Applicant a Certified Native CDFI?</b></p> <p>If YES, the Applicant is Type 1 Applicant (Certified Native CDFI and is eligible to apply for TA and FA.</p> <p style="padding-left: 20px;">~ Required Eligibility Materials: Signed Certification of Material Events.</p> <p>If NO, ➔ <b>proceed to Question 3</b></p>	<input type="checkbox"/> Yes <input type="checkbox"/> No
<p><b>3. Does the Applicant currently meet all six certification tests and:</b></p> <p><input type="checkbox"/> Did it submit Certification Application by January 30, 2007; or</p> <p><input type="checkbox"/> Does it have a CDFI Certification Application pending with the Fund?</p> <p>If YES to either of the above questions, the Applicant is Type 1 Applicant (Certifiable Native CDFI) and is eligible to apply for both TA and FA.</p> <p style="padding-left: 20px;">~ Required Eligibility Materials: CDFI certification Application.</p> <p>If NO, ➔ <b>proceed to Question 4</b></p>	<input type="checkbox"/> Yes <input type="checkbox"/> No
<p><b>4. Is the Applicant in existence legally (incorporated or chartered) and planning to seek certification <u>for itself</u> within a reasonable timeframe (generally within two years of receiving an award)?</b></p> <p>If YES, the Applicant is Type 2 Applicant (Emerging Native CDFI and is eligible to apply for TA - and is ineligible to receive FA. ➔ <b>Proceed to Emerging Native CDFI Questionnaire.</b></p> <p style="padding-left: 20px;">~ Required Eligibility Materials: Emerging Native CDFI Eligibility Questionnaire.</p> <p>If NO, ➔ <b>proceed to Question 5</b></p>	<input type="checkbox"/> Yes <input type="checkbox"/> No
<p><b>5. Does the Applicant plan to form a separate legal entity within three years of receiving an award that will Primarily Serve a Native Community and become certified within a reasonable timeframe?</b></p> <p>If YES, the Applicant is a Type 3 Applicant (Sponsoring Entity) and is eligible to apply for TA.</p> <p style="padding-left: 20px;">➔ <b>Proceed to Section IV, CBP.</b></p> <p style="padding-left: 20px;">~ Required Eligibility Materials: Part 1 of the Eligibility Form</p> <p><b>If NO to Questions 1 - 5, the organization is ineligible to apply to the NACA Program.</b></p>	<input type="checkbox"/> Yes <input type="checkbox"/> No



## Emerging Native CDFI Eligibility Questionnaire

The Applicant will use the MS Word template provided in the Application documents available from grants.gov to address each certification requirement. The narrative responses must demonstrate that the Applicant currently meets or has a viable plan to meet (including any requested TA) each certification requirement within a reasonable timeframe (generally within two years of signing the assistance agreement). For purposes of this questionnaire, assume that the Applicant will be certified as a CDFI by December 31, 2009. The Fund will assess the reasonableness of the plan to become certified – taking into account any requested TA. For example, if the Applicant does not meet the Financing Entity requirement because it has yet to start lending, it might describe using TA to hire a consultant to develop underwriting policies and procedures to support its ability to start lending.

The Fund will not provide an opportunity for an Applicant to submit information not included in the questionnaire. The Fund will not consider attachments other than the Governing Board list requested in the Accountability section. Do not submit copies of annual reports, articles of incorporation, or other documents to support this eligibility section, as they will not be reviewed.

### CDFI Certification Requirements

To be certified as a CDFI, an organization must be a legal entity, and must meet the following certification requirements, as detailed in the CDFI Program Regulations:

1. The organization has a Primary Mission of promoting community development;
2. The organization is a Financing Entity;
3. The organization principally serves one or more Target Market;
4. The organization provides Development Services in conjunction with its financing activities;
5. The organization maintains Accountability to its defined Target Market; and
6. The organization is a Non-Governmental Entity and is not controlled by one or more governmental entities.

**Special Requirement for IDIs, DIHCs, and Affiliates:** Insured Depository Institutions (IDIs), Depository Institution Holding Companies (DIHCs), and Subsidiaries or Affiliates of IDIs or DIHCs must demonstrate that they individually and collectively with any Affiliates and Subsidiaries meet each of the six certification requirements.

The following pages contain guidance on the contents of the narratives according to whether the Applicant meets the requirement or not). Each narrative must demonstrate that the Applicant either currently meets or has a reasonable plan to meet (including any requested TA) each certification requirement by December 31, 2009. The Fund will assess the reasonableness of the plan to become certified – taking into account any requested TA. The CDFI Certification Eligibility narrative(s) must be entirely self-supporting. In determining whether the narrative(s) demonstrate a reasonable plan to be certified by December 31, 2009, the Fund reviewers will not:

- Consider materials or information contained in other sections of this Application such as the Comprehensive Business Plan or Application Charts;
- Provide an opportunity for an Applicant to subsequently submit information;
- Contact an Applicant for clarification of its responses; or
- Consider attachments (e.g., copies of annual reports, articles of incorporation) other than the Governing Board list requested in the Accountability section.

For details on the requirements to become a CDFI refer to the CDFI Program Regulation and CDFI Certification Application available from the Fund’s website.

**CDFI Certification Eligibility Checklist**

Use the checklist below to identify which certification requirements the Applicant currently meets. If the Applicant cannot answer affirmatively in either column, then it is not considered eligible and should not proceed with the Application.

CDFI Certification Eligibility Checklist	Currently Meets	Will Meet by 12/31/09
<p><b>Primary Mission:</b> The Applicant’s activities are purposefully directed toward improving the social or economic conditions of underserved people or residents of distressed communities.</p>		
<p><b>Financing Entity:</b> The Applicant’s predominant business activity is the provision, in arms-length transactions, of Financial Products, and/or other similar financing.</p>		
<p><b>Target Market:</b> The Applicant has identified and serves an eligible Target Market. At least 60% of the Applicant’s activities are provided to its designated Target Market(s).</p>		
<p><b>Development Services:</b> The Applicant provides Development Services (e.g., training to customers) in conjunction with its Financial Products.</p>		
<p><b>Accountability:</b> The Applicant maintains accountability to its Target Market through representation on its Governing Board or otherwise.</p>		
<p><b>Non-Government Entity:</b> The Applicant is not an agency or instrumentality of the United States, or any State or political subdivision thereof. The Applicant demonstrates that it is not Controlled by any governmental entity.</p>		

**Primary Mission Requirement**

A CDFI must have a primary mission of promoting community development. The Fund will consider whether the activities of the Applicant are purposefully directed toward improving the social and/or economic conditions of underserved people and/or residents of economically distressed communities. Generally, the Fund will consider an entity to meet the Primary Mission requirement if its mission or purpose specifically reference “distressed communities,” “low-income” individuals, “underserved” individuals, or similar statement that clearly indicates that the organization primarily serves distressed or underserved communities and/or populations.

**Does Not Meet the Primary Mission Requirement**

If the Applicant’s organizational documents do not reference a primary mission of community development, provide a narrative describing the Applicant’s plan (including requested TA) and timeframe for meeting this requirement. Make sure that the timeline addresses if the Governing Board or other body must approve any changes or amendments to an entity’s organizing documents.

**Meets the Primary Mission Requirement**

Provide a narrative summarizing the Applicant’s primary purpose or mission as stated in its signed, Governing Board-approved incorporating documents, bylaws, annual reports, or other organizational documents. Identify the exact document(s) and date of filing, if applicable, of the document(s) cited.

- Example: ABC Loan Fund’s Articles of Incorporation were filed with the State of Delaware on 9/2/98. The articles include a “Purpose” section that states “The Corporation’s purpose is to provide micro loans to low-income residents of Delaware.” That same mission is included on our marketing materials and most recent annual report.

- **Special Provision for Credit Unions.** The Fund will consider a credit union that has been designated by the National Credit Union Administration to be a Low-Income Credit Union to meet the Primary Mission requirement.

## **Financing Entity Requirement**

A CDFI's predominant business activity must be the provision, in Arms-Length Transactions, of Financial Products and/or other similar financing. Due to their status as regulated financial institutions, IDIs, DIHCs and Insured Credit Unions will automatically be determined to meet the Financing Entity requirement. A non-Regulated Applicant must demonstrate four things to meet the Financing Entity requirement:

- The Applicant uses its own funds to provide Financial Products to non-Affiliates;
- The majority or plurality of its assets are dedicated to providing Financial Products and/or other similar financing;
- The majority or plurality of its staff time is dedicated to providing Financial Products, Development Services, and/or other similar financing; and
- The Applicant maintains sufficient capital to support its financing activities for at least three months.

### **Does Not Meet the Financing Entity Requirement**

Provide a narrative explaining the Applicant's plan (including any requested TA) to meet each requirement by December 31, 2009. Describe the specific requirement(s) the Applicant currently does not meet, specific actions to be taken, and a projected time line for completion.

- Example: Our 2005 Financial Statements demonstrate that less than 50% of assets are dedicated to financing activities. We plan to raise \$500,000 in loan capital by January 2007. This new infusion of cash would increase our total eligible assets to meet the 50% rule. In addition, our staff resources are currently predominantly dedicated to our real estate activities, not our financing activities. We expect to transfer the real estate assets and activities to our subsidiary within the next six months. We would then have 100% of staff time dedicated to providing Financial Products and Development Services.

### **Meets the Financing Entity Requirement**

IDIs, DIHCs, and ICUs must identify themselves as such. Any other Applicant must provide brief statements addressing the four areas below:

1. **Providing Financing to Non-Affiliated Parties.** Briefly describe the Financial Products the Applicant provides and the users of such products. The intent of this section is to determine that the Applicant's transactions are Arms-Length, not to evaluate the affordability of the Financial Products, so details about the financing terms are not needed here.
  - Example: Ace CDC provides microenterprise loans to individual entrepreneurs who have no affiliation with the Applicant.
2. **Assets Dedicated to Financing Activity.** Based on the Applicant's most recent Financial Statements, state the percentage of Total Assets that Financial Products (or other similar financing) represent and the percentage dedicated to the provision of Development Services? For example:

Balance Sheet Line Item	Total Amount	Eligible Amount	Eligible %	Explanation
Cash & Cash equivalents	\$80,000	\$20,000	25%	Total cash (\$80,000) less three months operating reserves (\$60,000) can be used for lending.
Loans Outstanding	\$500,000	\$350,000	70%	\$500,000 consists of loans to small businesses (\$350,000 / 70%) and loans to subsidiaries (\$150,000 / 30%), which are not eligible.
Total Eligible Assets	\$580,000	\$370,000	64%	Eligible assets equal 64% (\$370,000) of total assets (\$580,000) appearing on our FY2005 balance sheet.

3. **Staff Dedicated to CDFI Financing Activity.** List staff and describe their responsibilities related to providing Financial Products (and other financing) and Development Services. If the Applicant does not have its own staff or relies on consultants to supplement its staff resources, list these individuals in the table, identify them as non-staff, and explain their relationship (e.g., Affiliate staff or consultant). Include the percentage of staff time devoted to providing financing activities for the Applicant. For example:

Name and Title	CDFI Activity	Job Description and Time Commitment
John Daniels, Executive Director	Financing and DS	Spends 50% of staff time on non-financing activity and 50% on financing activity including oversight, management and fundraising.
John Doe, Loan Manager	Financing	Spends 100% of time on financing including Financial Product development and marketing, supervising loan officers, and underwriting and closing loans.
Jane Smith, Business Development Manager	DS	Spends 50% of staff time on non-financing activity and 50% on DS as follows: financial counseling to clients and teaching small business workshops.
Loan officers: Ann Lee, John Taylor, Susan Jones	Financing	Three staff spend 100% of time on financing activity marketing loan products, underwriting and closing loans.
Andrew Johnson, Real Estate Analyst	N / A	Spends 100% of his staff time on the organization's non-financing activity: real estate development.
Of the 7 full-time staff listed above, five full-time equivalents or 71% are dedicated to the Applicant's financing entity related activity.		

4. **Sufficient Capital.** To demonstrate that the Applicant maintains adequate funds to support its financing activities for at least three months (one quarter):
- State the average three-month number and dollar amount of financing transactions provided by the Applicant based on its most recent fiscal year (e.g., annual activity ÷ 4 months).
  - State the amount of liquid assets available for financing activities based on the Applicant's most recent Financial Statement. Liquid assets include cash and cash equivalents appearing on the balance sheet or amounts available to draw from a line of credit. For example:

<b>The following entries from our balance sheet make up our liquid assets:</b>	
Cash and cash equivalents:	\$20,000
Money Market Accounts:	\$60,000
Total Liquid Assets:	\$70,000
In FY2005 our loan closings averaged \$50,000 per quarter and our operating expenses averaged \$40,000 per quarter. Based on these FY2005 figures, we needed \$90,000 in liquid funds to cover both financing and operating expenses for the first three months of FY2006. While the balance sheet assets were \$20,000 short of our needs, we do have ready access to additional funds. In November 2005 we partnered with ABC Bank to establish an \$800,000 line of credit. This line of credit is restricted to CDFI eligible financing activity.	

## **Target Market Requirement**

A CDFI must principally serve an eligible Target Market. The Target Market must meet the Fund's eligibility criteria and the Applicant must demonstrate that it directs at least 60% of its activities to that Target Market. An eligible Target Market may consist of a combination of one or more eligible Investment Areas, Low-Income Targeted Populations, or Other Targeted Populations.

### **Does Not Meet the Target Market Requirement**

Provide a narrative explaining the strategy (including any requested TA) for meeting the Target Market requirement within the required timeframe. Also, identify each Target Market the Applicant plans to designate and describe the Applicant's strategy for directing at least 60% of its activities to the qualifying Target Market within the required timeframe. Include a timeline and specific action items.

### **Meets the Target Market Requirement**

For each designated Target Market address the following:

- **Investment Areas**: Use the Fund's online mapping system (CIMS) to identify eligible Investment Areas. Provide a narrative description of the identified Investment Areas. Please save these Investment Areas to the Applicant's myCDFIFund account as the Fund may ask to verify this information.
  - Example: ABC Loan Fund serves a Target Market made up of 55 Investment Areas in New York City.
- **Low-Income Targeted Population (LITP)**: Identify geographic service area from which the LITP is drawn (i.e., city, county, or state).
  - Example: ABC Loan Fund's Target Market consists of an LITP in Johnson County, Georgia.
- **Other Targeted Population (OTP)**: Identify each designated OTP and geographic service area from which the OTP is drawn (i.e., city, county, or state). Describe how the designated OTP lacks access to credit or capital in the designated geographic service area because of reasons unrelated to their investment or credit-worthiness. An Applicant may reference recent (within five years) studies, surveys, etc. conducted by non-affiliated entities as long as the study, survey, etc. was performed for the designated OTP in the designated service area.
  - Example: ABC Loan Fund is serving a Target Market consisting of women living in Ohio. A June 2004 study by the Ohio Women's Business Center described how only 20% of female loan applicants with qualifying credit scores were approved for business loans at traditional lending institutions while 50% of their male counterparts, with the same or similar credit scores, were approved for business loans.
  - The "lacks access to credit" description is not required for the following OTPs: African-Americans (Blacks), Alaska Natives residing in Alaska, Hispanics (Latinos), Native Americans, Native Hawaiians residing in Hawaii, Other Pacific Islanders residing in the Pacific Islands.
- Using the Applicant's most recently completed fiscal year of the activity, identify the percentage of the Financial Products and Development Services provided to each component of the identified Target.
  - Example: ABC Loan Fund made 100 loans in FY2004, 70 of those were to women borrowers, and therefore 70% of our activity was provided to our Target Market.

## **Development Services Requirement**

The Applicant must provide Development Services in conjunction with its Financial Products. Development Services are training or technical assistance that helps to prepare borrowers/investees for a CDFI's Financial Products, and may include: individual credit counseling; homebuyer education classes; business mentoring services; or construction financing advisory services. Development Services may be provided by the CDFI directly, through an Affiliate, or through a contract with another provider.

### **Does Not Meet the Development Services Requirement**

If the Applicant does not currently meet the requirements for this section, provide a narrative explaining the strategy (including any requested TA) for meeting the Development Services requirement within the required time. Include a timeline and specific action items.

### **Meets the Development Services Requirement**

Describe the Development Services that the Applicant provides. Explain the relationship between the Development Services and the Financial Products the Applicant provides (e.g., are borrowers required to receive Development Services prior to receiving the Applicant's loans?).

- Example: ABC Loan Fund's monthly class called "Getting a Loan for Your Small Business" teaches participants about the underwriting process used by banks and the process used by ABC Loan Fund. Attendees who submit a loan application receive one hour of one-on-one financial and credit counseling ending in a written plan for meeting the ABC Loan Fund financial soundness criteria.

## **Accountability Requirement**

An Applicant must be accountable to its Target Market. An Applicant can demonstrate accountability through membership composition of its Governing Board or through other methods, such as advisory boards, focus groups, and community meetings. If the Applicant's designated Target Market consists of multiple segments (i.e., Investment Areas, LITP, and OTP), it must demonstrate that it maintains accountability to each segment. For example, if an Applicant designated as its Target Market an Investment Area consisting of a county in New York and an OTP of Hispanics drawn from the entire state, the Applicant must demonstrate accountability to both the Investment Area and an OTP of Hispanics. An individual board member may represent more than one segment of a Target Market.

### **Does Not Meet the Accountability Requirement**

If the Applicant does not currently meet the requirements for this section, provide a narrative explaining the strategy (including any requested TA) for meeting the Accountability requirement within the required time. Include a timeline and specific action items.

### **Meets the Accountability Requirement**

- **Governing or Advisory Board.** State whether accountability is met through a Governing or an advisory board. List the members who represent the Target Market. For each member:
  - Identify the Target Market he/she represents, and
  - Explain how he/she meets either or both of the following: (a) he/she is a member of the Target Market (e.g., resident of the Investment Area, or a member of the LITP or OTP); or (b) he/she is a staff or board member of an organization serving the Target Market.

- ~ Example: ABC Fund's governing board has six members, two of whom are Low-Income residents of the LITP service area. One director is the President of Jobs for Georgia, a nonprofit that trains Low-Income workers for entry-level jobs. Jobs for Georgia serves residents of the LITP service area.
- **Other Method of Accountability.** Identify what method(s) the Applicant uses to maintain accountability (e.g., focus groups, community group meetings, customer survey, etc.) and explain how this method provides for representation from the designated Target Market. Also explain the frequency with which the Applicant collects information through this method(s) and how such information is used by the Governing Board to affect the Financial Products, Financial Services, Development Services, and other activities of the Applicant.
  - Example: ABC Loan Fund is a member of the Neighborhood Advisory Council for each community identified in our Target Market. Through these councils, we attend meetings with our LITP community members no less than quarterly. After each meeting, management presents recommendations to the board based on the input of residents represented at the Neighborhood Advisory Council meetings.

## **Non-Government Entity Requirement**

A CDFI cannot be or be Controlled by any governmental entity (i.e., an agency or instrumentality of the United States, or any State or political subdivision thereof). A Tribal government is not considered an agency or instrumentality of the United States or any State or any political subdivision thereof. Thus, an entity that is operated or controlled by a Tribal government may meet this requirement.

### **Does Not Meet the Non-Government Entity Requirement**

If the Applicant does not currently meet the requirements for this section, provide a narrative explaining the strategy (including any requested TA) for meeting the Non-Government Entity requirement within the required time. Include a timeline and specific action items.

### **Meets the Non-Government Entity Requirement**

Provide an explanation if any of the situations listed below exist for the Applicant. Provide an explanation for each applicable situation.

- Example: Our bylaws require that one of the 12 seats on our Governing Board be filled by a representative from the county office of economic development, and that the remaining board seats are filled by four neighborhood residents and seven community organizations. Therefore the decision-making for the organization is not concentrated with any government entity or representative.
- Do one or more government entities or officials control the election or appointment of a majority of the members of the Governing Board of the Applicant?
- Do the articles of incorporation or bylaws of the Applicant require that a certain number of the Applicant's Governing Board members be government employees or elected or appointed government officials?
- Do one or more government entities select or have veto power over the selection of the executive director, chief executive officer, or comparable official of the Applicant?
- Do one or more government entities control or have veto power over the financing decisions of the Applicant?
- Is the majority of the Applicant's Governing Board members elected or appointed government officials?
- Does any government entity provide more than 50% of the Applicant's operating budget or financing capital?

- If the Applicant organization is controlled by another entity, is that entity controlled by one or more government entities?



## SECTION II: COMPREHENSIVE BUSINESS PLAN

### Who Must Complete This Section?

- ALL APPLICANTS

### Is There Anything In This Section That Will Cause My Application To Be Rejected If I Miss It?

- The Applicant will use the specified MS Word template provided in the Application documents available from grants.gov to respond to the CBP questions. An Applicant will be able to submit the CBP document even if there are no responses to the questions or the responses are incomplete. However, the lack of information will prevent reviewers from completing their evaluation. Therefore, if the Fund determines that there is insufficient information in the CBP section to evaluate the Application, it will not forward it for review. No Applicant will be provided an opportunity to provide supplemental information for the CBP.

### Things To Note:

- Be sure to pay close attention to the tips as well as the different questions.
- All Application charts are available as an Excel file.
- The CBP questions are available as a Word file.

## Matching Funds (Any Applicant Seeking FA)

Matching Funds are required for all FA awards. In accordance with the NOFA, the Fund will not consider for FA funding any Applicant that has no Matching Funds in-hand or committed as of the Application deadline. Matching Funds are not required for TA grants.

- **Matching Funds Window:** Matching Funds In-Hand (received), or Firmly Committed, on or after January 1, 2005, and on or before March 14, 2008, will be considered when determining Matching Funds eligibility.
- **An Applicant that does not obtain the projected Matching Funds:** The Fund reserves the right to: (1) rescind all or a portion of a FA award and re-allocate the rescinded award amount to other qualified Applicant(s) if an Applicant fails to obtain the required Matching Funds In-Hand by March 14, 2008 (with documentation of such receipt to be received by the CDFI Fund not later than March 31, 2008); or (2) to grant an extension of such Matching Funds deadline, if the Fund deems it appropriate.
- **Comparable Form:** Matching Funds must be at least comparable in form and value to the FA award provided by the Fund. For example, if an Applicant seeks a FA grant from the Fund, the Applicant must obtain Matching Funds through grants from non-Federal sources that are at least equal to the amount requested from the Fund. For loans or Deposits, the terms will be matched by the Fund to the extent possible and in the sole discretion of the Fund. Thus, if a 10-year loan at 2% interest, with interest only payments is requested from the Fund, the Applicant must match the request with a loan with the same terms. If several loans with different terms and rates are used as Matching Funds for a loan, the Fund will calculate a blended term and rate of the loan portion of the Fund's FA award.
- **Non-Federal Source:** Matching Funds must come from sources other than the Federal government and, regardless of the source, consist of non-Federal funds. Community Development Block Grant Program and other funds provided pursuant to the Housing and Community Development Act of 1974, as amended, are considered Federal government funds and cannot be used as Matching Funds.
- **Previously Used Matching Funds:** Funds used by an Applicant as Matching Funds for a prior award under the CDFI Program or under another Federal grant or award program cannot be used to satisfy the Matching Funds requirement for this FA request. If an Applicant seeks to use as Matching Funds, monies received from an organization that was a prior Awardee under the CDFI or NACA Programs, the Fund will deem such funds to be Federal funds, unless the funding entity establishes, to the reasonable satisfaction of the Fund, that such funds do not consist, in whole or in part, of CDFI or NACA Program funds or other Federal funds. An Applicant using Matching Funds from an Affiliate entity must be able to demonstrate that the Affiliate entity received the same amount from an eligible, non-Affiliate source within the eligible Matching Funds window, described above.

### *Matching Funds Data Chart*

The Matching Funds Data Chart captures information, as of the Application deadline, on Matching Funds In-Hand, Firmly Committed, and To Be Raised. The Matching Funds Data Chart is Chart A in the Application Charts Excel Workbook. Before completing the chart, the Applicant should:

- Carefully read the chart instructions below and the Sample Completed Chart.
- Read the Matching Funds guidance available on the Fund's website at [www.cdfifund.gov](http://www.cdfifund.gov).
- Gather all documentation so that dates, amounts, and other data are readily available.

Each FA Applicant must complete the chart. Only a Category I/SECA Applicant may identify Matching Funds To Be Raised. A Category II/Core Applicant must have all funds In Hand or Committed.

## *Required Documentation*

- **Matching Funds In-Hand:** For each Matching Funds In-Hand transaction provide a copy of executed documentation evidencing (i) the form of Matching Funds and (ii) that the Matching Funds were disbursed.
  - Acceptable documentation of the form of Matching Funds is as follows:
    - ~ Grant: grant transmittal letters; grant agreements; a letter from the match source indicating the grant amount and the purpose of the grant. Signed copy required.
    - ~ Loan: promissory notes, loan agreements. Signed copy required.
    - ~ Equity Investment: stock certificates, subscription agreements and private placement memoranda. Signed copy required.
    - ~ Deposit/Shares: certificates of deposit or share certificates.
    - ~ Secondary Capital: secondary capital agreement and the Disclosure and Acknowledgement Statement. Signed copy required.
    - ~ Retained Earnings: see special section below describing using Retained Earnings as match.
  - Acceptable evidence that the Matching Funds were disbursed to the Applicant includes: (1) a copy of the check; (2) a copy of wire transfer transaction; or (3) other disbursement document deemed acceptable by the Fund.
- **Matching Funds Firmly Committed:** For each source of Matching Funds Firmly Committed, provide written documentation evidencing that the Applicant has entered into or received a legally binding commitment from the Matching Funds source that the Matching Funds have been committed, and are to be disbursed to the Applicant (such as a loan agreement, promissory note, or grant agreement). Matching Funds Firmly Committed documents must be in writing, signed and dated by the funder, indicate that the Matching Funds are for the Applicant, correspond in form to the FA requested (i.e., grant for grant, loan for loan), and provide a date by which the Matching Funds will be disbursed to the Applicant. Commitments may be contingent upon receipt of a Fund FA award, and other contingencies deemed reasonable by the Fund, in its sole discretion.
- **To Be Raised:** Submit letters of interest from potential funders or documentation demonstrating the likelihood of raising Matching Funds by March 14, 2008.

**Small Contributions:** If an Applicant has identified more than five small contributions (under \$1,000) as Matching Funds, create a list with the name and amount of each donor/contributor. In the Matching Funds Summary Chart, record the total sum of these small contributions as a single entry. Select “Small Contributions” in the “Source of Matching Funds” column. Submit the list and copies of disbursement documents (checks, cover letters and pledge forms). At a minimum, the Fund needs a copy of the check from each individual to find the funds eligible. If the Applicant has a large number of Matching Funds documents, please separate the documentation for each source with either tabs or colored paper, and number each page.

### **Using Retained Earnings to Satisfy Matching Funds Requirement**

An Applicant may use its Retained Earnings to match a request for a grant from the Fund. An Applicant that proposes to meet all or a portion of its Matching Funds requirements by committing available earnings retained from its operations shall be subject to the restrictions described in this section. Retained Earnings shall be calculated as directed by the Fund in the NOFA, Application, and/or related guidance materials. Retained Earnings accumulated after the end of the Applicant's most recent fiscal year ending prior to the Application deadline may not be used as Matching Funds.

If using Retained Earnings as Matching Funds, the Applicant must complete the Retained Earnings Chart appropriate for its organization type. The Matching Funds Retained Earnings Calculators are labeled as worksheets B1, B2, and B3 in the Excel Charts Workbook.

**Eligible Retained Earnings for an Applicant That Is Not an Insured Credit Union.** Any For-Profit Applicant seeking to use Retained Earnings as match should complete Chart B1 or B3, as appropriate, using the Applicant's unconsolidated audited Financial Statements. Non-Profit Applicant (other than an ICU): Complete Chart B1 using the Applicant's Financial Statements. For an Applicant other than an Insured Credit Union (ICU), Retained Earnings that may be used for Matching Funds purposes shall consist of:

- The increase in Retained Earnings (meaning, operating income minus operating expenses less any dividend payments) that has occurred over the Applicant's most recent fiscal year (e.g., Retained Earnings at the end of FY 2003 less Retained Earnings at the end of FY 2002); or
- The annual average of such increases that occurred over the Applicant's three most recent fiscal years.

**Eligible Retained Earnings for an Applicant that is an ICU.** An Applicant that is an ICU that is seeking to use Retained Earnings as match should complete Chart B2 using the Applicant's NCUA 5300 Call Report. In the case of an Applicant that is an ICU (including a State-Insured Credit Union), Retained Earnings that may be used for Matching Funds purposes shall consist of:

- Option 1: The increase in Retained Earnings that has occurred over the Applicant's most recent fiscal year;
- Option 2: The annual average of such increases that has occurred over the Applicant's three most recent fiscal years; or
- Option 3: The entire Retained Earnings that have been accumulated since the inception of the Applicant, provided that the Applicant increases its Member and/or Non-Member Shares or total loans outstanding by an amount that is equal to the amount of Retained Earnings that is committed as Matching Funds by the end of the Awardee's second performance period.
  - If using Option 3, complete the chart, including the narrative explaining the Applicant's methodology for increasing its total shares or loans. The Fund will verify the amounts entered in the data portion of the chart using the Applicant's NCUA 5300 Call Report. If the Applicant is chosen to receive an award, the Fund will confirm the projected increase in Total Member and/or Non-Member Shares or total loans using the Applicant's NCUA 5300 Call Report for the appropriate fiscal year. The baseline level of member/nonmember shares or loans outstanding will be calculated as of the Applicant's most recent fiscal year end prior to Application submission.

### Instructions for Completing the Matching Funds Summary Chart

The Applicant will identify the Matching Funds by entering one Matching Fund transaction on each row. One transaction is any payment or expected payment. Therefore, if one grant is being distributed in three different installments, the chart should include three different rows – one corresponding to each payment date. If Retained Earnings are being proposed as a source, the Retained Earnings Calculator must be completed and submitted with the Excel Workbook linked to the Application. Follow the instructions below for information on what to enter in each column.

- **Name of Source:** Name or other identifier for each unique match source.
- **Type:** Select an option from the dropdown list in the table. See more information about each type (Loan, Grant, etc.) in the Matching Funds Q&A document.
- **Amount [3 columns]:** Enter the amount under the column corresponding to the status of the match: In-Hand, Committed, or To Be Raised.
- **Date:** Enter a date corresponding to the status of the match as follows: In-Hand = Final Disbursement Date; Committed = Date on Commitment Letter; To Be Raised = Expected Date of Final Disbursement. All dates must be on or after January 1, 2005, and on or before March 14, 2008.
- **Comments & Contact Data:** If the Matching Funds are from a state and/or local government agency, the Applicant is required to provide the contact name, title, and phone number of the Matching Funds source in the Comments/Contact column. Use same column for any additional comments relevant to the Matching Funds.

### SAMPLE CHART TO BE COMPLETED IN ONLINE APPLICATION

A: Matching Funds Data Chart						
Name of Source	Type	Amount In-Hand	Amount Committed	Amount to be Raised	Date	Comments & Contact Data
Fall Fundraiser	Small Contributions	50,000			9/12/2005	123 donations, each less than \$1,000.
ABC Foundation	Grant	100,000			8/7/2004	ACH transfer, payment 1 of 2 on \$1.5 million commitment.
ABC Foundation	Grant		1,400,000		12/31/2005	ACH transfer, payment #2 of 2 on \$1.5 million commitment.
VLL Foundation	Grant			90,000	10/1/2006	
Spring Fundraiser	Small Contributions			154,689	4/1/2006	
Mars Foundation	Grant		10,000		12/31/2005	
McKay Foundation	Loan		50,000		12/1/2005	
Nat'l CU Foundation	Secondary Capital	50,000			8/1/2004	
Baltimore County Gov't	Grant	85,000			12/20/2004	John Doe, Director; 401-222-2222.
Bank One	Deposits/Shares	1,000,000			4/12/2004	
N/A	Retained Earnings	50,000			12/31/2004	See Matching Funds Calculator
<b>Totals</b>		<b>1,335,000</b>	<b>1,460,000</b>	<b>244,689</b>		

## **Technical Assistance Proposal**

Any applicant applying for TA, either alone or in conjunction with FA, must complete a TA Proposal (TAP), which consists of: (1) a TA Budget (Chart C in the Application Charts Excel Workbook); (2) a detailed summary narrative explanation and justification for each requested use; and (3) a narrative response to each TA question in the CBP. The MS Word template for the CBP responses includes a section for the TAP summary narrative. The summary narrative must include the following information:

- A summary of the organizational improvements needed to achieve the objectives of the CBP and how the requested TA will address such.
- A description of each requested TA use entered on the TA Budget (Chart C). Each description must include:
  - A description of the requested use,
  - How the use will improve the Applicant's capacity to serve its Target Market or become certified as a CDFI and, therefore, achieve the objectives of the CBP,
  - How the Applicant calculated the requested amount, and
  - A timeline of when the activity/purchase will be completed.

If the Applicant is a prior Fund Awardee, it must describe how it has used the prior assistance and explain the need for additional Fund dollars over and above such prior assistance. Such an Applicant also must describe the additional benefits that would accrue to its capacity or to the Target Market(s) if the Applicant receives another award from the Fund, such as plans for expansion of staff, market, or products. The Fund will not provide funding for the same activities funded in prior awards.

Note the following when writing the TAP and the CBP:

- Generally, all TA funds awarded must be used within 24 months of receipt.
- The Fund will evaluate the TAP for the eligibility and appropriateness of the proposed uses of TA.
- If the Applicant identifies a capacity-building need related to any section of the CBP (e.g., if the Applicant requires a market need analysis or a community development impact tracking/reporting system), the Fund will assess its plan to use the TA grant to address said needs. Make sure these plans are clearly detailed in the CBP or the TAP.
- If the Applicant is not a Certified Native CDFI and requests TA to address certification requirements, it must explain how the requested TA grant will assist the Applicant in meeting the certification requirement. The Fund will assess the reasonableness of the plan to become certified by December 31, 2009, taking into account the requested TA.
- For each requested TA use, the Applicant must clearly describe the benefit that is expected to accrue to its capacity or to its Target Market (such as plans for expansion of staff, market, or products) as a result of the TA award.

### ***TAP Calculation Methodology and Narrative Justification***

#### **A: Personnel (Salary).**

- An Applicant may request a TA grant to cover the salary paid currently or accrued by the organization for services rendered by its permanent staff in carrying out a distinct project or for a set period during the 2-year (for TA Only awards) or 3-year (for FA or FA/TA awards) performance period defined in the assistance agreement. The Fund will only cover salary for

duties that are related to the purpose of the Award (including activities related to the Applicant becoming certified as a CDFI). Compensation paid for employees engaged in activities funded with a TA grant must be consistent with that paid for similar work within the Applicant organization.

- **Calculation Methodology Narrative:** The narrative must clearly identify each staff person’s annual salary rate and the percentage of time carrying out CDFI-related activities that will be covered by the TA grant (e.g., 50% of the loan officer’s annual salary for two years). List each position by name and title/position of employee.
- **Narrative Justification:** The narrative justification must describe how the activities that the identified staff person is expected to carry out within the covered timeframe will build the Applicant’s capacity to serve its Target Market or become certified as a CDFI.
  - ~ For example, the justification for a request to cover a year’s salary of a lending officer must explain the capacity improvements expected at the end of that year, i.e., quantified increase in lending, development of new lending products, etc.
  - ~ Although there are no age or asset size limitations on the eligibility for this category, a more established or larger Applicant should pay particular attention to making the case for how the requested personnel activities will improve its capacity over the covered timeframe.

#### **B: Personnel (Fringe Benefits).**

- An Applicant may request a TA grant to cover the fringe benefits paid currently or accrued by the organization for services rendered by its permanent staff in carrying out a distinct project or for a set period during the 2-year (for TA Only awards) or 3-year (for FA or FA/TA awards) performance period defined in the assistance agreement. Fringe benefits are for personnel listed in budget category A (above) and only for the percentage of time devoted to the CDFI-related activities during the performance period. Fringe benefits must be reported separately from salary, but an Applicant may use the same narrative justification. Fringe benefits should be based on actual known costs or an established formula. Fringe benefits on overtime hours are limited to FICA, Workman’s Compensation, and Unemployment Compensation. Compensation paid for employees engaged in activities funded with a TA grant must be consistent with that paid for similar work within the Applicant organization.
  - **Calculation Methodology Narrative:** Clearly identify the source of the calculation and which portion will be covered by the TA grant (e.g., 50% of the loan officer’s fringe benefits for two years). An Applicant may only request fringe benefits for personnel listed in budget category (A) and the portion covered must correspond to the portion of salary requested for the same time period. Fringe benefits should not be included in Personnel (Salary).
  - **Narrative Justification:** The narrative justification should describe how the activities that the identified staff person is expected to carry out within the covered timeframe will build the Applicant’s capacity to serve its Target Market or become certified as a CDFI. Fringe benefits must be reported separately from salary, but an Applicant may use the same narrative justification.

#### **C: Training.**

- An Applicant may request a TA grant to acquire external training for its staff, volunteers, or board members in order to increase the effectiveness of its existing and future administrative operations and programs by developing its human capital. Training may be provided on-site by a third

party or obtained off-site. Costs associated with the staff time for providing training to the Applicant's customers and volunteers should be requested under Salary / Fringe Benefits. As noted below, travel associated with training activities must be requested separately.

- **Calculation Methodology Narrative:** Itemize each training class or course to be funded by the TA grant separately by the name of the training. The computation should include the costs of tuition, fees, training materials, and textbooks. Travel, subsistence, and salary for staff attending the training should be requested under the Travel and Personnel categories (as appropriate).
- **Narrative Justification:** Training content must be specific and consistent with the needs of the trainees - i.e., financial management training for finance staff, loan-underwriting training for lending staff, etc. Do not request training funds for conferences without specifying the expected training content to be achieved. Examples of eligible training activities include: staff training on loan underwriting or New Board member training in CDFI operations.

#### D: Travel.

- An Applicant may request a TA grant to cover travel expenses for staff, consultants, or board members. Allowable travel-related expenses include air or train fare, lodging, mileage, rental cars, taxi and subsistence (e.g., meals). Travel expenses must be reasonable and consistent with the Applicant's own travel policies. In the absence of a travel policy, the Federal travel regulations apply for all grant related travel. Travel expenses associated with attending any requested training must be included in this category rather than under Training.
  - **Calculation Methodology Narrative:** Travel expenses must be itemized by purpose in the TA Budget. The narrative description of the methodology used to calculate the request must clearly identify the details of the total computation. Travel and meals should be listed separately. Show the number of individuals traveling and the unit costs involved. Identify the location of travel, if known.
    - ~ For example: Travel associated with underwriting training for four staff for a total of \$3,320 includes the following: Airfare @ \$350 each roundtrip + lodging at 125/night for 3 nights + \$35/day each for subsistence.
  - **Narrative Justification:** Travel expenses must be reasonable and consistent with the Applicant's own travel policies. Indicate source of travel policies applied: Applicant or Federal Travel Regulations.

#### E: Professional Service Costs (Consulting and Contracts).

- An Applicant may request a TA grant to acquire external expertise that will increase its capacity to serve and benefit its Target Market or become certified as a CDFI. This category includes two types of Professional Services: consulting and contracts. Engaging a person with expert knowledge in a field or area to provide a service or produce a document should be requested under Consulting. Engaging (on a competitive basis) a company, corporation, or other entity to provide a service or produce a document should be requested under Contracts. Consultant expenses must be classified based on relevant expense category (e.g., Consultant supplies must be included under Materials and Supplies). Contract fees, excluding travel, must be inclusive of all expenses related to the delivery of the product or service. Requested services should be non-recurring, i.e., distinct projects resulting a delivered product (e.g., a report), product specific, and closely linked to the achievement of the Applicant's CBP. For all professional services requested, consultant and/or contractor, a Statement of Work outlining the specific activities and work product(s) must also be included as an attachment to the Application. Examples of Professional



Service Costs include: hiring a consultant to develop lending policies and procedures or a market analysis with recommendations for expansion; or contracting with a firm to evaluate existing or new financial products or training services or to deliver training to potential borrowers.

- **Calculation Methodology Narrative:** The computation must include the vendor name (consultant or contractor), if known, product or services to be provided, rate of compensation, and estimated time required. The rate of compensation for a consultant covered by a TA grant cannot exceed the daily rate equivalent to the ES-4 federal salary. The current rate is \$68.75 per hour. Contract fees should be inclusive of all professional service costs (salary, printing, supplies, rent, telephone, etc.) related to the delivery of the product or service.
- **Narrative Justification:** Requested services should be non-recurring, i.e., distinct projects resulting a delivered product (e.g., a report), product specific, and closely linked to the achievement of the Applicant's CBP. The narrative must indicate whether the Applicant will follow its own written procurement policy or the Federal Acquisition Regulations in seeking and engaging consultants or contractors. The narrative must indicate whether applicant has formal, written procurement policies.

#### **F: Materials and Supplies.**

- An Applicant may request a TA grant to purchase supplies and/or to produce materials (such as training materials associated with providing Development Services or outreach materials to promote the Applicant's loan products). Generally, supplies include any materials that are expended or consumed over time. Materials and Supplies must have a value equal to or less than \$5,000. The costs of developing materials should be requested either under Personnel or Professional Service Costs, as appropriate.
  - **Calculation Methodology Narrative:** The narrative description of the calculation must include details on the type of materials or supplies and per unit cost.
  - **Narrative Justification:** The narrative should explain how the requested items will be used to build the Applicant's capacity to serve its Target market or to become certified as a CDFI.

#### **G. Equipment and Other Capital Expenditures.**

- An Applicant may request TA to acquire new equipment or to enhance existing equipment. Include non-expendable, tangible property having a useful life of more than two years and an acquisition cost of \$5,000 or more per unit. Expendable items should be requested under "Materials and Supplies" or under "Other." Items costing less than \$5,000 may be included if the Applicant's capitalization policy recognizes these as capital assets. For purposes of this Application, non-expendable items include computer hardware, computer software, related peripherals, and office equipment. Training related to use of new equipment should be included in this category rather than under Training. Engaging a consultant or contractor to install new equipment should be requested in this category. Engaging a consultant or contractor for other technology-related services (such as website development or recommendations for purchasing hardware) should be included under Professional Service Costs.
  - **Calculation Methodology Narrative:** List non-expendable items that are to be purchased with the TA grant by each individual item. Under Computation, list the per unit cost times the number of units to be purchased. Peripherals costing less than \$250 should be added into the cost of the main item to be purchased (such as the computer or copier). List computer software separately from computer hardware -- even if the software is purchased at the same time as the computer and will be loaded onto said computer by the vendor prior to shipping.

Expendable items should be included either in Materials and Supplies or in the Other category.

- **Narrative Justification:** The narrative should describe the procurement method to be used to acquire equipment.

**TIP** An Applicant should analyze the cost-benefits of purchasing versus leasing equipment, especially high cost items and those subject to rapid technical advances. Rented or leased equipment costs should be requested under Contracts.

#### H: Other Expenses.

- An Applicant may request a TA grant to cover other direct expenses allowable under OMB Circular A-122 - but only if the Applicant can demonstrate, to the satisfaction of the Fund, that the activity will enhance its capacity to serve its Target Market and/or to become certified as a CDFI. As with all categories, the Applicant seeking a TA grant in this category must clearly link the expense to the achievement of a capacity building objective. Construction or rehabilitation expenses are not allowable uses of TA.
  - **Calculation Methodology Narrative:** Clearly explain the basis for the calculation.
  - **Narrative Justification:** Narrative should demonstrate that the requested task or activity will enhance the Applicant's capacity to serve its Target Market and/or to become certified as a CDFI. As with all categories, the Applicant seeking a TA grant in this category must clearly link the expense to the achievement of a capacity building objective.

#### TA Request Questions in CBP

All uses of TA must support one of the key sections of the CBP or the Applicant's ability to meet a certification requirement (if applicable). Each section of the CBP includes a question about how TA will improve the Applicant's capacity for that section. In response to these questions the applicant will do one of the following:

- Summarize any items described in the TAP as supporting that section of the CBP. The Applicant will describe and justify how the requested TA supports that section of the CBP. For example, the Applicant's narrative may address such issues as how the requested TA will allow it to provide enhanced services to a larger market without increased staff expenses, improve the quality of services provided to the Target Market, or enhance financial management so that more dollars may be directed to loan capital.
- Explain why TA was not requested if applicant does have deficiencies for this section - i.e., perhaps they are being addressed in some other way.

**TIP** Do not repeat the justification for each TA item for each CBP question response. If certain TA requests will improve the capacity of more than one CBP section, simply reference the item stating that the detailed justification can be found in the previous CBP TA question.

## TA Budget: Instructions and Sample

Follow the instructions on the chart completing one row for each TA request. Insert more rows above the subtotal line if necessary.

<b>C. TA Budget Chart</b>			
<p>Identify all items and / or tasks to be financed with the TA grant. A detailed description, justification, and explanation of the calculation methodology for the amount requested for each entry must be included in the TAP section of the Application. Provide the requested information for each requested use. Complete a separate entry for each individual use. Insert more rows above the appropriate subtotal line if additional rows are needed. Additional instructions (and a sample chart) can be found in the FY 2007 NACA Program Application.</p>			
<b>A. Personnel (Salary)</b>			
<p>Under Name, list the staff person's name for which salary is requested. Under Position, identify the staff person's title. Under Computation, list the annual salary rate and the percentage to be covered by the requested TA grant (which should correspond to the percentage of time to be devoted to an identified project / task or for carrying out CDFI-related activities as described in the narrative justification). Under Cost, list the total salary amount calculated using the methodology described under Computation. List each staff person on a separate line.</p>			
Name	Position	Computation	Cost
John Smith	Executive Director	10% of annual salary of \$60,000 for time spent developing marketing plan for new loan product.	6,000
Abby Jones	Loan Officer	50% of annual salary of \$45,000 for two years for time spent developing new loan product, underwriting new loan product, and other lending related activities.	45,000
<b>Personnel (Salary) Sub-Total:</b>			<b><u>\$51,000</u></b>
<b>B. Personnel (Fringe Benefits)</b>			
<p>Fringe benefits are for personnel listed in cost category (A). Under Name, list the staff person's name for which fringe benefits are requested. Under Position, identify the staff person's title. Under Computation, identify the source of the calculation, list the annual amount of fringe benefits and the percentage to be covered by the requested TA grant (which should correspond to the percentage of time to be devoted to an identified project / task or for carrying out CDFI related activities as described in the narrative justification). Under Cost, list the total amount of fringe benefits calculated using the methodology described under Computation. List each staff person on a separate line.</p>			
Name	Position	Computation	Cost
John Smith	Executive Director	10% of fringe benefits (30% of annual salary of \$60,000) for time spent developing marketing plan for new loan product.	1,800
Abby Jones	Loan Officer	50% of fringe benefits (30% of annual salary of \$45,000) for two years for time spent developing new loan product, underwriting new loan product, and other lending related activities.	27,000
<b>Personnel (Fringe Benefits) Sub-Total:</b>			<b><u>\$28,800</u></b>
<b>C. Training</b>			
<p>List each training class or course funded by the TA grant separately by the name of the training. Under Name of Training, identify the name of the training event. Under Training Provider, identify the name of the training provider. Under Computation, identify all items to be covered by the TA grant including costs of tuition, fees, training materials, and textbooks (travel, subsistence, and salary for staff attending the training should be reflected in the Travel and Personnel categories). Under Cost, list the total cost computed for each training event calculated using the methodology described under Computation.</p>			
Name of Training	Training Provider	Computation	Cost
Homebuyer Counseling Certification Course	NeighborWorks	2 attendees*\$1,400 (tuition) + \$100 (registration fee)	\$3,000
Business Lending Workshops	American Bankers Association	1 attendee * \$500 (tuition)	\$500

<b>Training Sub-Total:</b>			<b><u>\$3,500</u></b>
<b>D. Travel</b>			
List each travel expenses by purpose (e.g., consultant travel, staff to training, field interviews, advisory group meetings, etc.). Under Location, identify the location of travel, if known. Under Computation, show the basis of computation. The computation must include: the length of the trip, the number of people traveling, and the unit costs involved (i.e., the cost of transportation, the cost of lodging, and the cost of subsistence). Under Cost, list the total cost of each trip calculated using the methodology described under Computation.			
Purpose of Travel	Location	Computation	Cost
Homebuyer Counseling Certification Course (NeighborWorks)	Waco, TX	2 attendees * \$300 (airfare) + \$30 (per diem for 5 days)	\$900
Business Lending Workshops (ABA)	New York, NY	1 attendee * \$440 (airfare) + \$30 (per diem for 4 days)	\$560
Jane Smith (Consultant) travel to Applicant's offices for work related to market analysis	Washington, DC	1 attendee * \$200 (airfare) + \$30 (per diem for 3 days)	\$290
<b>Travel Sub-Total:</b>			<b><u>\$1,750</u></b>
<b>E. Professional Service Costs</b>			
<b>Consultant:</b>			
Itemize each consultant by task performed or service provided. Under Name of Consultant, enter the name, if known, of the consultant or consulting firm. Under Task, enter a brief description of the services to be provided. Under Computation, show the basis for the total cost (e.g., hourly or daily fee times estimated time on the project). Consultant fees covered by the TA grant cannot exceed the daily or hourly rate equivalent to the ES-4 federal salary. The current rates can be found at the Office of Personnel Management website at <a href="http://www.opm.gov">www.opm.gov</a> .			
Name of Consultant	Task	Computation	Cost
Jane Smith	Market Analysis	\$75/hour x 10 hours	\$750
<b>Consultant Fees Sub-Total:</b>			<b><u>\$750</u></b>
<b>Contracts:</b>			
Itemize each contract by task performed or service provided. Under Name of Contractor, enter the name, if known, of the company providing the service or product. Under Task, enter a brief description of the services or product to be provided. Under Computation, show the basis for the total cost (e.g., salary plus travel plus other expenses such as supplies).			
Name of Contractor	Task	Computation	Cost
National CDFI Consulting Company	Underwriting Policies	(\$125 per hour (salary) * 30 hours) + \$400 (travel) + \$50 (postage) + \$50 (copying)	\$4,700
<b>Contracts Sub-Total:</b>			<b><u>\$4,700</u></b>
<b>Professional Services Sub-Total:</b>			<b><u>\$5,450</u></b>
<b>F. Materials and Supplies</b>			
List items by type (office supplies, postage, training materials, copying paper, and expendable equipment items less than \$5,000, such as books, hand held tape recorders). Under Computation, show the basis for the total cost (i.e., number of units times the per unit value). Under Cost, list the cost calculated under Computation.			
Item	Computation	Cost	
Printing new marketing postcards and brochures from ABC Printing Co.	\$1 per postcard * 500	\$500	
Full library of Low-Income Housing Tax Credit Lending Guides from the LIHTC Company	\$25 per guide * 10 guides	\$250	
Postage for market surveys (for market analysis conducted by Jane Smith)	20 cents * 500 surveys	\$100	
<b>Materials and Supplies Sub-Total:</b>			<b><u>\$850</u></b>

<b>G. Equipment and Other Capital Expenditures</b>			
List equipment to be purchased with the TA grant by each individual item. Under Item, list the equipment to be purchased. Under Vendor, list the name of the vendor, if known. Under Computation, list the per unit cost times the number of units to be purchased. Peripherals costing less than \$250 should be added into the cost of the main item to be purchased (such as the computer or copier). List computer software separately from computer hardware. Under Cost, list the cost calculated under computation.			
<b>Item</b>	<b>Vendor</b>	<b>Computation</b>	<b>Cost</b>
New desktop computers	Dell, Inc.	2 computers @ \$500 each	\$1,000
Microsoft Office Suite (for two new desktop computers)	Dell, Inc.	2 software packages @ 250 each	\$500
Portfolio Management Software	Community Lending Software, Inc.	\$5,000 software cost + \$250 (related peripherals) + \$250 (installation) + 500 (training staff)	\$6,000
Color Copier	Office Equipment World	1 copier @ \$500	\$500
<b>Equipment Sub-Total:</b>			<b>\$8,000</b>
<b>H. Other Costs</b>			
List items by cost category as described in OMB Circular A-122. Under Expense, indicate the cost category from A-122. Under Description, enter a brief explanation of the proposed use to be funded by the TA grant. Under Computation, enter the basis of the computation including all associated direct costs. Under Cost, enter the requested amount obtained using the calculation methodology under Computation.			
<b>Expense</b>	<b>Description</b>	<b>Computation</b>	<b>Cost</b>
Memberships, subscriptions, and professional activity costs	Subscription to Community Development Expert Weekly Report	1 year subscription of \$650	\$650
<b>Other Costs Sub-Total:</b>			<b>\$650</b>
<b>Summary Totals by Category</b>			
<b><u>Budget Category</u></b>	<b><u>Amount</u></b>		
A. Personnel (Salary)	\$51,000		
B. Personnel (Fringe Benefits)	\$28,800		
C. Training	\$3,500		
D. Travel	\$1,750		
E. Professional Services	\$5,450		
F. Materials / Supplies	\$850		
G. Equipment and Other Capital Expenditures	\$8,000		
H. Other Costs	\$650		
<b>TOTAL TA Budget</b>	<b>\$100,000</b>		

## Activities Level Chart Categories

The Activities Level Chart (Chart D in the Application Charts Excel Workbook) is an important supplement to the narrative responses provided in the CBP. This table is provided to clarify the financial product and service selection options in Chart D. These activity categories are loosely based on the transaction purpose options found in the Community Investment Impact System (CIIS), the Fund's online data reporting tool. Native CDFIs that successfully receive an FA award are required to report their financing activity through CIIS annually. To learn more about CIIS click on the CIIS link under "What We Do" on the Fund's website, [www.cdfifund.gov](http://www.cdfifund.gov).

<p><b>Business Products:</b> Investments used to finance working capital or non-real estate fixed asset purchases. Commonly financed working capital includes payroll, rent, or utility expenses. Commonly financed fixed assets include machinery and equipment, furniture and fixtures, and leasehold improvements. Select one of the three categories that most accurately identifies the type of borrower to whom the product is targeted, and the type of investment made.</p>	
Activity Option	Description
<b>Business - Equity Investments</b>	Equity Investments made to support for-profit entities. Intermediaries should use this category for equity investments made to for-profit CDFIs.
<b>Business Loans - Community Organizations</b>	Loans supporting non-profit or not-for-profit entities. Intermediaries should use this category for loans and EQ2 investments made to non-profit CDFIs.
<b>Business Loans - Non-Micro</b>	Loans supporting non-microenterprise, for-profit entities.
<b>Business Loans - Microenterprise</b>	Loans supporting microenterprise, for-profit entities.
<b>Consumer Loans</b>	Personal (secured or unsecured) loans to one or more individuals for health, education, emergency, credit repair, debt consolidation, or other consumer purposes (including car loans).
<b>Home Purchase - 1<sup>st</sup> Mortgage</b>	Non-subordinated loans supporting the purchase of a primary residence.
<b>Home Purchase - Subordinate</b>	Subordinated loans supporting the purchase of a primary residence and is not in first position. This includes down-payment assistance loans.
<b>Home Improvement</b>	Loans for the renovation or other improvement of an owner-occupied home, irregardless of lien position.
<p><b>Real Estate Products:</b> Investments used for any real estate financing. Common real estate uses include acquisition, predevelopment, construction or permanent financing of office, retail, or manufacturing, space. Select one of the three categories which most accurately identifies the type of borrower the product is targeted.</p>	
<b>Real Estate-Commercial</b>	Loans or equity investments that support commercial for-profit entities. Select this option for <b>mixed-use</b> real estate combining both commercial and residential use.
<b>Real Estate-AHD</b>	Loans or equity investments that support that support affordable housing development (AHD).
<b>Real Estate-Community Facilities</b>	Loans or equity investments that support <b>community facilities</b> .
<b>Savings/Checking/Share/Draft Accounts</b>	Deposit accounts offered by regulated financial institutions.
<b>Other</b>	Select this category for any grant programs or other financing not identified above.

## General Guidance

The focus of the CBP is the Applicant's description of its strategy for creating demonstrable community development impact through the deployment of capital within its Target Markets. The CBP includes an Executive Summary, TA Proposal (if applicable), and five key sections, each of which includes several subcomponents. Each section has a maximum number of points. Applications must receive at least 50% of the maximum points to be considered for funding. The points for each section are as follows:

	Maximum Score
Executive Summary	Not Scored
Market Analysis	25 points
Business Strategy	25 Points
Community Development Performance and Effective Use	20 points
Management	20 points
Financial Health and Viability	10 points
Technical Assistance Proposal	Not Scored

In the narrative response to each of the questions below, respond as appropriate for the Applicant Type. For example, a Type 1 Applicant (Certified or Certifiable Native CDFI) or a Type 2 Applicant (Emerging Native CDFI) would discuss its current or proposed Financial Products, Development Services, and/or Financial Services. A Type 3 Applicant (Sponsoring Entity) would discuss the proposed Financial Products, Development Services, and/or Financial Services which will be offered by the Native CDFI that it plans to create.

### Charts and Attachments

Matching Funds, TA Proposal, and four of the CPB sections require an Applicant to complete at least one chart. Some sections require additional attachments. An Excel file with all the required charts is available on the Native Initiatives page of the Fund's website. Attachments and charts related to each section are detailed within their section of the CBP.

### **TIPS**

In completing the CBP questions, to the extent the Applicant lacks one of the elements or is a start up, identify the weakness and explain the plan to address the deficiencies, including requesting TA. The Fund will assess identified weaknesses with respect to the plan to address the deficiencies including any requests for TA.

Each narrative will include a suggested length. The suggestion is intended to give you, the author a sense of the level of detail the Fund seeks. There is no minimum or maximum page length and no penalty for providing more or less information. However, do keep in mind that Fund readers will have only three to four hours to read and write up their evaluation of your Application.

## **Executive Summary**

No Points (Suggested length: 1 page)

### **Type 1 Applicant (Certified or Certifiable Native CDFIs)**

#### **Type 2 Applicant (Emerging Native CDFI)**

Provide a brief description of the Applicant and a summary of the CBP. The description should include: (1) the Applicant's Target Market(s); (2) why a Native CDFI is needed in the Applicant's Target Market(s); (3) the need and demand the Applicant seeks to address with the Native CDFI and this CBP; and (4) the Applicant's major activities and track record of success in carrying out these activities.

A Type 2 Applicant (Emerging Native CDFI) should also discuss its plans to become certified as a Native CDFI, particularly focusing on plans to begin financing and providing Development Services to its customers or clients.

#### **Type 3 Applicant (Sponsoring Entity)**

Provide a brief description of the Applicant and a summary of the CBP. The description should include: (1) experience (if any) providing the type and volume of financing products the projected Native CDFI will offer; (2) the Applicant's role in creating the proposed Native CDFI; (3) the mission, proposed structure (bank, credit union, loan fund, etc.), key activities, and Target Market to be served by the Native CDFI to be established by the Applicant; and (4) projected timeline for developing that Native CDFI. Tribal and Village governments should also describe their community development activities.



## Market Analysis

The Fund will evaluate: (i) the extent and nature of the economic distress within the designated Target Market including the Applicant's understanding of its current and prospective customers; and (ii) the extent of demand for the Applicant's Financial Products, Development Services, and Financial Services within the designated Target Market.

### Charts and Attachments

- Activities Level Chart (Chart C)

### Narrative

- 1. Describe the Applicant's current or proposed Target Market. A Type 3 Applicant (Sponsoring Entity) should describe the Target Market that will be served by the Native CDFI that it proposes to create. (Suggested length: 1 page.)**
  - What is the Applicant's Target Market: Other Targeted Population, Low-Income Targeted Population, and/or Investment Area?
  - Discuss the extent of economic distress within the Target Market. Discuss any market opportunities, factors, or trends that may influence the Applicant's ability to deliver its Financial Products, Development Services, and/or Financial Services to its Target Market.
  - Discuss market opportunities, factors or trends that may influence the Applicant's ability to deliver products and services. Provide quantitative and qualitative data on the Target Market (e.g., population, business environment, number of small businesses, largest employers). Illustrate the Applicant's understanding of its current and prospective customers by discussing the context of such data. To the extent the Applicant does not have quantitative data, provide specific examples and anecdotal evidence to describe the Target Market.
- 2. Describe the Applicant's community and economic development activities focusing on those specifically provided to clients in the designated Target Market. (Suggested length: 1 page.)**
  - Relate the knowledge gained through these activities to the Applicant's understanding of the need for financial services within the Target Market.
- 3. Describe the need for a Native CDFI by providing a sense of the financial marketplace in the Target Market. Identify sources of support for the Native CDFI. (Suggested length: 1 page.)**
  - Identify and discuss other sources of Financial Products, Development Services, or Financial Services in the Target Market (including state or local programs, banks, credit unions, other CDFIs, payday lenders, check cashers, pawnshops, rent-to-own merchants, car dealers, etc.).
- 4. FA APPLICANTS: Discuss the extent of demand for the Applicant's Financial Products, Development Services, or Financial Services in the Target Market. (Suggested length: 1 page.)**
  - Explain how the Applicant ascertained that there was demand for the Financial Products, Development Services, and/or Financial Services. Quantify and put the level of demand in the context of the broader market. Include indicators of demand such as number of inquiries per month and/or the number of Target Market members turned away by other sources.
- 5. TA Request Narrative. Discuss the extent to which the Applicant lacks one of the elements above or is a start up. (Suggested length: 1/2 page.)**
  - For those TA request entries described in the TAP as improving the Market Analysis capacity, explain how the requested TA will address the deficiencies or strengthen the Applicant's capacity in the area of Market Analysis.

## Business Strategy

The Fund will evaluate the Applicant's business strategy for addressing market demand and creating community development impact through: (i) its Financial Products, Development Services, and/or Financial Services; (ii) its marketing, outreach, and delivery strategy; and (iii) the extent, quality and nature of coordination with other similar providers of Financial Products, Development Services, and/or Financial Services, government agencies, and other key community development entities within the Target Market.

### Charts and Attachments

- Activities Level Chart (Chart C)

### Narrative

- 6. Describe the Applicant's current or proposed Financial Products, Development Services, and/or Financial Services.** (Suggested length: 1 - 2 pages.)
  - List each of the Applicant's current or proposed Financial Products, Development Services, and/or Financial Services. For each product, identify the dollar range, interest rate, and terms (if known), and describe Applicant's/the Native CDFI's customer profile.
  - Discuss how the design or proposed design of each Financial Product, Development Service, or Financial Service is appropriate for the Target Market (e.g. flexible underwriting criteria, nontraditional forms of collateral, low down payment requirements, closing costs assistance).
  - Discuss how Development Services are linked to the Financial Products and/or Financial Services discussed above. Describe the Applicant's plans for pre-and post-loan support. For Development Services: indicate whether the Applicant provides or will provide the Development Services directly or through an Affiliate or other organization.
  - Discuss how the Applicant's current or proposed Financial Products, Development Services, and/or Financial Services compare to other Financial Products, Development Services, and/or Financial Services available within the Target Market.
  - A Type 3 Applicant (Sponsoring Entity) with an existing loan portfolio should discuss plans to transfer the portfolio to the future Native CDFI.
  - An Applicant that currently provides Financial Products, Development Services, and/or Financial Services should discuss efforts to develop, test, and adapt its Financial Products, Development Services, and/or Financial Services in response to customer needs, demand, and market opportunities.
- 7. Discuss the extent to which the Applicant will increase the volume and/or quality of financing activities (or begin financing activities), offer new Financial Products, Development Services, or Financial Services, and/or expand to serve a new Target Market.** (Suggested length: ½ page.)
  - An Applicant that currently provides Financial Products, Development Services, and/or Financial Services: Discuss the activities listed on the Activities Level Chart. Explain how all projected figures were calculated.
- 8. Describe the Applicant's marketing, outreach, and delivery strategy.** (Suggested length: 1 page.)
  - Describe the Applicant's strategy to deliver and build demand for itself or its proposed Native CDFI's current or proposed Financial Products, Development Services, and/or Financial Services.

- Discuss how the Applicant or its Native CDFI will sustain its delivery mechanisms.
  - Discuss the extent of community support in the designated Target Market for the Applicant (or the Native CDFI it is creating) and its activities.
- 9.** Discuss how the Applicant plans to use an award from the Fund to build its capacity as a Native CDFI, to become a Native CDFI, or to create a Native CDFI. (Suggested length: 1 page.)
- An Applicant that is a Type 2 (Emerging CDFI) or a Type 3 (Sponsoring Entity): Discuss plans and strategies for achieving the following milestones (discussion should include estimated timeline for achieving these milestones):
    - ~ Incorporate Native CDFI (for Sponsoring Entities).
    - ~ Appoint or Elect Governing Board.
    - ~ Define Staffing Needs.
    - ~ Hire First Staff Person / Hire Executive Director (or equivalent).
    - ~ Develop and Approve Lending Policies and Procedures.
    - ~ Begin Providing Development Services (TA and training) to Potential Borrowers.
    - ~ Disburse First Loan.
    - ~ Receive Native CDFI Certification.
- 10. FA APPLICANTS: Discuss the Applicant's collaboration, coordination, and partnerships.** (Suggested length: ½ page.)
- To the extent not already discussed in a previous question, discuss the Applicant's collaboration, coordination, and partnerships with other providers of Financial Products, Development Services, and/or Financial Services (e.g., banks, credit unions, loan funds, CDFIs); Local, State and Tribal government agencies; and other relevant public and private entities (Affiliates, community organizations, universities, etc.). Illustrate how coordinating enables the Applicant to better serve its Target Market.
  - Discuss the extent to which the Applicant's activities are consistent with existing economic, community, or housing plans adopted by or applicable to the designated Target Market.
  - Discuss the Applicant's strategy for leveraging assistance from the Fund with support from private sector financial resources and other government programs.
- 11. TA Request Narrative. Discuss the extent to which the Applicant lacks one of the elements above or is a start up.** (Suggested length: ½ page.)
- For those TA request entries described in the TAP as improving the Business Strategy capacity, explain how the requested TA will address the deficiencies or strengthen the Applicant's capacity in the area of Business Strategy. Examples may include requests to support partnership development or other collaborations, marketing activities and material, or other outreach tools.

## Community Development Performance and Effective Use

The Fund will evaluate (i) the Applicant's vision for its Target Market, specific outcomes or impacts for measuring progress towards achieving this vision, and the extent to which this award will allow it to achieve them; (ii) the Applicant's track record in providing Financial Products, Financial Services, and Development Services to the Target Market; (iii) the extent to which proposed activities will benefit the Target Market; and (iv) the likelihood of achieving the impact projections, including the extent to which the activities proposed in the CBP will expand economic opportunities or promote community development within the designated Target Market by promoting homeownership, affordable housing development, job creation or retention, the provision of affordable financial services, and other community development objectives.

### Charts and Attachments

- Activities Level Chart (Chart C)
- Community Development Impact Chart (Chart D)

### Narrative

**12. Track Record: Describe the Applicant's track record in providing Financial Products, Development Services, and/or Financial Services. (Suggested length: 1 - 2 pages.)**

- Discuss the Applicant's past activities focusing on those specifically provided to clients in the designated Target Market. As appropriate, utilize historic data from the Activities Level and Community Development Impact Charts to support the discussion. A Type 3 Applicant (Sponsoring Entity) should describe its track record (if any) in providing Financial Products, Development Services, and/or Financial Services as it relates to its ability to create a Native CDFI to serve the Target Market.

**13. Impact Measurement: Describe the Applicant's long-term vision for its Target Market(s), its community development objectives, and how progress toward those objectives is or will be measured. The Applicant's vision should be consistent with - and build from - the described community development impacts. (Suggested length: 1 page.)**

- **If Applicant is Seeking TA Only:** Describe how a TA grant will allow the Applicant to realize its long-term vision for its Target Market(s).
- **If Applicant is Seeking FA Only or FA/TA:** Discuss strategies for working towards greater organizational self-sufficiency and for achieving the long-term vision for the Target Market.
- **If Applicant is Seeking TA Only, FA Only, or FA/TA:** Describe key data the Applicant uses to measure impact over time and how that data is captured. Describe the strategy, procedures, and systems in place (or that will be developed) that will allow the Applicant to track the impacts listed in the Community Development Impact Chart (Chart D).

**TIP** In responding to Question 11, provide clearly defined, specific outcomes or impacts that the Applicant seeks to achieve over the next five years. For example, as a result of the Applicant's activities, it may successfully increase homeownership opportunities for Low Income residents of the Target Market. Keep in mind that outcomes are ultimate goals. Benchmarks or outputs are interim activities or products that lead to the achievement of your goals.

**14. If the Applicant or an Affiliate has received an award under any of the Fund’s programs, describe how the previous award(s) were used (including how much of the award has been deployed or spent). (Suggested length: 2 pages.)**

- Explain the need for additional Fund dollars over and above the prior award. Describe the additional benefits that would accrue to its capacity or to the Target Market if the Applicant receives another award from the Fund, such as plans for expansion of staff, market, or products. The Fund will not provide funding for the same activities funded in prior awards.
- If previous award was to become a Certified Native CDFI – and this objective was not achieved: why was the previous TA insufficient to become certified? How would additional TA allow the Applicant to accomplish this objective?
- Discuss the extent to which the Applicant or Affiliate (as applicable) has been successful in meeting previous performance goals and reporting requirements.
- Has the Applicant and/or any Affiliate previously received a financial award (includes any awards made under the CDFI Program, Native American Programs, and BEA Program) or NMTC Allocation from the CDFI Fund? (Yes or No). If yes, please list all of those previous awards and/or allocations:

Previous Awards				
Name of Awardee	EIN of Awardee	Award Control Number	Total Award/Allocation Amount	Award Type

**15. Provide a justification for the award request. Describe the Applicant’s plan for using the requested FA and/ or TA. (Suggested length: 2 pages.)**

- If seeking FA: Discuss the degree to which the FA requested will create leverage in terms of funding or other resource (e.g., the Tribe's willingness and ability to contribute in-kind support of a staff person). Address how the FA requested fits into the Applicant’s capitalization plan.
- If seeking TA: Provide a summary of the organizational improvements needed to achieve the objectives of the CBP – including becoming certified (Type 2 Applicant) or creating a certified Native CDFI (Type 3 Applicant). Describe the Applicant’s plan for using the requested TA to build its capacity. Discuss whether the TA award will promote the most viable Native CDFI to serve the Target Market.

**16. TA Request Narrative. Discuss the extent to which the Applicant lacks one of the elements above or is a start up. (Suggested length: ½ page.)**

- For those TA request entries described in the TAP as improving the community development and effective use capacity, explain how the requested TA will address the deficiencies or strengthen the Applicant’s capacity in the area of community development and effective use. Examples may include requests to develop, monitor or report on impact measures.

## Management

The Fund will evaluate the Applicant's organizational capacity to achieve the objectives set forth in its CBP as well as its ability to use its award successfully and maintain compliance with its Assistance Agreement through an evaluation of: (i) the capacity, skills, size and experience of the Applicant's current or proposed Governing Board, management team, and key staff; and (ii) the Applicant's management controls and risk mitigation strategies including policies and procedures for portfolio underwriting and review, financial management, risk management, management information systems.

### Charts and Attachments

- Organizational Chart
  - Chart should illustrate all positions as of the date of the Application including (i) Governing Board; (ii) management; (iii) all staff including shared or donated staff from other organizations or Affiliates; and (iii) volunteers and consultants who are an integral part of the Applicant's operations. Show reporting relationships for all positions.
- Up-to-date resumes of Key Board Members (chairpersons of the Governing Board, advisory board (if applicable), and key committees), Management Team, and Key Staff.
- Up-to-date resumes of each person for whom "Personnel" costs are requested in the TA Budget.
- Up-to-date resumes of any consultants or contractors for whom "Professional Services" costs are requested in the TA Budget.
- Scope of Work documents for each "Professional Services" project requested in the TA Budget.

### Narrative

**17. Describe the capacity, skills, size and experience of the Applicant's current and/or proposed Governing Board.** (Suggested length: 1 -- 2 pages)

- List the members of the Applicant's/the Native CDFI's Governing Board, advisory board, and any key committees that are an integral part of the Applicant's current operations (e.g., loan/investment committee, audit committee) or plans to create a Native CDFI. If the governing board of the Native CDFI is not yet in place, provide a narrative description of the timeline and plans for developing the Native CDFI's governing board.
- For each member, provide a brief (one paragraph) description of that individual's capacity, skills, and experience – especially as it relates to his or her position on the board or committee.
- Provide the current or proposed number of governing board members and the percentage of members that are members of the home Tribe or are Native, as appropriate.
- If the Applicant has or proposes to create an Advisory Board that is separate from the Governing Board, describe its current or proposed role in advising policies and mission.

**TIP** An Applicant will score well in this section if it can demonstrate that it has or has plans to develop a governing board with a diverse set of skills and connections such as community development professionals, traditional financing (e.g., local bankers), and someone who understand the Target Market (e.g., community residents, Tribal Council members).

**18. Describe the capacity, skills, and experience of the Applicant's current and/or proposed management team and key staff.** (Suggested length: 2 - 4 pages.)

- For each member of the management team and any key staff who are integral to implementing the CBP (e.g., loan officers or marketing professional) provide a brief (1-2 paragraph) description of: (i) the position held by the individual including role and responsibilities; (ii) the individual's capacity, skills, and experience as it relates to his or her position; and (iii) the individual's role in carrying out the CBP. A Type 3 Applicant (Sponsoring Entity) should discuss members of the Native CDFI development team (e.g., staff, consultants, volunteers).
- For any vacancies or new positions, describe the status of filling the position and the strategy for doing so, as well as the expected date of filling the position (including timeframe). A Type 2 Applicant (Emerging Native CDFI) should discuss plans to hire additional staff needed to move the organization toward becoming certified.

**19. In the Applicant is seeking FA or FA/TA: Describe the Applicant's policies and procedures.** (Suggested length: 2 - 4 pages.)

- Describe the Applicant's **underwriting policies and procedures**, addressing:
  - ~ Whether the Applicant has written, board-approved policies in place and the date the policy was most recently approved or updated by the Governing Board.
  - ~ The underwriting process and review criteria for each Financial Product; the roles and responsibilities for due diligence, initial recommendation, setting the interest rate, determining the risk level, and making the final loan decision; and the methodology for Write-Off/Charge-Offs of unrecoverable loans. Explain if Applicant does not Write-Off/Charge-Off loans delinquent greater than 120 days.
- Describe the Applicant's **portfolio monitoring policies and procedures**, addressing:
  - ~ Whether the Applicant has written, board-approved policies in place and the date the policy was most recently approved or updated by the Governing Board.
  - ~ The Applicant's methodology for portfolio review, including frequency of review (e.g., monthly, quarterly, semi-annual, annual), the role of management, staff, Governing Board, and/or committee members; the types of reports that borrowers or investees are required to submit; and how the Applicant addresses delinquencies and defaults in its portfolio.
- Describe the Applicant's **financial and risk management policies and procedures**, addressing:
  - ~ Whether the Applicant has written, board-approved policies in place and the date the policy was most recently approved or updated by the Governing Board.
  - ~ Management of financial accounts, procurement, and travel;
  - ~ System for tracking and reporting on use of funds from public and private sources; and
  - ~ Process for producing internal and audited Financial Statements.
- If the Applicant is requesting an award for a new product, explain if policies and procedures have been developed or the timeframe for doing so.
- If Applicant provides Equity Investments:
  - ~ Address how the Applicant determines performance and financial benchmarks with investees; and is alerted if an investee is experiencing financial or managerial difficulties.

- ~ Describe the Applicant's role in company management and board decisions.
- ~ Describe the types of corrective actions/enforcement/activities that will be taken if benchmarks are not met.

**20. If seeking TA Only: Discuss whether the Applicant has policies and procedures in place for underwriting, portfolio monitoring, financial and risk management. If not, note whether it is requesting TA to help it develop such policies.** (Suggested length: 1 - 2 pages.)

**21. Discuss the extent to which the Applicant has in place the systems and procedures to ensure ongoing compliance with of a CDFI Fund Assistance Agreement, focusing on the ability to:**

- Submit reports in a timely manner based on the applicable reporting periods; and
- Report electronically through the Community Investment Impact System (CIIS) on its financial management, institutional level, and transaction level data required to meet the Fund's annual reporting requirements.
- To the extent the Applicant lacks a system or procedure, explain the strategy for acquiring and implementing the appropriate information systems and technology.
- **If the Applicant is a Type 3 (Sponsoring Entity):** Discuss the Applicant's (1) systems for complying with Federal grant programs; (2) expectations for developing compliance and reporting systems for the Native CDFI that you are proposing to create.

**22. TA Request Narrative. Discuss the extent to which the Applicant lacks one of the elements above or is a start up.** (Suggested length: ½ page.)

- For those TA request entries described in the TAP as improving the Management capacity, explain how the requested TA will address the deficiencies or strengthen the Applicant's capacity in the area of Management. Examples may include requests to develop or enhance policies and procedures or train staff and or board members in specific areas related to CDFI management and financing. Describe the applicable activities and/or purchases and how they will improve the organization's ability to achieve community development impact.



## **Financial Health and Viability**

The Fund will evaluate the Applicant's: (i) audited or otherwise prepared Financial Statements; (ii) safety and soundness, including an analysis of the Applicant's financial services industry ratios (capital, liquidity, deployment and self-sufficiency) and ability to sustain positive net revenue; (iii) projected financial health, including its ability to raise operating support from sources other than the Fund and its capitalization strategy; and (iv) portfolio performance including loan delinquency, loan losses, and loan loss reserves. If an Applicant does not have 100 percent of the required matching funds in-hand (versus committed), the Applicant must demonstrate to the satisfaction of the Fund that it will raise the outstanding balance of matching funds within the time table set forth above. The Fund will evaluate the Applicant's ability to create or sustain a financially safe and strong CDFI, how this is done will vary by Applicant type.

**The FY 2007 NACA Program Application includes two Financial Health and Viability sections: one for any Applicant seeking TA Only and another one for any Applicant seeking FA - either alone or in conjunction with TA.**

- An Applicant requesting TA Only will answer questions 23 to 25.
- An Applicant requesting FA - alone or in conjunction with TA - will complete questions 26 through 28.

### ***Financial Health and Viability: Applicant Seeking TA Only***

#### **Charts and Attachments: Applicant Seeking TA Only**

- Loan Portfolio Quality Chart (Chart G). Complete this chart if the Applicant has a loan portfolio.
- Equity Investment Portfolio Valuation Chart (Chart H). Complete this chart if the Applicant has an investment portfolio.

#### **Narrative: Applicant Seeking TA Only**

- 23. If the Applicant is Type 1 (Certified) or Type 2 (Emerging): Describe the Applicant's financial position relative to Capital, Assets, Earnings, and Liquidity. (Suggested length: 1 page.)**
  - Discuss the following historic and projected figures: Net Asset Ratio, Total Assets, Total Loans Outstanding, Deployment, Net Income, Portfolio-at-Risk (PAR), Loan Loss Reserves.
  - The narrative should address any weaknesses in the Applicant's financial performance (e.g., low capital, low deployment, negative earnings, low operating liquidity, or high PAR).
- 24. Funds Available for Financing.** Discuss efforts to raise financing capital, including the extent of past support from prospective funders and the strategy for approaching all funding sources going forward (both past and new sources). (Suggested length: 1 page.)
- 25. Other Resources.** Describe other resources that you can draw on in support of the current or proposed Native CDFI (e.g., donated staff time, office space, volunteers, or shared databases of potential clients). (Suggested length: ½ page.)

## ***Financial Health and Viability: Applicant Seeking FA or FA/TA***

### **Charts and Attachments: Applicant Seeking FA or FA/TA**

- Financial Health & Viability Chart (Part 1: Financial Data Input. Part 2: Financial Ratios) (Chart F).
  - Chart F summarizes both the historic and projected financial performance of the Applicant. Complete the chart entering data in the green cells only. Yellow cells are formula calculations. View cell comments in Excel for line item definitions.
  - Applicant will enter historic data using its last three years of financial statements and portfolio data, if necessary. Applicant should develop the three years of projected financial information based on portfolio projections, expected revenue, and other business planning information.
- Loan Portfolio Quality Chart (Chart G). Complete this chart if the Applicant has a loan portfolio.
- Equity Investment Portfolio Valuation Chart (Chart H). Complete this chart if the Applicant has an investment portfolio.
- Submit Financial Statements for the Applicant's two most recently completed fiscal years (or as many years as are available if the Applicant has been in operation less than two years).
  - If the Applicant is Non-Regulated (e.g., a loan fund): Submit audited or reviewed Financial Statements. If audited or reviewed Financial Statements are not available, submit internally generated balance sheets (statements of financial position) and Income and Expense Statements (statements of activities), and respond to question 27, below.
  - If the Applicant has any Affiliate(s): If the audited Financial Statements of the Applicant are consolidated with its Affiliate(s) and do not include separate schedules of the Applicant's financial position and Income and Expense Statements, submit a separate set of internally generated Financial Statements for the Applicant.
  - If the Applicant is an ICU, IDI, or DIHC: Submit Financial Statements for the last two completed fiscal years that have been reviewed by the Applicant's Federal regulatory agency (e.g., Form 5300 or Uniform Bank Performance Report). Submit Financial Performance Ratios prepared by the Applicant's Federal regulatory agency for the last two completed fiscal years.

### **Narrative: Applicant Seeking FA or FA/TA**

- 26. Describe the type of Financial Statements included with the Application: audited, reviewed, or internally prepared.** (Suggested length: ½ page.)
- If applicable, explain why anything less than the most recent two years of audited Financial Statements were not included. If applicable, explain measures being taken to address any negative findings reported in the audits.
- 27. Provide key assumptions underlying the projections for the three years (FY 2006-FY 2008) identified in the Financial Health & Viability Chart.** (Suggested length: 1 – 2 pages.)
- Explain the basis for any change in outstanding financing during the projected years.
  - Identify new Financial Products, Development Services, or Financial Services impacting the outstanding financing figure for the three projected years. These should match the Financial Products, Development Services, or Financial Services on the Activities Level Chart.
  - Describe the figures used to determine expenses (i.e., new hires, new offices, etc.).

- Discuss the extent to which the Applicant has sufficient financing capital to meet the current and projected level of demand for its Financial Products and/or Financial Services.

<b>Financial Ratio Minimum Prudent Standards (MPS)</b>			
<b>Measure</b>	<b>Non-Regulated CDFIs</b>	<b>Insured Credit Unions</b>	<b>IDIs / DIHCs</b>
<b>Capital</b> Measures the underlying financial strength of an Awardee and whether it has sufficient cushion of assets to cover unexpected losses. The capital ratio identifies the percentage of the Native CDFI's total assets unencumbered by debt.	<b>Net Asset Ratio <math>\geq 15\%</math></b> Net Assets divided by Total Assets	<b>Net Worth Ratio <math>\geq 5\%</math></b> Net Worth divided by Total Assets	<b>Tier 1 Leverage Capital <math>\geq 7\%</math></b>
<b>Deployment</b> Measures how much of the Applicant's available funds are lent out or invested.	<b>Deployment Ratio <math>\geq 50\%</math></b>	<b>Deployment Ratio <math>\geq 50\%</math></b> Total Loans divided by Total Shares	<b>Total Loans/Total Deposits <math>\geq 50\%</math></b>
<b>Self-Sufficiency</b> Measures the percentage of operating costs a Native CDFI can cover with earned revenue.	<b>Self-Sufficiency Ratio = <math>\geq 40\%</math> (non-profit) <math>\geq 70\%</math> (for-profit)</b>	N/A	N/A
<b>Operating Liquidity</b> Measures whether an Applicant has sufficient cash to cover at least 3 months of operating expenses. The operating ratio reports the availability of cash to cover short-term operating expenses.	<b>Operating Liquidity Ratio <math>\geq 0</math></b> Cash and Cash Equivalents that are not restricted in a manner that prevents their use in satisfying obligations represented by operating expenses DIVIDED BY 25% of total operating expenses for the four most recently completed quarters.	N/A	N/A
<b>Earnings</b> Measures whether an Applicant is earning sufficient revenue to cover its expenses. The Fund bases this MPS on a 3-year time frame recognizing that the nature of Native CDFI funding sources makes it difficult to achieve positive net income every year.	<b>Net Income <math>\geq \\$0</math></b> Gross Revenues (including grants or other contributions) less Total Expenses. For-profit An Applicant should deduct total pre-tax expenses from Total Revenue.	<b>Return on Assets <math>\geq 0.75\%</math></b> See return on average assets under Earnings Heading under FPR Ratios Document	<b>Pre-Tax Net Operating Income/Average Assets <math>&gt;0.65\%</math></b>

**28. For each Financial Ratio: state the Applicant's ratio result as calculated on Chart F and whether that result meets the Fund's MPS.**

- If a ratio does not meet the MPS, explain (a) the expectation for the ratio and how the expectations were developed; (b) why the Applicant is financially sound, although it does not meet the MPS; and (c) how the requested FA and/or TA will help increase the Applicant's ratio.
- For an Applicant that is an ICU, IDI, or DIHC: discuss any regulatory constraints or agreements affecting the MPS.

**TIP** Consider the following in developing the explanation for any missed MPS:

- Capital Ratio: Explain why the Applicant’s debts exceed 80% of its total assets and how the organization protects itself from financial risks related to this debt level.
- Self-Sufficiency Ratio: Describe the Applicant’s strategy and timeline for increasing total earned income and/or decreasing expenses. Explain any inflexible impediments to self-sufficiency and why they are considered inflexible (e.g., product mix or market served discussions.)
- Operating Liquidity Ratio: Address the factors affecting the Applicant’s ability to meet its liabilities with off-balance sheet resources or other strategies.
- Earnings: Explain any unusual losses, plans for preventing such losses in the future, strategy for increasing earnings, and how requested FA or TA will help the Applicant’s earning potential.

**29. Portfolio Management Ratios.** The chart below defines the MPS for the three portfolio management ratios: **Portfolio-at-Risk and Loan Loss Reserves (Provision for Losses).**

Institution Type	Portfolio-at-Risk (PAR) Ratio	Loan Loss Reserves (LLR) or Provision for Losses
Non-Regulated Entities (Loan Funds)	≤ 15.00%	Loan Loss Reserves are expected to be no less than half the actual Portfolio-at-risk and no more than one and a half times the actual portfolio at risk: .5 PAR ≤ LLR ≤ 1.5 PAR
Insured Credit Unions	Delinquent Loans/Total Loans ≤ 3.5%	Comparing FY03 and FY04, Applicant’s dollar amount of provision for loan losses changed by at least the same percent and direction as the change in the dollar amount of delinquent loans.
IDIs / DIHCs	Non current Loans & Leases/Total Loans & Leases ≤ 2.0%	Loans & Leases Allowance/Total Loans & Leases ≥ 0.5% PAR

- The Applicant will complete the Loan Portfolio Quality Chart and compare its 3-year average historical ratios to the MPS above.
- For each portfolio management ratio, provide a narrative addressing the following:
  - ~ State whether the Applicant met the MPS.
  - ~ Explain the Applicant’s expectation or goal for the ratio and how it was developed.
  - ~ If the Applicant failed to meet a MPS, explain why it believes it has reasonable risk management despite not meeting it or describe the steps being taken to address the failure.

**30. Equity Investor Financial Health [applicable only for Venture Capital Funds]**

- Complete the Equity Investment Portfolio Valuation and briefly answer the following:
  - ~ Describe the terms of the Equity Investments made by the Applicant.
  - ~ Explain the Fund’s life cycle and where the Applicant is in that life cycle.
  - ~ Describe the Fund’s status in meeting both capitalization and investment goals compared to the original plans.
- Provide a summary of investments including total number, breakout by investment type (i.e., pure equity vs. equity-like), and investment age.

**31. Funds Available for Financing.** Discuss efforts to raise financing capital, including the extent of past support from prospective funders and the strategy for approaching all funding sources going forward (both past and new sources). (Suggested length: 1 page.)

**32. TA Request Narrative. Discuss the extent to which the Applicant lacks one of the elements above or is a start up.** (Suggested length: ½ page.)

- For those TA request entries described in the TAP as improving the Financial Health and Viability capacity, explain how the requested TA will address the deficiencies or strengthen the Applicant’s capacity in the area of Financial Health and Viability.

## Application Charts

The DATA FORM is the first worksheet found in the Excel Workbook. It must be completed in its entirety.

The charts (A-H) are included in this Application for visual reference only. All Application charts are available – and must be submitted – as an Excel file through the grants.gov system.

- Applicant will complete each chart and save the completed Workbook.
- Applicant must upload the completed Excel workbook into the online interface via grants.gov by the Application deadline.
- Applicant should print and retain a hard copy of all charts submitted for future reference. Applicant should NOT submit hard copies to BPD.
- Excel tip: To print all worksheets in a workbook choose “Print” then in the “Print What” box in the lower left corner select the radio button for “Entire Workbook.”

Chart	Description	Who Needs to Complete...
Data Form	Applicant Data Form - <b>MUST BE COMPLETED</b>	All Applicants. Failure to complete this award request and profile information could result in application being considered under the wrong component.
A	Matching Funds Data Chart	Applicants seeking FA. Not Required for TA-Only Applicants
B	Matching Fund Retained Earnings Calculator Charts * B1 for Non-Regulated CDFIs * B2 for Credit Unions * B3 for Banks, Thrifts, & Holding Companies	Applicants seeking FA. Not Required for TA-Only Applicants
C	Technical Assistance Request Summary Chart	Applicants seeking TA (alone or with FA)
D	Activities Level Chart	All Applicants.
E	Community Development Impact Chart	All Applicants.
F	Financial Health and Viability Part 1: Financial Data Input and Part 2: Financial Ratios * F1 for Non-Regulated Applicants * F2 for Credit Union Applicants * F3 for Banks, Thrifts, & Holding Companies	FA Applicants.
G	Loan Portfolio Quality Chart	All Applicants.
H	Equity Investment Portfolio Valuation Chart	All Applicants.

## FY 2007 CDFI Program Application Data Form

<b>Instructions:</b> Yellow cells are automatically calculated based on entries made in the green cells. Make entries in green cells only.						
<b>Organization Name</b>						
Enter full name of Applicant organization:						
<b>Award Request</b>						
<b>Total Award Request:</b>						<b>\$0</b>
<b>Financial Assistance Budget</b>						
Intended Use of Funds	Form of Award					Total Request
	Loan	Grant	Equity	Shares/Deposits	Secondary Capital	
Financing Capital						\$0
Loan Loss Reserve						\$0
Capital Reserves						\$0
Other Expenditures	\$0	\$0	\$0	\$0	\$0	\$0
A. Personnel (Salary)						\$0
B. Personnel (Fringe Benefits)						\$0
C. Training						\$0
Travel						\$0
Professional Services						\$0
Materials / Supplies						\$0
Equipment / Other Capital Expenditures						\$0
Other Costs						\$0
<b>Total FA Request</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Technical Assistance Budget</b>						
Populated from Data in Chart C. Changes to TA Budget must be made in Chart C						
Category						Amount
Personnel (Salary)						\$0
B. Personnel (Fringe Benefits)						\$0
C. Training						\$0
D. Travel						\$0
E. Professional Services						\$0
F. Materials / Supplies						\$0
G. Equipment and Other Capital Expenditures						\$0
H. Other Costs						\$0
<b>Total TA Request</b>						<b>\$0</b>

**[This is a partial view of a three-page chart. See 'Data Form' worksheet in Charts workbook.]**



# A. Matching Funds Data Chart

**Instructions:** Detailed instructions and a sample chart can be found in the Application. Review those carefully and have Matching Funds documents available when completing this chart. Remember the following important points:

- 1) Fill in only one "Amount" column for each row. The date entry should correspond to the amount column and match status as explained in the Application instructions.
- 2) If the Matching Funds are from a state and/or local government agency, Applicants must provide the contact name, title, and phone number of the Matching Funds source in the far right column. Use same column for any additional comments relevant to the Matching Funds entry.
- 3) The appropriate Retained Earnings calculator (charts B1, B2, or B3) must be completed if the Applicant includes a Retained Earnings entry in this chart.
- 4) If additional rows are needed insert them in the middle of the table so that the "Total" formulas are automatically updated.

Name of Source	Type	Amount In-Hand	Amount Committed	Amount to be Raised	Date	Comments & Contact Data
<b>Totals</b>		<b>0</b>	<b>0</b>	<b>0</b>		

## B1. Retained Earnings Calculator Chart (Non-Regulated Applicants)

**Instructions:** This chart must be completed by any non-regulated (for- or non-profit) Applicant proposing to use retained earnings as a matching funds source.

The Applicant must demonstrate in this chart that the proposed retained earnings meet the following criteria:

- (1) No federal funds are being proposed as part of the retained earnings.
- (2) Applicant is not double-counting match fund sources in Chart A (list of match fund sources).
- (3) Matching Funds meet applicable FY guidelines (see NOFA).

The Applicant's electronic signature on SF-424 attests that all information reported in the Retained Earnings chart is accurate at the time of application. To the extent possible, the Fund will verify the table entries against the financial statements provided with the application. The information reported here is subject to audit; therefore, Applicant must be accurate in reporting Federal income and associated expenses.

Non-regulated Applicants have two options for calculating Retained Earnings:

- (A) The increase in Retained Earnings over the Applicant's most recently completed fiscal year; or
- (B) The annual average increase in Retained Earnings over the Applicant's three most recently completed fiscal years.

Fill out the data for each of the fiscal years.

Yellow cells automatically calculate based on entries made in the green cells. Complete green cells for each fiscal year using line items from the Applicant's financial statements and historical accounting records.

The chart assumes the Applicant's most recently completed fiscal year is 2005. If the most recently completed fiscal year is 2006, adjust the fiscal years by changing 2005 to 2006 – the other years will update automatically.

Rows A and E should be found on the Income Statements. Other rows may need to be calculated or researched from accounting records.

Itemize income and expenses associated with federal sources under Line B. Itemize income that the Applicant is also using as a source of match (as reported on Chart A) on line A. If additional rows are needed for reporting itemized data (Line B and Line C), add rows from middle of the section in order to maintain the sum formula on line B or C.

A positive result in either of line J Col 3 or Line K Col 3 can be proposed as "Retained Earnings" match in Chart A.

		Col 1	Col 2	Col 3	Col 4
Line	Financial Data	2003	2004	2005	
A	Total Operating Income/Revenue				
B	LESS Income from Federal Sources (Itemize source and amount in the lines below. Add additional lines as necessary)	0	0	0	
C	LESS Income listed as Matching Funds on Chart A (Itemize source and amount in the lines below. Add additional lines as necessary)	0	0	0	
D	<b>Subtotal: Adjusted Operating Income/Revenue</b>	0	0	0	
E	Total Operating Expenses				
F	LESS Total Expenses Associated with Lines B and C (Itemize source and amount in the lines below. Add additional lines as necessary)	0	0	0	
G	LESS Dividends Paid Out (For-profit CDFIs only)				
H	<b>Subtotal: Adjusted Operating Expenses</b>	0	0	0	
I	<b>TOTAL RETAINED EARNINGS</b>	0	0	0	
<b>Either Result Below Can Be Used for FY 2007 Application</b>					
J	<b>Retained Earnings Increase from Most Recent FYEnd</b>		\$0		
K	<b>Three Year Average Retained Earnings Increase</b>		\$0		

**Notes for Line Items**

(A): Operating income for a nonprofit CDFI is limited to unrestricted revenue. It includes revenue sources available for the day-to-day operating activities of the company, but excludes investment income.

(C): Deduct the value of any grants, loans, etc., listed as match sources in Chart A and received in the applicable FY.

(F): Only include those expense items charged against the income sources included on lines B and C.

(I): "Retained Earnings" is a term used on for-profit balance sheets. For nonprofit CDFIs, the term is most equivalent to the unrestricted portion of Net Assets on the balance sheet.

## B2. Retained Earnings Calculator Chart for Credit Unions

**Instructions:** This chart must be completed by any credit union Applicant proposing to use retaining earnings as a source of matching funds.

The Applicant must demonstrate in this chart that the proposed retained earnings meet the following criteria:

- (1) No federal funds are being proposed as part of the retained earnings.
- (2) Applicant is not double-counting match fund sources in Chart A (list of match fund sources).
- (3) Matching Funds meet applicable FY guidelines (see NOFA).

The Applicant's electronic signature on SF-424 attests that all information reported in the Retained Earnings chart is accurate at the time of application. To the extent possible, the Fund will verify the table entries against the financial statements provided with the application. The information reported here is subject to audit; therefore, Applicant must be accurate in reporting Federal income and associated expenses.

Credit Unions have three options for calculating Retained Earnings:

- (A) The increase in Retained Earnings over the Applicant's most recently completed fiscal year;
- (B) The annual average increase in Retained Earnings over the Applicant's three most recently completed fiscal years; or
- (C) Retained Earnings accumulated since its inception.

Fill out the data for each of the fiscal years.

Yellow cells automatically calculate based on entries made in the green cells. Complete green cells for each fiscal year using line items from the Applicant's financial statements and historical accounting records.

The chart assumes the Applicant's most recently completed fiscal year is 2005. If the most recently completed fiscal year is 2006, adjust the fiscal years by changing 2005 to 2006 – the other years will update automatically.

If using the "Since Inception" calculation, the Applicant need only complete the "Since Inception" column.

Itemize income and expenses associated with federal sources under Line F. Itemize income that the Applicant is also using as a source of match (as reported on Chart A) on line G. If additional rows are needed for reporting itemized data (Line F and Line G), add rows from middle of the section in order to maintain the sum formula on line F or G.

For Insured Credit Unions using choice (C), the Applicant must ALSO increase its Member and/or Non-Member Shares or total loans outstanding by an amount that is equal to the amount of Retained Earnings that is committed as Matching Funds by the end of the Awardee's second performance period, as set forth in its Assistance Agreement. For example, if Retained Earnings since inception is equal to \$50,000 and the Applicant designates the entire amount as match, the Applicant must raise its Total Member/Nonmember Shares or loans outstanding by \$50,000.

Applicants using Retained Earnings under choice (C) must include a narrative in the box below discussing its strategy for raising the required shares or loans.

	Col 1	Col 2	Col 3	Col 4	Col 5
Line	<b>Call Report and other Financial Data</b>	<b>Since Inception</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>
A	Undivided earnings				
B	Regular Reserves				
C	Other Reserves				
D	Reserves dedicated to losses				
E	<b>Subtotal Retained Earnings (A+B+C+D)</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
F	LESS Income from Federal Sources Itemize source and amount in the lines below. Add additional lines as necessary.	\$0	\$0	\$0	\$0
G	LESS Income listed as Matching Funds on Chart A Itemize source and amount in the lines below. Add additional lines as necessary.	\$0	\$0	\$0	\$0
I	<b>Subtotal of Adjustments (F+G)</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
J	<b>Adjusted Retained Earnings (E-I)</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Any of the Results Below Can Be Used As Match:</b>					
K	<b>Retained Earnings Increase from Most Recent FYEnd:</b>			<b>\$0</b>	
L	<b>3-Year Average Retained Earnings Increase:</b>			<b>\$0</b>	
M	<b>Retained Earnings From Inception:</b>			<b>\$0</b>	

**Narrative in support of Option C:**

If using option C (reflected in cell D19), explain strategy for raising the required shares or loans in the box below.

## B3: Retained Earnings Calculator Chart for Banks, Thrifts, and Holding Companies

**Instructions:** This chart must be completed by any bank, thrift, holding company Applicant proposing to use retained earnings as a matching funds source.

The Applicant must demonstrate in this chart that the proposed retained earnings meet the following criteria:

- (1) No federal funds are being proposed as part of the retained earnings.
- (2) Applicant is not double-counting match fund sources in Chart A (list of match fund sources).
- (3) Matching Funds meet applicable FY guidelines (see NOFA).

The Applicant's electronic signature on SF-424 attests that all information reported in the Retained Earnings chart is accurate at the time of application. The Fund will verify the table entries against the financial statements provided with the application or data on the FFIEC website. The information reported here is subject to audit; therefore, Applicant must be accurate in reporting Federal income and associated expenses.

Bank, thrift, and holding company Applicants have two options for calculating Retained Earnings:

- (A) The increase in Retained Earnings over the Applicant's most recently completed fiscal year; or
- (B) The annual average increase in Retained Earnings over the Applicant's three most recently completed fiscal years.

Fill out the data for each of the fiscal years.

Yellow cells automatically calculate based on entries made in the green cells. Complete green cells for each fiscal year using line items from the Applicant's financial statements and historical accounting records.

The chart assumes the Applicant's most recently completed fiscal year is 2005. If the most recently completed fiscal year is 2006, adjust the fiscal years by changing 2005 to 2006 – the other years will update automatically.

Rows A and E should be found on the Income Statements. Other rows may need to be calculated or researched from accounting records.

Itemize income and expenses associated with federal sources under Line B. Itemize income that the Applicant is also using as a source of match (as reported on Chart A) on line A. If additional rows are needed for reporting itemized data (Line B and Line C), add rows from middle of the section in order to maintain the sum formula on line B or C.

A positive result in either of line J Col 3 or Line K Col 3 can be proposed as "Retained Earnings" match in Chart A.

	Col 1	Col 2	Col 3	Col 4
Line	<b>Call Report Data</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>
A	<b>Retained earnings</b> (Line 16c from Holding Company report FR Y-9SP; line 20d from FR Y-9LP; Schedule RC, line 26a from Bank Call Report)			
B	<b>Accumulated other comprehensive income</b> (Line 16d from Holding Company report FR Y-9SP; line 20e from TFR Y-9LP; Schedule RC, line 26b from Bank Call Report)			
C	<b>Other noninterest income</b> (Schedule RI, TFR, line 5l from Call Report)			
D	<b>LESS Income from Federal Sources</b> (Itemize source and amount in the lines below. Add additional lines as necessary)			
E	<b>LESS Income listed as Matching Funds on Chart A</b> (Itemize source and amount in the lines below. Add additional lines as necessary)			
E	<b>Eligible Retained earnings for purposes of CDFI Program matching funds calculation</b>	\$0	\$0	\$0
<b>Either Result Below Can Be Used for FY 2007 Application</b>				
F	<b>Retained Earnings Increase from Most Recent Fiscal Year</b>		\$0	
G	<b>Three Year Average Retained Earnings Increase</b>		\$0	

### C. TA Budget Chart

Identify all items and / or tasks to be financed with the TA grant. A detailed description, justification, and explanation of the calculation methodology for the amount requested for each entry must be included in the TA Proposal (TAP) section of the application. Provide the requested information for each requested use. Complete a separate entry for each individual use. Insert more rows above the appropriate subtotal line if additional rows are needed. Additional instructions (and a sample chart) can be found in the FY 2007 Combined CDFI Program application.

**A. Personnel (Salary)**

Under Name, list the staff person's name for which salary is requested. Under Position, identify the staff person's title. Under Computation, list the annual salary rate and the percentage to be covered by the requested TA grant (which should correspond to the percentage of time to be devoted to an identified project / task or for carrying out CDFI-related activities as described in the narrative justification). Under Cost, list the total salary amount calculated using the methodology described under Computation. List each staff person on a separate line.

Name	Position	Computation	Cost
<b>Personnel (Salary) Sub-Total:</b>			<b>\$0</b>

**B. Personnel (Fringe Benefits)**

Fringe benefits are for personnel listed in cost category (A). Under Name, list the staff person's name for which fringe benefits are requested. Under Position, identify the staff person's title. Under Computation, identify the source of the calculation, list the annual amount of fringe benefits and the percentage to be covered by the requested TA grant (which should correspond to the percentage of time to be devoted to an identified project / task or for carrying out CDFI related activities as described in the narrative justification). Under Cost, list the total amount of fringe benefits calculated using the methodology described under Computation. List each staff person on a separate line.

Name	Position	Computation	Cost
<b>Personnel (Fringe Benefits) Sub-Total:</b>			<b>\$0</b>

**C. Training**

List each training class or course funded by the TA grant separately by the name of the training. Under Name of Training, identify the name of the training event. Under Training Provider, identify the name of the training provider. Under Computation, identify all items to be covered by the TA grant including costs of tuition, fees, training materials, and text books (travel, subsistence, and salary for staff attending the training should be reflected in the Travel and Personnel categories). Under Cost, list the total cost computed for each training event calculated using the methodology described under Computation.

Name of Training	Training Provider	Computation	Cost
<b>Training Sub-Total:</b>			<b>\$0</b>

**[This is a partial view of a three-page chart. See full version in Charts workbook and completed sample on page 37 of application.]**

## D. Activities Level Chart

**Instructions:** Use this chart to identify up to five primary Financial Products and/or Financial Services provided by the Applicant. Select activity from the options in the "Activity" column dropdown menu. For each activity, identify total # and % of total provided to Target Market. Report actual figures for the 3 most recently completed fiscal years. Report projected activity for the current fiscal year and the next three fiscal years. If the Applicant is a start-up, enter information on its parent or its own activities (if it has applicable activities), or N/A if it has not yet started to provide financial products or services. Provide details about each activity in the CBP, Business Strategy, question #5 narrative.

**Total # and % of Total to TM:** Under the # sign enter the total number of transactions closed (or customers served in the case of Financial Services). Under the % enter percent of those total transactions or customers that would be credited to the Applicant's Target Market.

**Total \$ and % of Total to TM:** Under the \$ sign indicate the total dollar amount of transactions (as applicable) closed for that year. Under the % enter percentage of total \$ amount that can be credited to the Applicant's Target Market.

The chart assumes the Applicant's most recently completed fiscal year was 2005. If the most recently completed fiscal year was 2006, adjust the fiscal years by editing only the entry in cell G7 to 2006 and the other years will update automatically.

Activity	Historic Activity						Projected Activity							
	2003		2004		2005		2006		2007		2008		2009	
	#	%	#	%	#	%	#	%	#	%	#	%	#	%
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
	#	%	#	%	#	%	#	%	#	%	#	%	#	%
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
	#	%	#	%	#	%	#	%	#	%	#	%	#	%
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
	#	%	#	%	#	%	#	%	#	%	#	%	#	%
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%

## E. Community Development Impact Chart

**Instructions:** Use this chart to identify up to five community development impacts related to the Financial Products or Financial Services identified on the Activities Level Chart. Report actual figures for the 3 most recently completed fiscal years. Report projected activity for the current fiscal year and the next three fiscal years. Select impacts from the options in the dropdown menu. For each impact, identify total # and % of total to Target Market. If the Applicant is a start-up, enter information on its parent or its own activities (if it has applicable activities), or N/A if it has not yet started to provide financing or financial services. Provide details about each impact in the CBP, Community Development Performance, question #10 narrative.

The chart assumes the Applicant's most recently completed fiscal year was 2005. If the most recently completed fiscal year was 2006, adjust the fiscal years by editing only the entry in cell G6 to 2006 and the other years will update automatically.

Activity	Historic Activity						Projected Activity							
	2003		2004		2005		2006		2007		2008		2009	
	#	%	#	%	#	%	#	%	#	%	#	%	#	%
		100%												
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
	#	%	#	%	#	%	#	%	#	%	#	%	#	%
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
	#	%	#	%	#	%	#	%	#	%	#	%	#	%
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%
	#	%	#	%	#	%	#	%	#	%	#	%	#	%
	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%	\$	%



# F1: Financial Data Input Chart - Non-Regulated Applicant

<b>Non-Regulated Applicant Financial Data Input Chart</b>		2003	2004	2005
<b>Assets</b>				
a	Total cash and cash equivalents			
b	Unrestricted cash and cash equivalents			
c	Current: Gross Loans Receivables			
d	Total Commitments			
e	Total Current Assets			
f	Noncurrent: Gross Loans Receivables			
g	Less: Loan Loss Reserve			
h	Total Outstanding Equity Investment Portfolio			
i	Less: Net Unrealized Loss			
j	Total Gross Loans Receivables and/or Equity Investment Portfolio	0	0	0
k	Total Assets			
<b>Liabilities</b>				
l	Total Current Liabilities			
m	Total Notes Payable			
n	Total Adjusted Notes Payable			
o	Total Off-Balance Sheet Resources			
p	Total Liabilities			
<b>Net Assets</b>				
q	Total Net Assets Available for Financing			
r	Total Net Assets			
<b>Income and Expenses</b>				
s	Interest Payments from Financial Products			
t	Fee Income from Financial Products, Financial Services, and other activities			
u	Total Earned Income			
v	Total Grants and Contributions			
w	Total Income			
x	Total pre-tax Expenses			

Credit Unions and Banks, Thrifts, and Holding Companies should NOT use this chart. See Charts F2 and F3.

<b>Financial Health and Viability - MPS Ratios</b>		2003	2004	2005	3-Year Historic Ratios
y	<b>Net Asset Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
z	Total Financing Capital	\$0	\$0	\$0	\$0
aa	<b>Deployment Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
bb	Net Income	\$0	\$0	\$0	\$0
cc	<b>Self-Sufficiency Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
dd	<b>Operating Liquidity Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
ee	Current Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

## **F1: Financial Data Input Chart - Non-Regulated Applicant**

<b>Non-Regulated Applicant Financial Data Input Chart</b>		2006	2007	2008	2009
<b>Assets</b>					
a	Total cash and cash equivalents				
b	Unrestricted cash and cash equivalents				
c	Current: Gross Loans Receivables				
d	Total Commitments				
e	Total Current Assets				
f	Noncurrent: Gross Loans Receivables				
g	Less: Loan Loss Reserve				
h	Total Outstanding Equity Investment Portfolio				
i	Less: Net Unrealized Loss				
j	Total Gross Loans Receivables and/or Equity Investment Portfolio	0	0	0	0
k	Total Assets				
<b>Liabilities</b>					
l	Total Current Liabilities				
m	Total Notes Payable				
n	Total Adjusted Notes Payable				
o	Total Off-Balance Sheet Resources				
p	Total Liabilities				
<b>Net Assets</b>					
q	Total Net Assets Available for Financing				
r	Total Net Assets				
<b>Income and Expenses</b>					
s	Interest Payments from Financial Products				
t	Fee Income from Financial Products, Financial Services, and other activities				
u	Total Earned Income				
v	Total Grants and Contributions				
w	Total Income				
x	Total pre-tax Expenses				

<b>Financial Health and Viability - MPS Ratios</b>		2006	2007	2008	2009	3-Year Projected Ratios
y	<b>Net Asset Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
z	Total Financing Capital	\$0	\$0	\$0	\$0	\$0
aa	<b>Deployment Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
bb	Net Income	\$0	\$0	\$0	\$0	\$0
cc	<b>Self-Sufficiency Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
dd	<b>Operating Liquidity Ratio</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
ee	Current Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

## **F2: Financial Data Input Chart – Credit Union Applicants**

Section II: Comprehensive Business Plan

Credit Union Applicant Financial Data Input Chart		2002	2003	2004	2005
<b>Assets</b>					
a	Cash on Hand		\$ -	\$ -	\$ -
b	Cash on Deposit		\$ -	\$ -	\$ -
c	Cash Equivalents		\$ -	\$ -	\$ -
d	Investments w/ Maturity or repricing period of less than 1 year		\$ -	\$ -	\$ -
e	Total Investments		\$ -	\$ -	\$ -
f	Total Loans and Leases		\$ -	\$ -	\$ -
g	Less: Allowance for Loan & Lease Losses		\$ -	\$ -	\$ -
h	Total Assets	\$ -	\$ -	\$ -	\$ -
<b>Liabilities</b>					
i	Total Borrowings		\$ -	\$ -	\$ -
j	Accrued Dividends & Interest Payable in Shares and Deposits		\$ -	\$ -	\$ -
k	Accounts Payable and Other Liabilities		\$ -	\$ -	\$ -
l	Total Liabilities		\$ -	\$ -	\$ -
<b>Shares/Deposits</b>					
m	Total Member Deposits		\$ -	\$ -	\$ -
n	Total Non-Member Deposits		\$ -	\$ -	\$ -
o	Total Shares and Deposits		\$ -	\$ -	\$ -
<b>Equity</b>					
p	Undivided Earnings		\$ -	\$ -	\$ -
q	Regular Reserves		\$ -	\$ -	\$ -
r	Appropriation for Non-Conforming Investments (state-chartered credit unions)		\$ -	\$ -	\$ -
s	Other Reserves		\$ -	\$ -	\$ -
t	Uninsured Secondary Capital		\$ -	\$ -	\$ -
u	Net Income (unless this amount is already included in Undivided Earnings)		\$ -	\$ -	\$ -
v	Total Net Worth		\$ -	\$ -	\$ -
<b>Income and Expenses</b>					
w	Total Interest Income		\$ -	\$ -	\$ -
x	Total Interest Expenses		\$ -	\$ -	\$ -
y	Provision for Loan and Lease Losses		\$ -	\$ -	\$ -
z	Total Non-Interest Income		\$ -	\$ -	\$ -
aa	Total Non-Interest Expense		\$ -	\$ -	\$ -
bb	Net Income		\$ -	\$ -	\$ -

Financial Health and Viability - MPS Ratios		2003	2004	2005	3-Year Historic Ratios
cc	Net Worth Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
dd	Deployment Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
ee	Earnings	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
ff	Asset Liability Management	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

## **F2: Financial Data Input Chart – Credit Union Applicants**

Section II: Comprehensive Business Plan

Credit Union Applicant Financial Data Input Chart		2006	2007	2008	2009
<b>Assets</b>					
a	Cash on Hand	\$ -	\$ -	\$ -	\$ -
b	Cash on Deposit	\$ -	\$ -	\$ -	\$ -
c	Cash Equivalents	\$ -	\$ -	\$ -	\$ -
d	Investments w/ Maturity or repricing period of less than 1 year	\$ -	\$ -	\$ -	\$ -
e	Total Investments	\$ -	\$ -	\$ -	\$ -
f	Total Loans and Leases	\$ -	\$ -	\$ -	\$ -
g	Less: Allowance for Loan & Lease Losses	\$ -	\$ -	\$ -	\$ -
h	Total Assets	\$ -	\$ -	\$ -	\$ -
<b>Liabilities</b>					
i	Total Borrowings	\$ -	\$ -	\$ -	\$ -
j	Accrued Dividends & Interest Payable in Shares and Deposits	\$ -	\$ -	\$ -	\$ -
k	Accounts Payable and Other Liabilities	\$ -	\$ -	\$ -	\$ -
l	Total Liabilities	\$ -	\$ -	\$ -	\$ -
<b>Shares/Deposits</b>					
m	Total Member Deposits	\$ -	\$ -	\$ -	\$ -
n	Total Non-Member Deposits	\$ -	\$ -	\$ -	\$ -
o	Total Shares and Deposits	\$ -	\$ -	\$ -	\$ -
<b>Equity</b>					
p	Undivided Earnings	\$ -	\$ -	\$ -	\$ -
q	Regular Reserves	\$ -	\$ -	\$ -	\$ -
r	Appropriation for Non-Conforming Investments (state-chartered credit unions)	\$ -	\$ -	\$ -	\$ -
s	Other Reserves	\$ -	\$ -	\$ -	\$ -
t	Uninsured Secondary Capital	\$ -	\$ -	\$ -	\$ -
u	Net Income (unless this amount is already included in Undivided Earnings)	\$ -	\$ -	\$ -	\$ -
v	Total Net Worth	\$ -	\$ -	\$ -	\$ -
<b>Income and Expenses</b>					
w	Total Interest Income	\$ -	\$ -	\$ -	\$ -
x	Total Interest Expenses	\$ -	\$ -	\$ -	\$ -
y	Provision for Loan and Lease Losses	\$ -	\$ -	\$ -	\$ -
z	Total Non-Interest Income	\$ -	\$ -	\$ -	\$ -
aa	Total Non-Interest Expense	\$ -	\$ -	\$ -	\$ -
bb	Net Income	\$ -	\$ -	\$ -	\$ -

Financial Health and Viability - MPS Ratios					3-Year Projected Ratios
	2006	2007	2008	2009	
cc	Net Worth Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
dd	Deployment Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
ee	Earnings	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
ff	Asset Liability Management	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!



## **F3: Financial Data Input Chart–Bank/Thrift/Holding Company**

<b>Bank/Thrift/ Holding Co. Financial Data Input Chart</b>		<b>2003</b>	<b>2004</b>	<b>2005</b>
<b>Assets</b>				
a	Cash and balances due from depository institutions	\$ -	\$ -	\$ -
b	Short-term investments	\$ -	\$ -	\$ -
c	Total Investments	\$ -	\$ -	\$ -
d	Loans and Leases, net of unearned income	\$ -	\$ -	\$ -
e	Less: Allowance for Loan & Lease Losses	\$ -	\$ -	\$ -
f	Average Assets, year-to-date	\$ -	\$ -	\$ -
g	Long Term Assets	\$ -	\$ -	\$ -
h	Total Assets	\$ -	\$ -	\$ -
<b>Liabilities</b>				
i	Interest-bearing deposits	\$ -	\$ -	\$ -
j	Total Deposits	\$ -	\$ -	\$ -
k	Total Notes Payable	\$ -	\$ -	\$ -
l	Non-Core Liabilities	\$ -	\$ -	\$ -
m	Other Liabilities	\$ -	\$ -	\$ -
n	Total Liabilities	\$ -	\$ -	\$ -
<b>Equity Capital</b>				
o	Perpetual preferred stock	\$ -	\$ -	\$ -
p	Common Stock	\$ -	\$ -	\$ -
q	Surplus	\$ -	\$ -	\$ -
r	Undivided Profits	\$ -	\$ -	\$ -
s	Tier 1 Capital	\$ -	\$ -	\$ -
t	Tier 2 Capital	\$ -	\$ -	\$ -
u	Total Equity Capital	\$ -	\$ -	\$ -
<b>Income and Expenses</b>				
v	Total Interest Income	\$ -	\$ -	\$ -
w	Total Interest Expenses	\$ -	\$ -	\$ -
x	Provision for Loan and Lease Losses	\$ -	\$ -	\$ -
y	Total Non-Interest Income	\$ -	\$ -	\$ -
z	Total Non-Interest Expense	\$ -	\$ -	\$ -
aa	Income (loss) before income taxes and extraordinary items and other adjustments	\$ -	\$ -	\$ -
bb	Net Income (loss)	\$ -	\$ -	\$ -

<b>Financial Health and Viability - MPS Ratios</b>		<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>3-Year Historic Ratios</b>
cc	Tier 1 Leverage Capital Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
dd	Deployment Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
ee	Earnings Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
ff	Asset Liability Management Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!



### **F3: Financial Data Input Chart–Bank/Thrift/Holding Company**

Section II: Comprehensive Business Plan

<b>Bank/Thrift/ Holding Co. Financial Data Input Chart</b>		<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
<b>Assets</b>					
a	Cash and balances due from depository institutions	\$ -	\$ -	\$ -	\$ -
b	Short-term investments	\$ -	\$ -	\$ -	\$ -
c	Total Investments	\$ -	\$ -	\$ -	\$ -
d	Loans and Leases, net of unearned income	\$ -	\$ -	\$ -	\$ -
e	Less: Allowance for Loan & Lease Losses	\$ -	\$ -	\$ -	\$ -
f	Average Assets, year-to-date	\$ -	\$ -	\$ -	\$ -
g	Long Term Assets	\$ -	\$ -	\$ -	\$ -
h	Total Assets	\$ -	\$ -	\$ -	\$ -
<b>Liabilities</b>					
i	Interest-bearing deposits	\$ -	\$ -	\$ -	\$ -
j	Total Deposits	\$ -	\$ -	\$ -	\$ -
k	Total Notes Payable	\$ -	\$ -	\$ -	\$ -
l	Non-Core Liabilities	\$ -	\$ -	\$ -	\$ -
m	Other Liabilities	\$ -	\$ -	\$ -	\$ -
n	Total Liabilities	\$ -	\$ -	\$ -	\$ -
<b>Equity Capital</b>					
o	Perpetual preferred stock	\$ -	\$ -	\$ -	\$ -
p	Common Stock	\$ -	\$ -	\$ -	\$ -
q	Surplus	\$ -	\$ -	\$ -	\$ -
r	Undivided Profits	\$ -	\$ -	\$ -	\$ -
s	Tier 1 Capital	\$ -	\$ -	\$ -	\$ -
t	Tier 2 Capital	\$ -	\$ -	\$ -	\$ -
u	Total Equity Capital	\$ -	\$ -	\$ -	\$ -
<b>Income and Expenses</b>					
v	Total Interest Income	\$ -	\$ -	\$ -	\$ -
w	Total Interest Expenses	\$ -	\$ -	\$ -	\$ -
x	Provision for Loan and Lease Losses	\$ -	\$ -	\$ -	\$ -
y	Total Non-Interest Income	\$ -	\$ -	\$ -	\$ -
z	Total Non-Interest Expense	\$ -	\$ -	\$ -	\$ -
aa	Income (loss) before income taxes and extraordinary items and other adjustments	\$ -	\$ -	\$ -	\$ -
bb	Net Income (loss)	\$ -	\$ -	\$ -	\$ -

<b>Financial Health and Viability - MPS Ratios</b>		<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>3-Year Projected Ratios</b>
cc	Tier 1 Leverage Capital Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
dd	Deployment Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
ee	Earnings Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
ff	Asset Liability Management Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

## G. Loan Portfolio Quality Chart

**Instructions:** Provide data for the overall total loan portfolio in the first table. Delinquency is defined as 90+ days past due for non-regulated Applicants and 12 + months past due for regulated Applicants. The other two tables are optional and allow the Applicant to provide portfolio data for up to two products within the portfolio. Applicants may choose to use these tables to demonstrate how a particular product's delinquency figures impact the overall portfolio. For example in one table the Applicant could summarize the business portfolio and in the 2nd the microenterprise portfolio. Enter information in the green shaded cells only. Insured Credit Unions and Insured Depository Institutions are NOT required to complete this chart.

Aggregate Portfolio		2005		2004		2003		2002		Average PAR:
		#	\$	#	\$	#	\$	#	\$	
A	Portfolio Outstanding									
B	Delinquent Portfolio									
C	Total Portfolio-at-Risk (b / a)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Optional Product:		2005		2004		2003		2002		Average PAR:
		#	\$	#	\$	#	\$	#	\$	
A	Portfolio Outstanding									
B	Delinquent Portfolio									
C	Total Portfolio-at-Risk (b / a)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Optional Product:		2005		2004		2003		2002		Average PAR:
		#	\$	#	\$	#	\$	#	\$	
A	Portfolio Outstanding									
B	Delinquent Portfolio									
C	Total Portfolio-at-Risk (b / a)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Loan Loss and Loan Reserve History for Aggregate Portfolio		2005	2004	2003	2002	Historic
A	Total Outstanding Loan Portfolio					
B	Net Write-Offs or Net Charge-Offs					
C	Annual Net Loan Loss Ratio (B/A)	0.0%	0.0%	0.0%	0.0%	0.0%
D	Loan Loss Reserve (cash)					
E	Loan Loss Reserve (accrual)					
F	Loan Loss Reserve Ratio ((D + E) / A)	0.0%	0.0%	0.0%	0.0%	0.0%

## H. Equity Investment Portfolio Valuation Chart

**Instructions:** Complete the green-shaded cells only. Enter information on your Equity Investment portfolio as of the last day of your organization's fiscal year for the last three years (if applicable), and the current year to date. Follow-on investments into the same company should be counted as unique investments.

Investment Portfolio Measures		2002		2003		2004		2005	
		Number	Dollars gained (lost)	Number	Dollars gained (lost)	Number	Dollars gained (lost)	Number	Dollars gained (lost)
A	Average holding period (# of months) of all investments in portfolio								
B	Equity Investments exited during the year		\$ -		\$ -		\$ -		\$ -
C	Equity Investments written-off during the year		\$ -		\$ -		\$ -		\$ -
D	Unrealized Gains (losses)								
E	Realized Gains (losses)		\$ -		\$ -		\$ -		\$ -
F	Projected Rate of Return Since Inception								
G	Actual Rate of Return Since Inception								