



CDFI Collaborations with Universities

November 10, 4:15 – 5:30



2015 OPPORTUNITY FINANCE NETWORK CONFERENCE

Goals for the Session

- Showcase various ways that CDFIs are partnering with colleges and universities to advance their mutual goals
 - Talent
 - Capital
 - Research
 - Financing & retail services

- Share resources and ideas that could help CDFIs expand university partnerships in their communities

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Session Presenters

- Beth Lipson, Opportunity Finance Network
- Brittany Bennett, Self-Help
- Pearl Wicks, Hope Credit Union

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OFN University Strategy

- **Build National, Regional, and Local partnerships**
 - Net Impact
 - Work with DC CDFIs
 - NYU Stern partnership
- **Leverage conference location to engage universities**
- **Build relationships with HBCUs to ensure diverse, talent pool**

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Resources

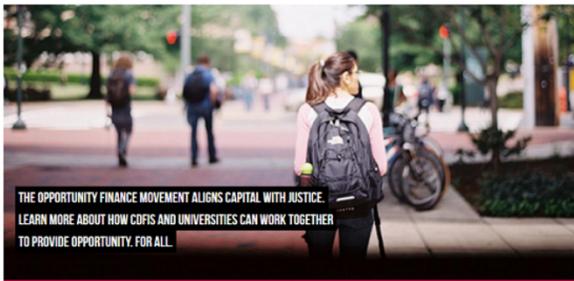
- [CDFIs and Universities](#) web pages
- Support industry internships
 - [Internship Bank](#)
 - Pilot 2015 Summer Intern Webinar Series
- Paper on NYU Stern partnership
- Resources for CDFIs
 - Flyer & powerpoint about industry

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CDFIS AND UNIVERSITIES



OVERVIEW

The opportunity finance movement aligns capital with justice. It's led by mission-driven community development financial institutions (CDFIs) across the country working in low-income, low-wealth, and other disadvantaged communities. This is a growing movement, with countless opportunities for students, professors, and administrators to get involved. We invite you to join us!

- Overview
- Careers
- Outreach Packet
- Other Resources

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CDFI INDUSTRY INTERNSHIP BANK

Are you a student looking to utilize quantitative, analytic, business, technical, writing, or research skills to generate a tremendous social impact in low-income and low-wealth communities?

Consider an internship at a Community Development Financial Institution (CDFI) which provides financing for affordable housing, small businesses, critical services such as childcare, healthcare, and education, and consumer financial services in underserved communities throughout the U.S.

Develop tangible and portable skills. Make your impact. Join the opportunity finance field.

To submit an internship listing, please use our [online form](#).

Internship Function	State	Compensation	Timeframe	Education Level	
- Any -	- Any -	- Any -	- Any -	- Any -	Apply
Corporate Finance Intern Opportunity Finance Network Philadelphia, PA Internship Function: Accounting And Finance Posted: November 21, 2014					+
Development Intern Opportunity Finance Network Philadelphia, PA Internship Function: Fundraising And Grant Writing Posted: November 21, 2014					+

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Self-Help

COLLABORATING WITH NC UNIVERSITIES

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Presentation Overview

1. Self-Help's background
2. Universities as capital sources for real estate development
3. Exploring HBCU partnership opportunities in NC and beyond
4. Other examples of Self-Help/ University collaborations
5. Key takeaways



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About Self-Help and CRL

- **Self-Help Credit Union** is a \$674 million NC chartered credit union, 58,000 members, NC focused (1984).
- **Self-Help Ventures Fund** is a \$1 billion community development loan fund: home loans and new markets (1984).
- **Self-Help Federal Credit Union** is a \$600 million federal credit union, 65,000 members, California and greater Chicago (2008).
- **Center for Responsible Lending** is an affiliated nonprofit, nonpartisan research and policy organization working to eliminate abusive financial practices (2002).

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Partnering with Duke for Neighborhood Revitalization

- Self-Help's partnership with Duke began in 1994 with a \$2mm loan to support neighborhood development in Walltown, a neighborhood adjacent to Duke's East Campus.
- The scope of the partnership and the loan agreement have evolved over time to reach other Durham neighborhoods, allowing Self-Help to develop around 300 homes/ rental units to date.
- Duke has helped make commercial real estate projects feasible by choosing to be the anchor tenant in American Tobacco and Kent Corner projects.

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Investing in Chapel Hill's Oldest African-American Neighborhood

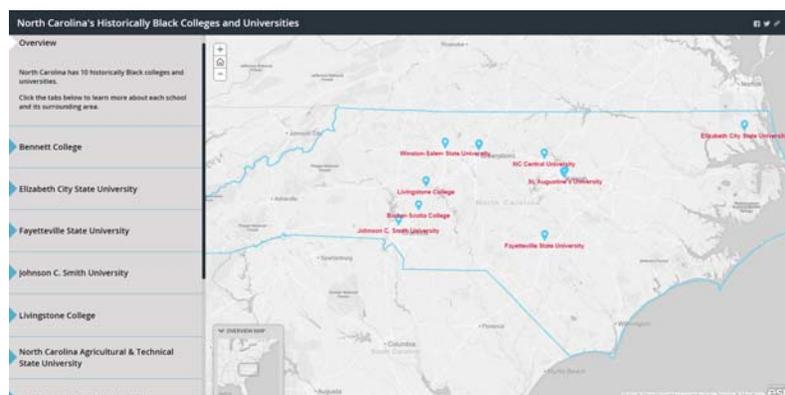
- In 2015 UNC-Chapel Hill made a \$3mm loan to Self-Help for affordable housing development and other interventions in the Northside neighborhood.
- Similar to Duke partnership, the Chapel Hill loan was made possible because top university leadership deemed the project important and beneficial to both the university and the community.
- The loan from UNC demonstrates public universities' ability to provide financial support for community development projects.

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Supporting Historically Black Colleges & Universities (HBCUs)



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Supporting Historically Black Colleges & Universities (HBCUs)

- A working group of Self-Help staff and partners have been exploring HBCUs' needs and thinking through how we can continue to support their goals
 - As anchors for community development
 - For internship and employment opportunities for students and alumni
 - For equitable policies that support HBCUs into the future
 - To grow and be sustainable into the future

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Other Self-Help/University Partnerships

- Markets for loans via real estate projects
- Research and academic partners
 - Center for Community Capital, Center for Advanced Hindsight, UNC School of Public Health
- Talent development, internships and job recruitment
 - Community Empowerment Fund
 - SPOON



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Key Takeaways

- CDFIs and universities can combine their collective expertise and resources for impactful community development work
- Universities can be a resource even without great financial resources—CDFIs can help figure out how to leverage whatever capital they do have (financial, intellectual, social, etc.)

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Hope

credit union
enterprise corporation

CDFI Collaborations with Universities

Pearl Wicks

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HBCUs in the Mid South



- Arkansas**
 - Arkansas Baptist College
 - Philander Smith College
 - Shorter College
 - University of Arkansas at Pine Bluff
- Louisiana**
 - Dillard University
 - Grambling State University
 - Southern University and A & M College
 - Southern University at New Orleans
 - Southern University at Shreveport
 - Xavier University of Louisiana
- Mississippi**
 - Alcorn State University
 - Coahoma Community College
 - Hinds Community College at Utica
 - Jackson State University
 - Mississippi Valley State University
 - Rust College
 - Tougaloo College
- Tennessee**
 - American Baptist College
 - Fisk University
 - Lane College
 - LeMoyne-Owen College
 - Meharry Medical College
 - Tennessee State University

Creating opportunity where it is needed most. Arkansas Louisiana Mississippi Tennessee

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UAPB Student Run Branch

- Staffed by UAPB students
- Loan and deposit products
- Financial education



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HOPE HBCU Partnerships

- Human Resources
- Financial Education
- Membership Drives
- Parent Outreach



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HOPE Employees

HOPE has
150
Employees.

51%
have Graduated
from an **HBCU**.

1/5
of College
Graduates that
work at **HOPE**
Graduated from
an **HBCU**.

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HOPE has Graduates from 7 HBCUs



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