Planters Bank & Trust Company (1998 BEA)

Location: Indianola, MS
Award: $3,750
Contact: James H. Clayton - (601) 887-3363

Planters Bank and Trust Company, of Indianola, Mississippi, was awarded $3,750 for making a $25,000 equity investment in the Enterprise Corporation of the Delta Investments, LLC (ECDI). ECDI is an affiliate of the Enterprise Corporation of the Delta, a certified CDFI. ECDI is a venture fund providing patient capital and technical assistance to small businesses, start-ups and minority owned enterprises in the chronically distressed Mississippi Delta region of Arkansas, Louisiana, and Mississippi. Planters Bank and Trust Company is a state-chartered bank with $243.9 million in assets.

Deposit Guaranty National Bank (1998 BEA)

Location: Jackson, MS
Award: $150,000
Contact: James L. Moore - (601) 354-8401

Deposit Guaranty National Bank, of Jackson, Mississippi, was awarded $150,000 for making a $1,000,000 equity investment in the Enterprise Corporation of the Delta Investments, LLC (ECDI). ECDI is an affiliate of the Enterprise Corporation of the Delta, a certified CDFI. ECDI is a venture fund providing patient capital and technical assistance to small businesses, start-ups and minority owned enterprises in the chronically distressed Mississippi Delta region of Arkansas, Louisiana, and Mississippi. Deposit Guaranty is a national bank with $7.3 billion in total assets.

Enterprise Corporation of the Delta (1996 CDFI)

Location: Jackson. Mississippi
Award: $2 million grant
Type: small business loan fund
Service Area: 55 counties in the Delta region of Arkansas, Louisiana and Mississippi
Products: asset based term loans and working capital loans
Contact: Mr. William J. Bynum - (601) 944-1100

Enterprise Corporation of the Delta (ECD) is a start up loan fund serving a 55-county market area suffering from persistent and entrenched poverty. At least 16 counties in the market are served by ECD have more than 40% their residents living below poverty. ECD is a promising initiative that is taking on the enormous challenge of helping to transform the Delta region's economy. The area's culture -- including that of its commercial lenders -continues to be oriented to the agricultural sector despite the facts that it currently employs only a small percentage of the population. EDC was established in 1994 with support from a variety of regional and national interests including foundations led by the Pew Charitable Trusts and corporate partners such as the Entergy Corporation and Wal-Mart Inc. To date, ECD has made almost 40 loans and investments to promising businesses. The CDFI Fund's $2 million grant will help to capitalize ECD's efforts to provide financing for small manufacturers and other businesses offering employment opportunities for lower-income people. ECD is also connecting with efforts to improve workforce skills and job readiness.

(1998 CDFI-core)
Award: $2,500,000 Capital Grant
Type: Business Loan Fund
Contact: William J. Bynum - (601) 944-1100

The Enterprise Corporation of the Delta (ECD), a non-profit loan fund, seeks to strengthen the three-state rural Delta region by providing market driven financial and technical assistance. This CDFI provides a mechanism to attract private capital to support its job creation initiatives. With the help of the CDFI Fund, the Awardee will expand its core business lending activity, leverage private capital, engage in new venture capital activities, launch the Delta Reinvestment Fund, and finance infrastructure development in partnership with rural municipalities.

Jackson/Hinds Minority Capital Fund, Inc. (1997 CDFI-core)
Location: Jackson, Mississippi
Award: $700,000 grant
Type: Business Loan Fund
Contact: Ms. Kimberly M. Walker - (601) 969-5339

Jackson/Hinds Minority Capital Fund, Inc. is a community development loan fund established in 1994 to provide financing and technical assistance to minority-owned businesses located in the Jackson, Mississippi area. Jackson/Hinds' goal is to help minority-owned businesses grow, create jobs and improve the overall economic condition of the community. Jackson/Hinds provides direct loans and loan guarantees to both start-ups and existing businesses, with the goal of eventually "graduating" them to conventional sources of financing. To date its lending activities have assisted businesses that have created or retained over 200 jobs. A grant of $700,000 from the CDFI Fund will be used to enhance staff capacity and increase new loan volume.

Trustmark National Bank (1997 BEA)
Location: Jackson, Mississippi
Award: $150,000
Contact: Zach Wasson - (601) 949-6816

Trustmark National Bank, in Jackson, Mississippi, was awarded $150,000 for making a $ 1,000,000 equity investment in the Enterprise Corporation of the Delta (ECD), a certified CDFI. This investment will help capitalize ECD's new venture fund, ECD Investments. The venture fund will provide patient capital and technical assistance in small businesses, including start-ups and minority-owned enterprises in the very distressed Mississippi Delta region of, Arkansas, Louisiana and Mississippi.

Quitman County Federal Credit Union (1996 CDFI)

Location: Marks, Mississippi
Award: $127,500 ($ 100.000 grant and $27,500 technical assistance)
Type: community development credit union
Service Area: Quitman County, Mississippi
Products: consumer loans. home improvement loans and small business loans
Contact: Mr. Robert L. Jackson and Ms. Alma Harris - (601) 326-4000

This credit union was formed in 1981 as a means for this remote rural county's African-American population to have access to basic financial services at affordable prices. Quitman County is typical of the state's Delta counties, majority black and very poor. Quitman County's African-American population has an astounding 56% poverty rate (almost three times the rate for the white population). Membership in the credit union has grown to 1,325 household members, close to half of the county's black households, a very dramatic sign of success. The credit union also is an important source of community education in the provision of financial counseling for consumers and the self-employed. With a CDFI Fund grant of $ 100.000, Quitman will be able to expand its lending for home improvements and residential construction, and thus stimulate opportunity for small building contractors. The credit union's increased net worth will be able to be leveraged many times over through increased share growth. It is also considering potential expansion of their service area into two adjacent counties which are located in an Enterprise Community.

(1998 CDFI-Tech Asst)

Award: $32,500 technical assistance grant
Type: Community Development Credit Union
Contact: Robert L. Jackson - (601) 326-4000

Quitman County Federal Credit Union, a certified community development financial institution, provides affordable financial services and credit to low-income residents of Quitman County, Mississippi, with a particular focus on African-American residents that have been underserved by conventional lending institutions. With the $32,500 CDFI Fund technical assistance grant, Quitman County FCU will be able to provide training for its staff and management, purchase computer and security equipment, and obtain consulting services to devise a marketing strategy for its new microenterprise loan product.

Bank of Yazoo City (1998 BEA)

Location: Yazoo City, MS
Award: $3,750
Contact: Griffen Norquist, Jr. - (601) 746-5421

Bank of Yazoo City, of Yazoo, Mississippi , was awarded $3,750 for making a $25,000 equity investment in the Enterprise Corporation of the Delta Investments, LLC (ECDI). ECDI is an affiliate of the Enterprise Corporation of the Delta, a certified CDFI. ECDI is a venture fund providing patient capital and technical assistance to small businesses, start-ups and minority owned enterprises in the chronically distressed Mississippi Delta region of Arkansas, Louisiana, and Mississippi. The Bank of Yazoo City is a state-chartered bank with total assets of $115 million.

Missouri

Central-Bank of Kansas City (1996 BEA)
Kansas City, Missouri
Award: $99,869

Rewarded Activities
Central Bank of Kansas City was awarded $99,869 for increasing its deposit-taking activities and consumer and commercial real estate, housing and business loans in distressed neighborhoods. During the first six months of 1996, this bank provided more than $8.3 million in loans and services. In addition to facilitating neighborhood redevelopment through its single- and multi-family housing activities, the bank made a significant loan to help a major manufacturer and employer remain in the community.
Post Award Activity
Central Bank of Kansas City is using its award to finance revitalization efforts in its neighborhood, which includes the distressed community designated in its BEA application. These efforts are focused on home improvement and rehabilitation lending. The award is, in part, being used to finance the rehabilitation of a former drug house in the neighborhood. The bank's $70.000 loan to a non-profit group at a concessionary interest rate accounts for 70 percent of the financing for this project. The bank expects to use the returns from this loan for other community development activities.

(1997 BEA)
Award: $83,808
Contact: William M. Dana - (816) 483-12 10

Central Bank of Kansas City, based in Kansas City, Missouri, was awarded $83,808 for increasing its commercial real estate and business and agricultural loans within a distressed community. These loans were used to finance businesses including equipment for a brick and stone masonry firm, an auto body painting firm, auto repair firm, restaurant, small grocery stores, a medical supply firm, a salvage firm, and improvements to a senior care center.

(1998 BEA)
Award: $585,555
Contact: William M. Dana, Jr. - (816) 483-1210

Central Bank of Kansas City, a certified CDFI, was awarded $585,555 for increasing its deposits, financial services and consumer, single family housing, commercial real estate and business and agricultural lending. In total, the bank provided development and service activities totaling $3,915,587 in distressed neighborhoods of Kansas City and making below market deposits in other CDFIs. The bank made below market deposits totaling $300,000 in United Bank of Philadelphia, South Shore Bank of Chicago and Louisville Community Development Bank. The bank is a state chartered bank with total assets of $55 million.

Gateway National Bank of St. Louis (1996 BEA)
SL. Louis. Missouri
Award: $26,038

Rewarded Activities .
Gateway National Bank, the only minority-owned bank to be incorporated and operated in the state of Missouri, was awarded $78,116 for increasing its deposit-taking and lending activities during the first six months of 1996. Gateway National Bank is located and serves neighborhoods in the northern portion of St. Louis.
Post Award Activity
Gateway National Bank has used its award to expand its capital base to meet community needs, including business and housing lending.

(1998 BEA)
Award: $52,756
Contact: Isaac Darden - (314) 389-3000

Gateway National Bank of St. Louis received an award of $52,756 for increasing its lending activity in economically distressed neighborhoods on the north side of St. Louis. Among other activities, the bank helped finance the rehabilitation of a building for a local health clinic and set up an ATM facility within the low-income community. Gateway is a national bank with total assets of $28 million.

Nebraska

Nebraska Microenterprise Partnership Fund (1997 CDFI-intermediary Round 2)
Location: Rosalie, Nebraska
Award: $350,000 grant
Type: Intermediary
Contact: Eugene Severens - (402) 863-2577

Nebraska Microenterprise Partnership Fund is a start-up CDFI intermediary that supports the formation of microenterprise development CDFIs in distressed rural, urban and Native American communities across the state of Nebraska. The Partnership Fund represents an innovative effort to build the capacity of small organizations serving diffuse communities through performance-based lending and program development grants. With the Fund's asistance in the form of a grant for $350,000, leveraged with support from the state of Nebraska, the Partnership Fund will support a Seed Fund to provide capital to local microenterprise organizations, each of which must provide matching funds – further leveraging the Fund's support of microenterprise across the state.

Omaha 100, Inc. (1998 CDFI-Tech Asst)
Location: Omaha, NE
Award: $25,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Louis A. Wright - (402) 342-3773

Omaha 100, Inc. is a nonprofit financial institution whose goal is to finance 100 units of affordable housing every year for low-income families in the inner city neighborhoods of Omaha. A CDFI Fund technical assistance grant will enable Omaha 100 to obtain staff training in loan underwriting, tax credit financing, and loan, credit, and post-purchase counseling as well as hire consultants to design new lending products and formulate lending policies and procedures.

Nevada

Enterprise Community Federal Credit Union
Location: Las Vegas, NV
Award: $50,000 technical assistance grant
Type: Community Development Credit Union
Contact: Ernest M. Fountain - (702) 598-3830

Enterprise Community Federal Credit Union is a new entity which provides affordable financial services and access to credit to residents of the LasVegas area's Southern Nevada Enterprise Community, many of whose resident's have experienced a lack of access to credit from conventional sources. Enterprise Community FCU's strategy is to help revitalize this area with emphasis on small business lending. CDFI Fund technical assistance will enable Enterprise Community FCU to purchase a new computer system and small business lending software and hire consultants to help implement small business lending products.

New Hampshire

New Hampshire Community Loan Fund (1996 CDFI)
Location: Concord, New Hampshire
Award: $1 million grant
Type: community development loan fund and microenterprise fund
Service Area: New Hampshire
Products: short term debt, microloans to self-employed entrepreneurs
Contact: Ms. Juliana Eades - (603) 224-6669

Since its inception in 1983, NHCLF has developed a strong track record serving the low-income population of New Hampshire. Close to 200 loans with a value above $11 million have been made. Its innovation in responding to community capital needs has resulted in national models for development finance. In particular NHCLF has pioneered and perfected financing for the purchase and conversion of mobile home parks into resident owned cooperatives. Commercial lenders in New England now entertain similar financing due to this fund's successful efforts. This success has helped to attract over $6 million in investments to NHCLF from 350 lenders, including individuals, religious entities, philanthropies and businesses. More recently it has

expanded its services to lower income people with microenterprise lending. Through a network of community partnerships it intends to broaden this initiative throughout the state. CDFI financial support of a $1 million grant will be a major boost for the organization's initiatives.

(1998 CDFI-core)
Award: $2,500,000 Capital Grant
Type: Housing/Facilities Loan Fund
Contact: Juliana Eades - (603) 224-6669

Serving the small towns and rural communities of New Hampshire since its inception in 1983, the New Hampshire Community Loan Fund (NHCLF), a non-profit loan fund, has assisted traditionally underserved people in meeting their own economic needs by complementing and extending the reach of conventional lenders and public institutions. NHCLF's lending products and services finance and support development of affordable housing, community facilities and small and micro business finance. Since June 1984, NHCLF has made more than $15 million in loans to projects totaling $46 million in total development costs and has financed 1,800 units of affordable housing, 350 child care spaces, and created or preserved 181 jobs. The $2,500,000 capital grant from the CDFI Fund will help expand NHCLF's current lending program and several recently launched initiatives including single family home ownership financing for people with developmental disabilities, pre-development financing, manufactured housing financing, and equity investments in businesses that provide employment opportunities for low income persons.

New Jersey

Cooperative Business Assistance Corporation (1997 CDFI-core)
Location: Camden, New Jersey
Award: $1 million ($500,000 grant and $500,000 loan)
Type: Business Loan Fund
Contact: Mr. R. Michael Diemer - (609) 966-8181

Cooperative Business Assistance Corporation assists new and established small businesses in Camden, New Jersey. CBAC serves an important market niche in that it provides capital to start up businesses. CBAC makes microenterprise loans, commercial business loans, and longer-term fixed asset loans. Additionally, it provides a comprehensive array of technical support to the businesses it finances. The loan fund's approach has resulted in strong survival rates among the businesses it helps. Since its creation in 1987, 82% of all CBAC borrowers are still in business. The CDFI Fund's grant of $500,000 and loan of $500,000 will be used to expand CBAC's lending activities and serve more small businesses in Camden.

City National Bank of New Jersey (1996 BEA)
Newark, New Jersey
Award: S 162,065

Rewarded Activities
City National Bank of New Jersey was awarded $162.065 for increasing its lending commitments in distressed neighborhoods by nearly $2 million. In the first six months of 1996, the bank committed loans totaling $3,367,000 to consumers and for commercial real estate, single-family

housing, multi-family housing, and small businesses. City National Bank of New Jersey is a minority-owned national bank.

Post Award Activity

City National Bank of New Jersey has not yet determined the use of its award. Currently, City National Bank of New Jersey is applying in the second round of the BEA Program for its increased loans for the purchase and renovation of one- to four-family homes.

New Community Development Loan Corporation (1998 CDFI-Tech. Asst)

Location: Newark, NJ
Award: $7,000 technical assistance grant
Type: Business Loan Fund
Contact: Sydney Wayman - (973) 623-2800

New Community Development Loan Corporation (NCDLC) is an affiliate of the New Community Corporation. Certified as a Community Development Financial Institution in 1996, NCDLC makes loans to small businesses and startup enterprises which create jobs for low income residents of Newark and adjacent communities. NCDLC will use the $7,000 Technical Assistance grant from the CDFI Fund for staff training and strategic planning to increase its lending activities.

Community Loan Fund of New Jersey, Inc. (1997 CDFI-core)

Location: Trenton, New Jersey
Award: $1.230 million ($800,000 grant, $400,000 loan and $30,000 technical assistance)
Type: Business Loan Fund
Contact: Ms. Anne S. Li - (609) 989-7766

Community Loan Fund of New Jersey, Inc., located in Trenton, is a nonprofit, statewide community development organization with a mission of increasing access to capital for low income people as a means of enhancing self-sufficiency. This awardee provides gap financing and development services for nonprofit, community-based developers of affordable housing and community facilities and for small business enterprises. This CDFI has made 124 loans and commitments totaling almost $14 million with a remarkable repayment rate over 99 percent. The award will be used to help the fund build its financial capabilities to serve the credit needs of producers of affordable housing, community facilities servicing low Income children and adults, and for businesses that provide job opportunities for low income individuals. CDFI Fund assistance will include a $800,000 grant, $400,000 loan and $30,000 for technical assistance.

Neighborhood Housing Services of Trenton, Inc. (1998 CDFI-Tech. Asst)

Location: Trenton, NJ
Award: $50,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Barbara Anne Gardenhire - (609) 392-5494

Neighborhood Housing Services of Trenton, Inc. (NHST) is a nonprofit corporation incorporated in 1978 that is dedicated to revitalizing distressed neighborhoods in Trenton, New Jersey. NHST's lending activity has focused primarily on the provision of home improvement loans to low-income owner-occupants in Trenton. The CDFI Fund's $50,000 Technical Assistance Grant will be used to purchase computers and related peripheral hardware and portfolio management

software. It will also enable NHST to obtain consulting services for a range of needs including analyzing loan servicing and collections policies, improving lending procedures and practices, market analysis and development of a capitalization strategy.

New Mexico

New Mexico Community Loan Fund (1997 CDFI-core)
Location: Albuquerque, New Mexico
Award: $600,000 grant
Type: Business Loan Fund
Contact: Mr. David Provost - (505) 243-3196

Established by the New Mexico Conference of Churches in 1989, the New Mexico Community Loan Fund provides loans and technical assistance to low income people and community-based organizations across the state. With a special focus on rural communities, this Albuquerque based CDFI finances and builds the capacity of a diverse and under served clientele, including microenterprises, Native American non profit corporations, start-up and small businesses, social service organizations, small scale farmers and food processing businesses, and affordable housing producers. This CDFI will use its $600,000 grant from the CDFI Fund to expand its lending capacity and technical assistance activities.

(1998 CDFI-core)
Award: $325,000 ($250,000 Capital Grant and $75,000 Technical Assistance)
Type: Business Loan Fund
Contact: David Provost - (505) 243-3196

Established in 1989, the New Mexico Community Development Loan Fund is a state-wide alternative lender aimed at assisting low income metropolitan, rural and Indian Reservation populations. Based in Albuquerque, this CDFI finances and builds the capacity of microenterprises, cooperatives, start-up small businesses, social service organizations, and tribal organizations. With the help of the CDFI Fund, the awardee will be able to expand its lending capacity.

Norwest Bank, New Mexico (1996 BEA)
Albuquerque, New Mexico
Award: $5,750

Rewarded Activities
Norwest Bank, New Mexico was awarded $5,750 for making a $50,000 loan and a $5,000 capital grant to the New Mexico Community Development Loan Fund (NMCDLF). Through its partnership with the bank, NMCDLF will make loans to small businesses and microentrepreneurs.
Post Award Activity
Norwest Bank has provided its award dollars as a grant to NMCDLF for small and micro-business lending.

New York

Capital District Community Loan Fund (1998 CDFI – core)

Location: Albany, NY
Award: $290,000 ($250,000 Capital Grant and $40,000 Technical Assistance)
Type: Housing/Facilities Loan Fund
Contact: Louise McNeilly - (518) 436-8586

Created in 1985, the Capital District Community Loan Fund (CDCLF) is a nonprofit loan fund promoting and facilitating equitable access to capital utilizing pooled debt and equity. The CDCLF works in low income and economically distressed neighborhoods of Albany, Schenectady, and Troy. With the help of the CDFI Fund, CDCLF will significantly expand its lending activities and build its organizational capacity.

Bethex Federal Credit Union (1996 CDFI)

Location: Bronx, New York
Award: $ 100.000 grant
Type: community development credit union
Service area: South Bronx
Products: home improvement loans. small business loans and consumer loans
Contact: Ms. Joy Cousminer - (718) 299-3 062

Bethex Federal Credit Union is a community development credit union that makes low cost financial services available to the 1,270 households in the impoverished South Bronx of New York City. The typical family income in the South Bronx is about one-third of the median family income for the New York area. Chartered in 1970, Bethex serves an area that lacks conventional banking services. Credit union members, many of whom are public housing residents, are encouraged to save money and can borrow at favorable interest rates through Bethex.. Without such services, residents of the South Bronx are faced with extraordinary interest rates through pawn shops, check cashing operations and loan sharks. The CDFI Fund will provide a major infusion of net worth to Bethex in the form of $100,000grant. This investment from the CDFI Fund will be leveraged many times over through the attraction of new member and non-member shares. The credit union's principal goal is to expand its capacity by growing its net worth and $1.6 million asset base. This effort will enable Bethex to increase its consumer lending and dramatically expand home improvement and small business lending.

(1998 CDFI- core)

Award: $460,000 ($400,000 Capital Grant and $60,000 Technical Assistance)
Type: Community Development Credit Union
Contact: Peter L. Bray - (718) 299-3062

Created in 1970 to serve the poorest of the poor, Bethex Federal Credit Union provides affordable financial services to the overwhelmingly low-income residents of New York City's South Bronx. A $400,000 capital grant from the CDFI Fund will enable Bethex to significantly expand its membership, lending products, and services. A $60,000 technical assistance grant will assist Bethex to address its organizational capacity needs. With the help of the CDFI Fund, Bethex plans to open a second branch in the Mott Haven District of the South Bronx.

Roberto Clemente Federal Credit Union (1998 CDFI-Tech. Asst)

Location: Bronx, NY
Award: $35,000 technical assistance grant
Type: Community Development Credit Union
Contact: Ivette Nunez - (718) 293-2390

The Roberto Clemente Federal Credit Union is a twenty-five year old credit union established by the Sacred Heart Catholic Church. The credit union serves a low-income, predominantly Latino population in the Highbridge neighborhood of the Bronx. The services offered to date have been deposit and savings accounts as well as credit and personal financial counseling. With the help of the $35,000 CDFI Fund Technical Assistance grant, the credit union will expand its services to include share draft (checking) accounts and consumer and small business loans.

ACCION New York, Inc. (1998 CDFI – core)

Location: Brooklyn, NY
Award: $500,000 Capital Grant
Type: Microenterprise Fund
Contact: Terri Ludwig - (718) 599-5170

ACCION New York is one of the largest microlending organizations in the United States, having made over 1800 loans ranging from $500 to $25,000 to more than 900 clients. ACCION New York's clients include jewelry vendors, corner store and restaurant owners, taxi drivers, and tailors. A $500,000 capital grant from the CDFI Fund will enable ACCION New York to expand its lending activity and strengthen its organizational capacity. With the help of the CDFI Fund, ACCION New York will be able to leverage new capital from the private and public sectors.

Community Capital Bank (1996 BEA)

Brooklyn, New York
Award: $215,461

Rewarded Activities

Community Capital Bank provides business, housing, and commercial loans to projects in distressed communities throughout New York City. In the first six months of 1996, Community Capital Bank provided nearly $2.6 million in loans for small business development and affordable housing construction and support for entrepreneurial development initiatives among public housing residents. Community Capital Bank was awarded $215,461 for increasing its lending activities during this period.

Post Award Activity

Community Capital Bank, a certified CDFI, is using its award to increase its capacity to make loans in distressed communities. Activities toward this end include increasing loan staff and improving accounting controls with the assistance of an outside consultant. In addition, the award has helped the bank maintain its preferential interest rates on loans made to non-profit organizations.

(1997 BEA)
Award: $168,796
Contact: Lourdes M. Ferrer - (718) 802-1212

Community Capital Bank was established in November 1990 by its shareholders for the express purpose of helping the low and moderate income communities of New York City gain access to credit and banking services in order to assist in the development of their housing and economic infrastructures. Although located in Brooklyn, Community Capital Bank seeks to serve low and moderate income neighborhoods, and individuals, throughout the five boroughs of New York City.
Community Capital Bank was awarded $168,796 for increasingly providing commercial loans and loans for multi-family housing within the most distressed neighborhoods in New York City. Community Capital Bank, a certified CDFI, financed $1,575,000 in multi-family housing permanent mortgages, $700,000 in commercial real estate construction financing and business loans totaling $1,023,966. Community Capital Bank is committed to helping to meet the needs of its customers and the communities it serves by providing quality banking services and credit products. The Bank especially seeks lending opportunities that benefit low and moderate income people.

(1998 BEA)
Award: $143,415
Contact: Gina L. Bolden - (718) 802-1212

Community Capital Bank, a certified CDFI, was awarded $143,415 for increasing its multifamily housing rehabilitation, small business, and non-profit lending in Brooklyn and New York City. In addition, Community Capital Bank made a below-market deposit in The South Shore Bank of Chicago, also a certified CDFI. The awardee is a state-chartered bank with total assets of $36.1 million.

Roosevelt Savings Bank (1997 BEA)
Location: Garden City, New York
Award: $2,250
Contact: Daniel E. Martin - (516) 739-4342

Roosevelt Savings Bank, of Garden City, New York, was awarded $2,250 for providing a $15,000 grant to Local Initiatives Support Corporation (LISC), a certified CDFI. LISC is a national financial intermediary that finances affordable housing and promotes community revitalization.

(1998 BEA)
Award: $105,911
Contact: Daniel E. Martin - (516) 739-4342

Roosevelt Savings Bank was awarded $105,911 for increasing its single family mortgage lending in the Bedford-Styvesant neighborhood of Brooklyn. The bank made an equity investment in Neighborhood Housing Services of Bedford-Styvesant, as well as contributed the time of bank officers to serve on NHS' loan committee. The bank, in collaboration with NHS of Bedford-Styvesant, sponsored a popular home maintenance workshop in its Bedford-Styvesant branch to serve the neighborhood's low and moderate-income homeowners. Roosevelt Savings Bank has total assets $4.1 billion.

Evergreen Bank, NA (1998 BEA)
Location: Glens Falls, NY
Award: $137,763
Contact: Thomas C. Crowley - (518) 792-1151

Evergreen National Bank was awarded $137,763 for increasing its single- and multi-family housing and commercial real estate lending. The awardee increased its commercial real estate lending by $465,000 and its single- and multi-family lending by $40,800 and $154,585, respectively. Evergreen is a national bank with total assets of $1 billion.

Alternatives Federal Credit Union (1997 CDFI-core)
Location: Ithaca, New York
Award: $807,000 ($750,000 grant and $57,000 technical assistance)
Type: Credit Union
Contact: Mr. William Myers - (607) 273-3582

Alternatives Federal Credit Union is a Federally chartered community development credit union that provides a full range of products and development services for its members in Ithaca and Tompkins County, New York. Alternatives Federal Credit Union has been providing services for over 18 years with approximately $52 million in total lending. A $750,000 grant from the Fund will be used to enhance the awardee's capitalization, expand the loan products offered, and expand credit counseling. A $57,000 technical assistance grant will be used to update software, provide computer capabilities and train staff.

Amalgamated Bank (1997 BEA)
Location: New York, New York
Award: $16,200
Contact: Stephanie North - (212) 620-8855

Amalgamated Bank, of New York, New York, was awarded $16,200 for providing operating assistance to Neighborhood Housing Services of New York City (NHSNYC), a certified CDFI. NHSNYC coordinates the work of nine NHS programs in New York City, focusing on mortgage, home repair and property rehabilitation loans. In addition, NHSNYC prepares a number of workshops oriented towards the purchase of a home, home safety and home maintenance.

Bankers Trust Company (1997 BEA)
Location: New York, New York
Award: $957,000
Contact: Amy L. Brusiloff - (212) 250-7122

Bankers Trust Company, based in New York, New York, was awarded $957,000 for making loans totaling $8.7 million to five CDFIs. In addition, Bankers Trust Company joined a consortium of corporation and foundation funders by providing financial support for the third round of lending for National Community Development Initiative, a program created in 1991 to boost the capacity of community development corporations.

The Chase Manhattan Bank (1996 BEA)
New York, New York
Award: $2,699,625

Rewarded Activities
The Chase Manhattan Bank was awarded $2,699,625 for making nearly $18 million in investments in 14 organizations that finance community development. The organizations receiving assistance are Low-Income Housing Fund, Greater Jamaica Local Development Company, Community Loan Fund of New Jersey, Capital District Community Loan Fund, Nonprofit Facilities Fund, Leviticus 25:23 Alternative Fund, Bethex Federal Credit Union, Lower East Side People's Federal Credit Union, New Community Federal Credit Union. Homesteaders Federal Credit Union, BHA Residents Community Development Federal Credit Union, Central Brooklyn Federal Credit Union, Parodneck Foundation, and Enterprise Social Investment Corporation.
Post Award Activity
The Chase Manhattan Bank is using its award to make grants to CDFIs in its service area through its CDFI Support Program. These grants can be used for capital and operating expenses and to serve as matching funds for CDFIs applying to the CDFI Program.

(1997 BEA)
Award: $960,205
Contact: Michael Swearing - (212) 622-3608

The Chase Manhattan Bank, based in New York, New York, will receive an award of $960,205 for supporting 25 certified CDFIs in the New York metropolitan area. Chase Manhattan Bank's investment, which consists of operating grants, grants for loan loss reserves and equity investments, totaled $2.7 million. In addition, the bank Joined a consortium of corporation and foundation funders by providing financial support for the third round of lending for National Community Development Initiative, a program created in 1991 to boost the capacity of community development corporations

(1998 BEA)
Award: $2,215,548
Contact: Michael Swearingen – (212) 622-3608

The Chase Manhattan Bank, of New York, New York was awarded $2,215,548 for its support of 26 certified CDFIs. Equity investments of $457,500 and lines of credit of $31,367,250 were made to CDFIs nationwide. A $31.2 million loan to Community Preservation Corporation (CPC), a non-profit mortgage lender, will assist this CDFI in achieving its mission. CPC specializes in financing low and moderate income housing and commercial real estate properties. This loan will be used to finance affordable housing within distressed neighborhoods of New York and New Jersey. Chase Manhattan Bank is a national bank with total assets of $302 billion.

Citibank N.A. (1996 BEA)
New York, New York
Award: $227,250

Rewarded Activities
Citibank N.A. was awarded $227,250 for providing investments totaling $1,515,000 to 13 organizations serving distressed communities throughout the United States. The organizations

receiving investments are ACCION New York, ACCION Texas, Chicago Community Loan Fund, FINCA, Florida Community Loan Fund, Illinois **Facilities** Fund, Institute for Community Economics, Leviticus 25:23 Alternative Fund, Low-income Housing Fund. McAuley Institute, New Jersey Community Loan Fund, Nonprofit Facilities Fund. "', Them California Community Loan Fund, Washington Area Community Investment Fund, and the National Federation of Community Development Credit Unions.

Post Award Activity

Citibank N.A. is using its award for activities that help build the capacity and skills of CDFIs. Among these activities is a grant to the National Association of Community Development Loan Funds to launch a series of courses for CI)FI staff and board members.

(1997 BEA)

Award: $2,517,024
Contact: Elizabeth Hall - (212) 559-1041

Citibank NA was awarded $2,517,024 for increasing its level of community development lending in distressed communities in Brooklyn, Manhattan, and the Bronx. The financing provided covers a broad range of development activities - rehabilitation of affordable housing, social services for the homeless, and primary health care for low income families. Citibank, N.A. also provided $480,000 in grants to 16 CDFIs.

(1998 BEA)

Award: $192,500
Contact: Mary Cosgrove - (212) 559-0343

Citibank, NA of New York, New York, was awarded a $192,500 for supporting community development financial institutions (CDFIs) that finance housing and community facilities benefiting low-income families and individuals. Citibank made loans at below-market rates to The Enterprise Foundation, Local Initiative Support Corporation and the Non-Profit Facilities Fund. Citibank is a national bank with total assets of $285 billion.

Community Development Venture Capital Alliance (1998 CDFI-Tech. Asst)

Location: New York, NY
Award: $115,000 technical assistance grant
Type: Venture Capital Fund
Contact: Kerwin Tesdell - (212) 475-8104

Community Development Venture Capital Alliance (CDVCA) of New York City was awarded a $115,000 technical assistance grant from the CDFI Fund. CDVCA is the national trade association of community development venture capital funds. The awardee provides training and technical assistance, establishes best practices and standards for the industry, and works to increase members' access to public and private sources of capital. The grant from the CDFI Fund will be used to conduct research on CDVCA members' capital and technical needs and to research the social impact of Community Development Venture Capital activities. Funds will also be used to build CDVCA's organizational infrastructure and their five-year strategic planning process.

Community Preservation Corporation (1998 CDFI-core)
Location: New York, NY
Award: $2,000,000 Capital Grant
Type: Housing/Facilities Loan Fund
Contact: John M. McCarthy - (212) 869-5300

Community Preservation Corporation (CPC) is a not-for-profit mortgage lender specializing in the financing of low- and moderate-income housing throughout New York State. CPC was founded in 1974 out of the recognition that adequate and affordable housing is a crucial component in sustaining viable neighborhoods. The large-scale housing renewal undertaken by CPC over the past 23 years has resulted not only in the revival of individual buildings, but also in the restoration and stabilization of entire neighborhoods. With the help of the CDFI Fund, CPC will be able to fill affordable housing funding gaps in two areas of New York that are currently underserved by the private mortgage market – Bronx Community Districts 1, 2, and 3 (including Mott Haven and Hunts Point) and depressed sections of Syracuse, New York.

European American Bank (1997 BEA)
Location: New York, New York
Award: $1,547,285
Contact: Edward Odom, Jr. - (212) 503-2639

European American Bank (EAB), of Uniondale, New York was awarded $1,547,285 for increasing its commercial **real estate,** business loans, and providing equity grants to three CDFIs serving New York. **EAB made construction** loans totaling $20 million for building or rehabilitating properties in Brooklyn, the Bronx and the Lower East Side of Manhattan. EAB also made more than 100 business loans each under $1 million totaling $23.9 million within distressed neighborhoods.

Fleet Bank, NA (1998 BEA)
Location: New York, NY
Award: $88,000
Contact: Martin Geitz - (860) 986-1083

Fleet Bank NA, of New York, New York, was awarded $88,000 for making below market deposits totaling $800,000 into eight certified CDFI community development credit unions (CDCUs) throughout the New York, Massachusetts, and New Jersey areas. These deposits will strengthen the capital base of the CDCUs and further support their lending and other financial service activities to low-wealth individuals and communities. Fleet is a national bank with total assets of approximately $28.3 billion.

The Fuji Bank and Trust Company (1998 BEA)
Location: New York, NY
Award: $894,375
Contact: Hidetake Nakamura - (212) 898-2003

Fuji Bank and Trust was awarded $894,375 for increasing its multi-family housing lending. The Awardee also successfully carried out $12.6 million in activities that support community development financial institutions (CDFIs). The CDFIs that received assistance from Fuji were

Bethex Federal Credit Union, Homesteaders Federal Credit Union, Local Initiative Support Corporation, Lower East Side People's Federal Credit Union, National Federation of Community Development Credit Unions, Neighborhood Housing Services of New York City, Inc., Neighborhood Trust Federal Credit Union, Nonprofit Facilities Fund, Regional Economic Development Assistance Corp., Seedco, The Enterprise Foundation and the Low Income Housing Fund. Fuji Bank and Trust has total assets of $1.0 billion.

Local Initiatives Support Corporation (1996 CDFI)

Location:	New York, New York
Award:	$1 million grant for rural LISC
Type:	national financial and technical services community development intermediary
Service Area:	rural areas in 36 states
Products:	short term loans, housing development equity and secondary market purchases
Contact:	Mr. Mike Patterson - (212) 455-9800

LISC has a 15 year history of building the capacity of community development corporations (CDCs) serving low-income communities through provision of essential financial support for real estate development and operations. Traditionally this effort has been concentrated in urban centers. In a major expansion, LISC is bringing many of these services and its successful track record to emerging and experienced CDCs in non-metro areas. Rural LISC, in operation for one year, is now working with 52 selected CDCs in 36 states. Previously, many rural development entities were severely limited in their access to the financial products and technical assistance that are now available through Rural LISC. A CDFI Fund investment of a $1 million grant will help LISC leverage additional financial support targeted to its new rural market. This support will increase the scope of the sophisticated support services provided to low-income rural communities.

(1997 CDFI-core)

Award:	$1 million grant
Type:	Business Loan Fund
Contact:	Ms. Angela Brown - (212) 455-9331

Local Initiatives Support Corporation (LISC) is the nation's largest nonprofit community development intermediary serving urban and rural locations throughout the country. LISC assists community development corporations (CDCs) in their efforts to transform distressed neighborhoods. LISC, through support to more than 1,400 CDCs, has assisted in the development of over 73,000 units of affordable housing and other commercial, industrial and community facilities. A $1,000,000 grant from the CDFI Fund will be targeted to LISC's four new economic development programs.

(1998 CDFI-core)

Award:	$1,000,000 Capital Grant
Type:	Housing/Facilities Loan Fund
Contact:	Sandra Rosenblith - (202) 785-2908

Local Initiatives Support Corporation (LISC) is a nationally recognized nonprofit community development intermediary serving urban and rural locations throughout the country. LISC assists community development corporations (CDCs) in their efforts to transform distressed

neighborhoods into healthy, thriving communities. Rural LISC is a three-year-old program of LISC serving 52 "core" rural CDCs working to transform 56 distressed communities located in 36 states and Puerto Rico. With the help of the CDFI Fund, Rural LISC will be able to increase its level of low-cost loans, grants, and technical assistance to rural CDCs providing affordable housing and other essential facilities to eligible investment areas.

Lower East Side People's Federal Credit Union (1998 CDFI-Tech. Asst)
Location: New York, NY
Award: $48,800 technical assistance grant
Type: Community Development Credit Union
Contact: Pablo Defilippi - (212) 529-8197

Lower East Side People's Federal Credit Union, a certified CDFI and community development credit union, provides finanacial services and credit to lower income individuals and families in lower Manhattan. The technical assistance award of $48,800 will help the credit union conduct a market study of its service area's credit needs, analyze and refine existing lending products, develop new lending products and revise its marketing strategy.

Manufacturers and Traders Trust Company (1997 BEA)
Location: New York, New York
Award: $218,770
Contact: Jill Marie Ho Tai - (212) 350-2646

Manufacturers and Traders Trust Company (M & T), of New York, New York, was awarded $218,770 for increasing multi-family housing loans in the Harlem, Washington Heights and Inwood neighborhoods of New York City. M&T also provided operating grants to 13 CDFIs in the New York area and loans to three CDFIs.

(1998 BEA)
Award: $2,911,370
Contact: Steven Flax - (212) 350-2574

Manufacturers and Traders Trust Company was awarded $2,911,370 for increasing its commercial real estate lending in distressed neighborhoods. The awardee also made a below-market loan to The Enterprise Foundation, a certified CDFI that provides financial and technical assistance non-profit organizations promoting affordable housing and community revitalization projects. Manufacturers and Traders Trust Company has total assets of $14 billion.

National Federation of Community Development Credit Unions (1997 CDFI-intermediary)
Location: New York, New York
Award: $3,250,000 grant
Type: Intermediary
Contact: Mr. Cliff Rosenthal - (212) 809-1850

The National Federation of Community Development Credit Unions (NFCDCU) provides funding and technical assistance to Its 154 member community development credit unions that operate in low income communities in 35 states. The $3.25 million grant from the CDFI Fund will enable NFCDCU to provide community development credit unions with secondary capital in

the form of intermediate to long-term subordinated debt, and uninsured non member deposits. This intermediary financing will enable these credit unions to enhance their community development impact. NFCDCU will target its efforts at small and start-up credit unions and credit unions that need capacity building. NFCDCU expects the CDFI Fund investment to leverage substantial non member deposits, grants, and secondary capital investments.

Neighborhood Trust Federal Credit Union (1998 CDFI-core)

Location:	New York, NY
Award:	$210,000 ($175,000 Capital Grant and $35,000 Technical Assistance)
Type:	Community Development Credit Union
Contact:	Mark Levine - (212) 740-0900

Neighborhood Trust Federal Credit Union is a recently chartered credit union serving the Washington Heights-Inwood section of New York City, a neighborhood that has seen a reduction in banking and financial services over the last decade. The Credit Union opened on March 20, 1997 and has experienced a significant growth in both membership and lending. Most of the members of the Credit Union have never had a savings account before. The CDFI Fund grant will build the capacity needed for the Credit Union to increase its consumer, small business, auto and mortgage lending activity. The technical assistance award will be used to build organizational capacity and upgrade and improve the Credit Union's loan monitoring systems and computers.

Nonprofit Facilities Fund (1996 CDFI)

Location:	New York, New York
Award:	$1 million loan
Type:	community development loan fund
Service Area:	national, offices in New York, Boston, Chicago, Philadelphia, and San Francisco
Products:	commercial term acquisition, rehabilitation and construction loans for nonprofit facilities
Contact:	Ms. Clara Miller - (212) 868-6710

This fund was established in 1980 to respond to a unique lending niche -- for organizations serving low-income communities with physical facility development needs. Initially focused on the New York City area, NFF is beginning to broaden to a more national scope to respond to demand for its financial services. NFF now has locations in Boston, Chicago, Philadelphia and San Francisco. Its 130 borrowers range from arts and cultural facilities, religious congregations' community service centers, health facilities and child care centers. Over $11 million in loans have been made. NFF's capital comes from an equally broad range of investors, including numerous banks, foundations, other financial institutions including insurance companies, and several public entities. The CDFI Funds $1 million loan will assist NFF in both its New York efforts and its geographic expansion.

Primary Care Development Corporation (1997 CDFI-core)

Location: New York, New York
Award: $2.5 million grant
Type: Housing Loan Fund
Contact: Mr. Tom Manning - (212) 693-1850

Primary Care Development Corporation (PCDC) is a non-profit formed in 1993 to expand access to community-based primary care services in the medically underserved communities of New York City. PCDC achieves its goal by offering financial and technical assistance to non-profit health care providers that build and operate new or expanded primary care facilities throughout the City. To date, PCDC has financed 13 community health centers in such neighborhoods as Central Harlem, the South Bronx and Central Brooklyn. These centers represent a total investment of $57 million in new primary care services. Once completed. they will provide capacity for more than 160.000 predominantly low-income and minority residents who would have previously gone untreated or used expensive emergency room services for their primary care needs. The $2,500.000 CDFI grant to PCDC completes the funding packages for an innovative new $25 million loan program. The CDFI funds are combine with a pool of $20 million from a consortium of the New York City's leading banks, plus additional grant funds from the New York State primary Care Initiative and the Chase Manhattan CDFI Support Program.

Renaissance Economic Development Corporation (1997 CDFI-core)

Location: New York, New York
Award: $300,000 grant
Type: Business Loan Fund
Contact: Ms. Ellen Chen - (212) 979-8988

Renaissance Economic Development Corporation (REDC) is a New York City start-up, nonprofit corporation Jointly formed by Asian Americans for Equality and the Manhattan Neighborhood Renaissance Local Development Corporation. REDC's mission is to provide access to credit to under served low and moderate income immigrant and minority communities in New York City. REDC will make small business loans and short-term real estate loans for small residential or mixed used properties. This awardee will focus its lending activities on neighborhoods with sizable immigrant populations. A grant of $300,000 from the CDFI Fund will help REDC reach its capitalization goal and allow REDC to extend loans to emerging businesses and housing developers serving targeted neighborhoods.

(1998 CDFI-Tech Asst)

Award: $48,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Ellen Chen - (212) 979-8988

Renaissance Economic Development Corporation (REDC) of New York City was awarded a $48,000 technical assistance grant from the CDFI Fund. REDC, a certified CDFI, provides loans to small minority-owned, women-owned, and immigrant-owned businesses in Manhattan, Brooklyn and Queens. Funds from the CDFI Fund's technical assistance grant will be used to build REDC's capacity and internal systems in support of its new housing lending initiative. Specifically, the grant will be used to provide staff training and additional technology. It will also fund product design and development and a market and organizational analysis.

Republic National Bank of New York (1996 BEA)
New York, New York
Award: S519,659

Rewarded Activities
Republic National Bank of New York (Republic) was awarded S519.659 for providing loans and operating grants totaling $5,196,592 to 21 community development organizations. The institutions assisted include Bethex Federal Credit Union. Central Brooklyn Federal Credit Union. Corporation for Supportive Housing, Greater Jamaica Local Development Company, Homesteaders Federal Credit Union, Leviticus 25:23 Alternative Fund, Local Initiatives Support Corporation, Lower East Side Peoples Federal Credit Union, Nonprofit Facilities Fund, Parodneck Foundation, Union Settlement Federal Credit Union, Washington Heights Inwood Development Corporation, Enterprise Foundation, and Upper Manhattan Community Development Credit Union.
Post Award Activity
Republic will- use its award to leverage an additional S5 million in economic development and small business lending in low- and moderate-income communities. In this way, its BEA award will be leveraged nearly 10 times over in the form of new lending. The award dollars will be used to provide below market rates or act as a loan loss reserve for loans Republic will make to non-profit economic development organizations over the next few years.

(1997 BEA)
Location: New York, New York
Award: $371,550
Contact: Phyllis Rosenblum - (212) 525-7905

Republic national Bank, based in New York City, was awarded $370,500 for providing loans and operating grants to 21 Community Development Financial Institutions (CDFIs) serving New York and for placing non-member deposits with four community development credit unions.

Republic is adding its award to its special economic development loan fund formed with the first BEA grant of $519,659. These funds will be used to leverage an additional $5 million in lending to finance such projects as the Strategic Properties Initiative, formed in cooperation with the Local Initiatives Support Corporation. This initiative will provide neighborhood-based nonprofit organizations with streamlined access to financing and technical assistance for economic development projects that will have a strategic impact on the commercial vitality of key neighborhoods in New York City.

(1998 BEA)
Award: $167,875
Contact: Phyllis Rosenblum - (212) 525-7905

Republic National Bank of New York was awarded $167,875 for increasing its equity investments, loans and other financial support to community development financial institutions (CDFIs). Republic provided $1.8 million in support to 16 CDFIs including ACCION New York, Bethex Federal Credit Union, Central Brooklyn Federal Credit Union, Central Harlem Local Development Corp., Greater Jamaica Local Development Company, Inc., Homesteaders Federal Credit Union, Leviticus 25:23 Alternative Fund, Inc., Local Initiative Support Corporation, Lower East Side People's Federal Credit Union, National Federation of Community Development Credit Unions, Neighborhood Trust Federal Credit Union, Nonprofit Facilities Fund, Regional Economic Development Assistance Corp., The Enterprise Foundation, Low Income Housing

Fund, The Parodneck Foundation, Washington Heights and Inwood Development Corp.. Republic National Bank is a national bank with total assets of $54.7 billion.

St. Charles Borromeo Federal Credit Union (1998 CDFI-Tech. Asst)

Location: New York, NY
Award: $50,000 technical assistance grant
Type: Community Development Credit Union
Contact: Edith Thompkins-Okeke - (212) 234-3655

St. Charles Borromeo Federal Credit Union, a community development credit union, serves individuals located in the Upper Manhattan Federal Empowerment Zone in New York City, NY. The technical assistance grant award of $50,000 will be used to purchase training for the board, managers and staff, computer upgrades and consulting services related to the implementation of share draft accounts, direct deposits and other new products.

Union Settlement Federal Credit Union (1997 CDFI-core)

Location: New York, New York
Award: $200,000 grant
Type: Credit Union
Contact: Ms. Lillian Bent - (212) 360-8807

Union Settlement Federal Credit Union is a Federally chartered community development credit union whose service area Is in the East Harlem Empowerment Zone of New York City. The credit union provides financing for home ownership, housing cooperatives and private rental housing as well as small businesses. The awardee provides a full range of financial service products to its members. It is deeply involved with and supports the efforts of numerous local community initiatives in its heavily Latino and African American neighborhood. In 1996, it made 291 loans totaling $593.500. A $200.000 CDFI Fund grant will be used to increase and expand its current services.

(1998 CDFI-Tech Asst)

Award: $53,818 technical assistance grant
Type: Community Development Credit Union
Contact: Ms. Lillina M. Bent - (212) 828-6019

Union Settlement Federal Credit Union, a certified CDFI and a community development credit union, serves the East Harlem neighborhood in New York City. The Technical Assistance grant award of $53,818 will strengthen the credit union's capacity to serve its market through training for its board and staff, obtaining computers for its tellers and a market study to learn more about the credit needs of its service area.

Washington Heights and Inwood Development Corporation (1998 CDFI-Tech Asst)

Location: New York, NY
Award: $40,000 technical assistance grant
Type: Microenterprise Fund
Contact: Mr. Dennis C. Reeder - (212) 795-1600

The Washington Heights and Inwood Development Corporation (WHIDC) is a certified CDFI whose community development mission includes economic development for small businesses, commercial revitalization, and technical assistance to local entrepreneurs. The WHIDC is being awarded a $40,000 Technical Assistance grant from the CDFI Fund that will be used to increase its operational efficiency and market exposure. Specifically, the grant will be used to acquire computer hardware, accounting and loan software, and related staff training. Also, WHIDC will obtain professional consulting services in the area of marketing analysis and strategy.

Genesee Co-Op Federa Credit Union (1998 CDFI-Tech. Asst)

Location: Rochester, NY
Award: $50,000 technical assistance grant
Type: Community Development Credit Union
Contact: David Knoll - (716) 461-2230

Genesee Co-op Federal Credit Union, a community development credit union, serves low-income neighborhoods in Rochester, New York. The Fund's $50,000 technical assistance grant award will be used for staff training in the areas of mortgage lending, the purchase of hardware and software for the credit union's new branch office, consulting services related to technological improvements, a feasibility study of proposed lending products and strategic planning.

Progressive Neighborhood Federal Credit Union (1998 CDFI-Tech Asst)

Location: Rochester, NY
Award: $50,000 technical assistance grant
Type: Community Development Credit Union
Contact: Melissa Marquez - (716) 328-5410

Progressive Neighborhood Federal Credit Union, a certified CDFI and community development credit union, serves low-income individuals in Rochester, NY. The Fund's $50,000 technical assistance grant award to the credit union will enhance its capacity to serve its low income targeted population through training and consulting services including strategic planning, market research and analysis, a product feasibility study and business plan development.

Home Headquarters, Inc. (1998 CDFI-Tech. Asst)

Location: Syracuse, NY
Award: $32,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Kerry P. Quaglia - (315) 474-1939

Home Headquarters, Inc. is nonprofit organization formed in 1996 with a mission of improving the quality of housing and neighborhoods in Syracuse, New York. The housing rehabilitation and first-time homebuyer lending programs of Home Headquarters focus on retaining and expanding homeownership opportunities that are affordable to low-income people. The CDFI Fund's $32,000 Technical Assistance Grant will be used to build the capacity of Home Headquarters through training of staff and purchase of computers and loan management software. It will also be used to obtain consulting services to evaluate and improve the organization's internal policies and procedures, capitalization strategies, and use of technology and strengthen the business plan.

Troy Savings Bank (1996 BEA)
Troy, New York
Award: $389,859

Rewarded Activities
The Troy Savings Bank was awarded $389.859 for increasing its lending within distressed neighborhoods of Troy, Albany, and Schenectady by $4.8 million. In the first six months of 1996, the bank made over $8 million in loans for housing, small businesses, and consumer products. The bank's efforts also included grants and technical assistance to support first-time home-buyers in the region.
Post Award Activity
Troy Savings Bank has created a Small Business Investment Company (SBIC), whose license is currently pending with the U.S. Small Business Administration. to foster the growth of small businesses in the capital region. Through the SBIC, the bank will set aside $500.000, capitalized in part with its BEA award, for investment in businesses that agree to locate in the distressed communities designated in the bank's BEA application. Additionally, the bank is active in promoting affordable housing in its service area, it is one of the first institutions to participate in the Federal Home Loan Bank of New York's First Home Club Program. which provides funds to match the savings of low-income prospective home-buyers.

Utica Neighborhood Housing Service, Inc. (1998 CDFI-Tech Asst)
Location: Utica, NY
Award: $40,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Janice A. Forte - (315) 724-4197

Utica Neighborhood Housing Services provides homeownership loans to low- and moderate-income families. The CDFI Fund's Technical Assistance grant award will be used to purchase priority technology items including telephone system improvements, computer hardware and software, and photocopying equipment. With CDFI Fund assistance, the Awardee will be able to communicate more effectively with its customers, improve the efficiency of its operations and increase the number of first-time homebuyers served.

Leviticus 25:23 Alternative Fund, Inc (1997 CDFI-core)
Location: Yonkers, New York
Award: $250,000 grant
Type: Housing Loan Fund
Contact: Mr. George C. Schmitz - (914) 237-3306

Leviticus 25:23 Alternative Fund, Inc. (Leviticus) is a nonprofit membership corporation formed in 1983 by a group of 26 organizations affiliated with the tri-state (NY, NJ, CT) Coalition for Responsible Investment. Since 1984, its membership has increased to 78. As a faith-based CDFI, Leviticus' primary focus is to make credit available to nonprofit community development organizations that are providing services to low-income families, individuals and neighborhoods do not have access to conventional credit markets. Since 1984, Leviticus has made 91 loans directed to affordable housing, community facilities and small businesses. A grant of $250,000 from the CDFI Fund will be used by Leviticus to expand its lending to child care providers and to develop a small business loan pool targeted to low income entrepreneurs.

North Carolina

Tri-County Credit Union (1997 CDFI-core)
Location: Ahoskie. North Carolina
Award: $275,000 ($250,000 grant and $25.000 technical assistance)
Type: Credit Union
Contact: Mr. Marcus Simmons - (919) 332-4413

Tri-County Credit Union, of Ahoskie. North Carolina, serves four low income, predominately African American counties in rural northeastern North Carolina. The Awardee provides financial services to a population with a median income significantly below the median for the state. Tri-County Credit Union emphasizes asset building and small business and mortgage lending. This CDFI's goals are to increase economic development loans, provide share draft accounts, implement an Individual Development Account program, expand financial counseling, develop a satellite branch, and increase its total shares. In 1996, total lending increased 23 percent to $4.9 million. A $250,000 CDFI Fund grant and $25,000 technical assistance award will be used to increase and expand its current loan products and services.

Charlotte-Mecklenburg Housing Partnership, Inc. (1998 CDFI-Tech. Asst)
Location: Charlotte, NC
Award: $25,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Patricia J. Adair - (704) 342-0933

The nonprofit Charlotte-Mecklenburg Housing Partnership, Inc. (CMHP) provides home purchase and home repair financing to low-income individuals and families in Charlotte and surrounding Mecklenburg County. The organization seeks to expand its services to the area's largely under-served Hispanic and Asian populations. The CDFI Fund's $25,000 grant will enable CMHP to develop a marketing strategy for reaching these populations, train staff members in working effectively with non-English speakers, and develop loan tracking and portfolio management systems.

First Union National Bank (1997 BEA)
Location: Charlotte, North Carolina
Award: $948,750
Contact: Jane N. Henderson - (704) 383-4114

First Union National Bank, based in Charlotte, North Carolina, was awarded $948,750 for making equity investments and loans to CDFIs in Florida, Maryland, North Carolina, and Washington D.C. These CDFIs include: BAC Funding Corporation, Florida Community Loan Fund, Washington Area Community Investment Fund, Self-Help Ventures Fund, and The Enterprise Foundation.

(1998 BEA)
Award: $2,154,900
Contact: Jane Henderson - (704) 383-4114

First Union National Bank was awarded $2,154,900 making grants, loans and investments in Community Development Financial Institutions (CDFIs) totaling $28.2 million. First Union provided support to the following CDFIs: Community Equity Investments, Inc., Cooperative Business Assistance Corp., Delaware Valley Community Reinvestment Fund, Federation of Appalachian Housing Enterprises, Lee County Employment and Economic Development Corp., Local Initiatives Support Corp., Mutual Federal Savings Bank, New Jersey Community Loan Fund and Richmond Neighborhood Housing Services. First Union is a national bank with $213 billion in total assets.

Nationsbank, N.A. (1996 BEA)
Charlotte, North Carolina
Award: $1,614,690

Rewarded Activities
Nationsbank. N.A. was awarded $1.614,690 for making nearly $10.5 million in investments in the National Community Investment Fund (NCIF) and the Enterprise Social Investment Corporation (ESIC) and a $420,000 loan to the Low-income Housing Fund (LIHF). NCIF will use its support to invest in community development banks. The ESIC investment will expand and improve employment opportunities by encouraging investments in businesses that employ residents of the Baltimore Empowerment Zone. LIHF. a certified CDFI funded in the first round of the CDFI Program, will use its loan proceeds to finance non-profit sponsors of affordable housing.
Post Award Activity
Nationsbank. N.A. is using its award to expand its existing community development programs throughout the franchise in 16 states and the District of Columbia. These activities include using funds to purchase and demolish a low-rise apartment building in Atlanta's Martin Luther King Historic District so that affordable, single-family homes can be constructed to complete the revitalization of the block. It will also be used to establish community development activities in new markets including St. Louis, Missouri and Tampa/St. Petersburg, Florida and to subsidize below-market rate lending to CDFIs.

(1997 BEA)
Location: Charlotte, North Carolina
Award: $545,600
Contact: Mary Schultz - (941) 952-2654

NationsBank, NA, of **Charlotte, North** Carolina, was awarded $545,600 for making loans totaling $4,960,000 to three certified CDFIs: McAuley Institute, The Enterprise Foundation, and Local Initiatives Support Corporation (LISC). McAuley Institute provides technical and financial assistance to community- and faith-based organizations located in Washington, DC, and other cities. The Enterprise Foundation, a national housing and development organization, assists community-based nonprofit organizations and state and local governments in developing affordable housing and community services. LISC is a national financial intermediary that promotes affordable housing and community revitalization.

School Workers Federal Credit Union (1996 CDFI)

Location: Charlotte, North Carolina
Award: $150,000 grant
Type: community development credit union
Service Area: Charlotte
Products: retail services, consumer loans and-home equity loans
Contact: Ms. Saundra R. Chapman - (704) 375-5781

School Workers is one of the strongest minority run credit unions in the country. Formed in 1941 as a means for African American workers of the public school system to access credit it has grown into a $ 10 million institution with over 2,700 members. Today members tend to be from the city's lower income west side, which is underserved by traditional lenders. Services of particular importance to members include school loans and ' small business loans. The credit union is a vehicle to help build wealth for low-income families by building assets through savings. The infusion of investment from the CDFI Fund, a $150,000 grant, will be leveraged many times over through increasing share growth. Increased strength in the institution's net worth will enhance the credit union's ability to launch new products and services and explore ways to enhance its field of membership.

Self-Help (1996 CDFI)

Location: Durham, North Carolina
Award: $3 million grant
Type: multi-faceted community development financial institution
Service Area: North Carolina
Products: housing loans small business loans and consumer loans
Contact: Mr. Martin Eakes and Mr. Robert Schall - (919) 956-4400

Self-Help has two financing entities, Self-Help Credit Union and Self-Help Ventures Fund, which combined serves as a community development financial institution for North Carolina's distressed communities and low-income families. Launched in 1980, Self-Help aggregates resources and forges partnerships in the public and private sectors and advocates for community development issues. Self-Help Ventures provides loans to emerging small businesses and provides management assistance to commercial borrowers. Self-Help's Ventures also emphasizes housing lending. The overall track record is very impressive. Through strategic deployment of its resources and five regional offices in the state, Self-Help has helped to improve the lives of thousands of families in North Carolina. This level of achievement has been recognized by the wide range of support and investment that Self-Help attracts from corporations, banks, foundations and state and local government. This work is having significant impact in transforming conventional loan underwriting standards, and thereby creating new opportunities for low-income home ownership. The CDFI Fund's $3 million grant will be channeled to Self-Help Ventures Fund, and will boost its equity capital and assist in elevating its development innovations to an even higher scale. Expansion of Self Help's secondary market initiative is worthy of special note. Beginning with a partnership with Wachovia Bank, and since with other banks, Self-Help has pioneered a means to create continual flow of capital to provide mortgages for low-income homebuyers.

(1998 CDFI-core)
Award: $2,000,000 Capital Grant
Type: Business Loan Fund
Contact: Mary Mountcastle - (919) 956-4400

Founded in 1984, Self-Help Ventures Fund provides loans, investments, and professional, high-quality technical assistance to employee-owned, minority and women owned, businesses, housing developments, and non-profits. Through its headquarters in Durham and four regional offices throughout North Carolina, Self-Help Ventures Fund fulfills its mission of discovering entrepreneurial and practical ways of helping low wealth and disadvantaged individuals help themselves. Since 1984, Self-Help has loaned more than $240 million to low-wealth borrowers, financing over 4,000 homebuyers, small business owners, and non-profits. The $2,000,000 grant from the CDFI Fund will enable Self-Help to expand its community investment activities.

Central Carolina Bank (1997 BEA)
Location: Durham, North Carolina
Award: $550,000
Contact: Helen Moore - (919) 683-7578

Central Carolina Bank, of Durham, North Carolina, was awarded $550,000 for making a $5,000,000 loan to Self-Help Ventures Fund. The Ventures Fund is a certified CDFI which provides financing for homes, small businesses, and community facilities for low-wealth and underserved individuals and communities across North Carolina.

Sustainable Jobs Corporation (1998 CDFI-Tech Asst)
Location: Durham, NC
Award: $50,000 technical assistance grant
Type: Venture Capital Fund
Contact: David A. Kirkpatrick - (919) 220-8065

Sustainable Jobs Corporation (SJC), of Durham, North Carolina was awarded a $50,000 technical assistance grant from the CDFI Fund. Through its Sustainable Jobs Fund, SJC will make venture capital investments in companies that create jobs in low income inner cities and rural areas. The CDFI grant will be used for staff training and development in community development venture capital; computer hardware; and to assist in SJC's capitalization strategy and standardization of legal documents for its development investments.

Wachovia Bank, NA (1998 BEA)
Location: Durham, NC
Award: $550,000
Contact: Kirk Wagenseller - (919) 683-5227

Wachovia Bank, NA, of Durham, North Carolina was awarded $550,000 for making a $5,000,000 loan to Self-Help Ventures Fund, a certified CDFI. Self-Help provides financing for homeownership, small businesses, and community facilities that benefit low-wealth and underserved individuals and communities throughout North Carolina. Wachovia Bank is a national bank with total assets of approximately $61.5 billion.

Chowan Credit Union, Inc. (1997 CDFI-core)
Location: Edenton, North Carolina
Award: $175,000 ($150,000 grant and $25,000 technical assistance)
Type: Credit Union
Contact: Ms. Roxanne Lewis - (919) 482-3126

Chowan Credit Union, Inc. is a Federally chartered low income credit union that promotes and capitalizes economic development among its membership. It is based in Edenton, North Carolina and its membership is from the largely rural service area counties of Chowan, Pasquotank and Gates counties. The awardee's services are concentrated on loans for homeownership, home improvement and small businesses. Chowan Credit Union, Inc. was created in 1941 to provide African Americans access to capital. In 1996, the awardee generated 323 loans totaling $794.000 and ended the year with a total of $2.4 million in loans outstanding. A $150,000 CDFI Fund grant will be used to expand the awardee's products and services to low income people by enhancing its capital base. A $25,000 technical assistance grant from the Fund will be used to improve its computer technology and staff training.

College Heights Credit Union (1997 CDFI-core)
Location: Fayetteville, North Carolina
Award: $205,000 ($175,000 and $30,000 technical assistance)
Type: Credit Union
Contact: Ms. Karen Jones - (910) 488-7634

College Heights Credit Union serves a predominantly African American population in Fayetteville and surrounding Cumberland County, North Carolina. The credit union provides its low-income membership with access to financial services and loans. Auto and home improvement loans are among its principal lending products. The credit union's major goals are to provide mortgage loans, to expand small business lending, and to enhance its financial counseling services. In 1996 the credit union made 328 loans with an average loan size of $10,000. The $175,000 grant and $30,000 technical assistance award from the CDFI Fund will be used to expand the credit union's current products and services.

Triangle Bank (1998 BEA)
Location: Raleigh, NC
Award: $110,000
Contact: Steve Ogburn - (919) 881-0455

Triangle Bank, of Raleigh, North Carolina was awarded $110,000 for making a $1,000,000 loan to Self-Help Ventures Fund, a certified CDFI. Self-Help provides financing for homes, small businesses, and community facilities for low-wealth and underserved individuals and communities throughout North Carolina. Triangle Bank is a state chartered bank with total assets of $1.4 billion.

St. Luke Credit Union (1997 CDFI-core)
Location: Windsor, North Carolina
Award: $250,000 ($230,000 grant and $20,000 technical assistance)
Type: Credit Union
Contact: Mr. Leon Johnson - (919) 794-3242

St. Luke Credit Union is a community development credit union located in Windsor and Williamston, North Carolina. It serves a predominately African American community in rural northeastern North Carolina that seeks to link local residents' savings and community development. St. Luke Credit Union plans to increase its real estate and business lending to its low income members. It also plans to develop new savings products, share drafts and IRA accounts and to expand financial counseling services. In 1996, the credit union made 245 loans totaling $1.9 million. A $230,000 grant and $20,000 technical assistance award from the CDFI Fund will be used to implement and expand this strategy.

Branch Banking and Trust Company (1997 BEA)
Location: Winston Salem, North Carolina
Award: $330,000
Contact: Stephanie Foley - (910) 733-2103

Branch Banking and Trust Company, of Winston-Salem, North Carolina, was awarded $330,000 for making a $3,000,000 loan to Self-Help Ventures Fund, a certified CDFI. The loan will be used to originate and purchase home loans and small business loans made to low to moderate income individuals across North Carolina.

North Dakota

Lake Agassiz Regional Development Corporation (1998 CDFI-core)
Location: Fargo, ND
Award: $635,000 ($100,000 Capital Grant, $500,000 Loan and $35,000 Technical Assistance)
Type: Business Loan Fund
Contact: Irv Rustad - (701) 235-1197

Lake Agassiz Regional Development Corporation (LARDC) is a non-profit development corporation engaged in community development lending throughout a six-county region in southeastern North Dakota that has experienced significant economic and population decline. The applicant was formed in June 1997. LARDC provides business and other economic development loans. With the help of the CDFI Fund, LARDC will create a new, flexible loan product to promote economic development.

Ohio

Enterprise Community Fund (1998 CDFI-core)

Location: Akron, OH
Award: $230,000 ($50,000 Capital Grant, $150,000 Loan and $30,000 Technical Assistance)
Type: Microenterprise Fund
Contact: Grady P. Appleton - (330) 773-6838

Enterprise Community Fund (ECF), a non-profit business loan fund, makes working capital loans to small and micro-businesses in the distressed neighborhoods of the Akron Enterprise Community. ECF also provides businesses with much needed technical assistance. The CDFI Fund's award will be used by ECF to expand its lending for small amounts of working capital that banks have been unwilling to finance. With the help of the CDFI Fund investment, this awardee seeks to promote more stable businesses and expand job opportunities for low-income individuals in the Akron Enterprise Community.

Cornerstone Homesource Regional Loan Fund (1998 CDFI-Tech. Asst)

Location: Cincinnati, OH
Award: $35,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Margery Spinney - (513) 985-0774

Cornerstone Homesource Regional Loan Fund is a nonprofit housing loan fund in Cincinnati, Ohio with a 12-year track record of service to low- and very low-income families and individuals in the greater Cincinnati area. The loan fund serves its low-income targeted population by providing affordable housing financing to community-based nonprofit housing organizations. The CDFI Fund's $35,000 Technical Assistance Grant will be used to update the organization's loan tracking database system. It will also enable Cornerstone to obtain consulting services to evaluate and improve its current loan products and to analyze the viability of creating a new lending product intended to help low-income families and individuals build equity through ownership of housing.

Faith Community United Credit Union (1996 CDFI)

Location: Cleveland, Ohio
Award: $350,000 ($200.000 grant and $150,000 technical assistance)
Type: community development credit union
Service area: Cleveland' s lower east side
Products: consumer financial services and loans
Contact: Ms. Rita Haynes - (216) 271-7111

Started as a church congregation based credit union in 1957, Faith has grown into a full fledged community development credit union to better serve the low-income African-American community on the east side of Cleveland. It now has almost 2,500 members and serves its membership with consumer. auto and mortgage loans. A $200,000 grant from the CDFI Fund will provide a significant boost to its net worth which can be leveraged many times over through

increasing member and nonmember shares. Growth of capital will allow expansion of financial services to its community. Expansion of services is based on a strategic planning process supported by the Lilly Endowment and the Cleveland and Gund Foundations. The credit union intends to expand into home improvement loans and acquisition/repair loans as a strategy to turn vacant properties into owner occupied homes.

ShoreBank, Cleveland (1998 BEA)

Location: Cleveland, OH
Award: $103,619
Contact: Charles Rial - (216) 268-6100

Shorebank, Cleveland, of Cleveland, Ohio was awarded $103,619 for increasing its consumer, single and multi-family housing, and business lending activities in Cleveland's most distressed neighborhoods. Lending in these targeted areas totaled approximately $5,000,000. Shorebank, Cleveland's lending strategy focuses on building wealth through real estate ownership and savings investment; developing the target area housing market; and growing businesses in the city and the region. Shorebank Cleveland is a state chartered bank with total assets of $47.7 billion.

ShoreBridge Capital (1996 CDFI)

Location: Cleveland, Ohio
Award: $1.5 million ($750.000 equity and $750,000 grant)
Type: inner city community development venture fund
Service Area: Cleveland, Ohio
Products: subordinated debt with equity features
Contact: Mr. Charles Rial - (216) 268-6109

This proposed community development venture capital fund presents an important model for using mezzanine capital as part of a strategy for inner city revitalization. The comprehensive program design combines an investment strategy with forging linkages between labor force development and business development and expansion. These activities will be coordinated with Cleveland's Supplemental Empowerment Zone. Subordinated debt with revenue participations will be used as a means of making venture investments in businesses with potential for growth and expansion of its employment base. ShoreBridge will particularly focus on companies that offer upward mobility for low-income workers. ShoreBridge is managed by Cleveland Enterprise Group, a nonprofit affiliate of Cleveland Development Bancorporation (which is a subsidiary of Shorebank Corporation). The infusion of $1.5 million in investment from the CDFI Fund ($750,000 equity in ShoreBridge, and $750,000 grant to Cleveland Enterprise Group), along with capital from other investors, will be used for financing to bring, retain and expand the area's employment base, particularly focused on manufacturers in Cleveland's lower-income neighborhoods. This degree of innovation, -and the comprehensive nature of this endeavor makes ShoreBridge a model worthy of close attention.

National City Bank of Columbus (1996 BEA)
Columbus. Ohio
Award: S275,000

Rewarded Activities
National City Bank of Columbus (National City) was awarded $275,000 for providing a $2.5 million line of **credit** to the Columbus Growth Fund. a certified CDFI. to be used to provide gap financing for businesses. This **financing** will enable businesses to expand and create jobs for residents of targeted neighborhoods. National City was **the lead** bank in a partnership with four other financial institutions to establish the Columbus Growth Fund. The City of Columbus is also supporting the effort by capitalizing a loan loss reserve for the Columbus Growth Fund.
Post Award Activity
National City has used its award to make a grant to the Columbus Growth Fund. The grant serves as additional equity for the Columbus Growth Fund. allowing it to leverage additional funds in the form of bank loans.

Appalachian Development Federal Credit Union (1998 CDFI – core)

Location:	The Plains. OH
Award:	$610,000 ($70,000 Capital Grant, $500,000 Deposit and $40,000 Technical Assistance)
Type:	Community Development Credit Union
Contact:	Michelle Greenfield - (740) 797-9646

Appalachian Development Federal Credit Union (ADFCU) is a new low-income credit union, which opened its doors in 1996. The awardee provides basic financial services to individuals who do not have banking relationships with other institutions, including low-minimum savings accounts, direct deposit accounts, and low-cost money orders. ADFCU also provides consumer loans for home and car repairs and other family expenses. ADFCU is engaged in innovative programs to assist low-income individuals build their assets, including an individual development account program, and a Drive to Work program which helps individuals meet work-related transportation needs through used car loans and related training. With the help of the CDFI Fund, ADFCU will expand its lending and build its capacity.

Enterprise Development Corporation (1997 CDFI-core)

Location:	The Plains. Ohio
Award:	$125,000 grant
Type:	Microenterprise
Contact:	Ms. Karen Mocker Patton - (614) 797-9646

Enterprise Development Corporation (Enterprise) was founded nineteen years ago to promote enterprise development in a 30-county largely rural region of Appalachian Ohio. This CDFI provides loans to emerging businesses owned by lower income, women and minority residents. Enterprise complements lending with training and technical assistance programs and sponsored the foundation of a community development credit union. In the past five years, Enterprise has made 186 loans to small and micro- businesses, creating or retaining 630 jobs. A $125,000 grant

from the CDFI Fund will be used to serve the credit needs of more small businesses in southeastern Ohio.

(1998 CDFI-Tech. Asst)
Award: $37,350 technical assistance grant
Type: Microenterprise Fund
Contact: Karen Mocker Patton - (740) 797-9646

The Enterprise Development Corporation (EDC) is a certified CDFI that provides small business development and microloans to entrepreneurs in distressed communities in Southeast, Ohio. The EDC is being awarded a $37,350 Technical Assistance grant that will be used to increase its operational efficiency and capacity. Specifically, the grant will be used to obtain staff training in credit analysis and use of technology, computer hardware and related software and services, and professional consulting services for strategic planning and financial management.

Neighborhood Housing Services of Toledo, Inc. (1998 CDFI-Tech. Asst)
Location: Toledo, OH
Award: $50,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Mr. William E. Farnsel - (419) 691-2900

Neighborhood Housing Services of Toledo, incorporated in May 1977, is a nonprofit corporation with a mission of providing affordable housing to low-income families and individuals through collaboration with public and private partners, including lenders. The CDFI Fund's $50,000 Technical Assistance Grant will be used to purchase computers and related peripheral hardware and portfolio management software. It will also enable the NHS to obtain consulting services to develop a market analysis, implement a consortium lending plan, and design a web site.

Oklahoma

Northwest Bank (1996 BEA)
Oklahoma City, Oklahoma
Award: $3,918

Rewarded Activities
Northwest Bank was awarded $3,918 for providing operating grants totaling $35,618 to Neighborhood Housing Services (NHS) of Oklahoma City. NHS of Oklahoma City, a certified CDFI, promotes homeownership in targeted neighborhoods through assistance with downpayments, closing costs, and other administrative expenses.
Post Award Activity
Northwest Bank is using its award to fund community development activities through its Near Northwest Community Development Corporation. The bank participates in community development activities in Oklahoma City through partnerships with the city and local organizations. The bank is also lending in the Paseo area, a historic district with a large number of small multi-family housing units.

Oregon

O.U.R. Federal Credit Union (1998 CDFI-Tech Asst)
Location: Eugene, OR
Award: $48,000 technical assistance grant
Type: Community Development Credit Union
Contact: Loretta Moesta - (541) 485-1190

O.U.R. Federal Credit Union is Oregon's only designated Community Development Credit Union. O.U.R. FCU provides affordable financial services and access to credit to low-income residents of Lane County, Oregon. Its business plan calls for the development of services targeted to the area's growing Hispanic population. The $48,000 CDFI Fund Technical Assistance grant award will enable O.U.R. Federal Credit Union to obtain consulting services to design products to respond to the credit and financial services needs of Hispanic residents, develop a marketing strategy and Spanish language marketing materials.

Albina Community Bank (1997 CDFI-core)
Location: Portland, Oregon
Award: $400,000 equity
Type: Bank
Contact: Mr. Leon C. Smith - (503) 288-7280

Opening its doors in December of 1995, Albina Community Bank was created to serve residential and commercial credit needs of primarily low- and moderate-income residents of north and northeast Portland, Oregon. This state-chartered community development bank was created with $2 million in proceeds from a lawsuit settlement and $3 million in privately raised capital. Albina is now $31 million in total assets and averages $1 million in new commercial loans and $1.5 million in residential brokerage loans per month - the vast majority of which serve its targeted area, the most distressed neighborhoods of the city. A $400,000 equity investment made by the CDFI Fund will enhance the capital base of the bank and leverage over $4 million in additional assets.

Bank of America, F.S.B. (1996 BEA)
Portland, Oregon
Award: $521,735

Rewarded Activities
Bank of America, F.S.B. was awarded $521,735 for increasing its commercial real estate and business lending in targeted neighborhoods in Denver, Las Vegas, and San Antonio. The Bank made nearly $6.2 million in loans in needy communities. Bank of America, F.S.B. projects that this activity will create or retain more than 150 jobs.
Post Award Activity
Bank of America, F.S.B., together with Bank of America Community Development Bank, has pledged to invest its entire combined award back into the community. $ 1.1 million of their award money has been used to establish the Bank of America Leadership Academy, a nine-month program that provides training for senior management of community development organizations. The Leadership Academy is funded jointly by Bank of America Community Development Bank, Bank of America, F.S.B., and the Local Initiatives Support Corporation, a certified CDFI and a

1996 CDFI Program awardee; it is conducted by the Development Training Institute. The academy is expected to run for three years and train 105 leaders of community organizations across the nation. An additional 20 percent of the combined awards will go to the Low Income Housing Fund, a certified CDFI and a 1996 CDFI Program awardee which provides loans for very low-income housing development across the country. Bank of America, F.S.B. is currently considering the designation of the balance of its award.

(1997 BEA)
Award: $755,349
Contact: Marci Mills - (415) 622-6923

Bank of America FSB, based in Portland, Oregon, was awarded $755,349 for increasing its multi-family housing, commercial real estate and business loans in distressed communities in Texas, Colorado, New Mexico, Washington, and Arizona.

(1998 BEA)
Award: $610,592
Contact: Robert M. Mantle - (510) 988-4819

Bank of America Federal Savings Bank of Portland, Oregon, was awarded $610,592 for increasing its commercial real estate lending activity within several distressed communities located in Arizona, New Mexico, and Texas. These loans assisted in the construction of several buildings for expanding businesses in distressed communities. Bank of America Federal Savings Bank is a federally chartered thrift with total assets of $18.1 billion.

Pennsylvania

Mon Valley Initiative (1998 CDFI-Tech. Asst)
Location: Homestead, PA
Award: $26,000 technical assistance grant
Type: Business Loan Fund
Contact: Richard Wallace - (412) 464-4000

The Mon Valley Initiative (MVI) is a nonprofit consortium of community development corporations serving distressed communities in Allegheny, Fayette, Washington and Westmoreland Counties. MVI will use the $26,000 CDFI Technical Assistance grant for staff training, new technology and consulting services to help it expand its business loan fund to target manufacturers.

Community First Fund (1998 CDFI-Tech. Asst)
Location: Lancaster, PA
Award: $25,000 technical assistance grant
Type: Business Loan Fund
Contact: Ollyn J. Lettman - (717) 393-0514

The Community First Fund (CFF) is a certified Community Development Financial Institution serving the low income population of Lancaster County. CFF's services include small business loans, affordable housing development loans, and technical assistance. The CDFI Fund's

$25,000 Technical Assistance grant will help CFF to improve operations and expand its market to include four additional counties in south central Pennsylvania.

Borinquen Federal Credit Union (1998 CDFI-Tech Asst)

Location: Philadelphia, PA
Award: $52,500 technical assistance grant
Type: Community Development Credit Union
Contact: Ignacio Morales - (215) 228-4180

Borinquen Federal Credit Union, both a certified CDFI and community development credit union, serves low-income individuals in Philadelphia, PA. With the Fund's $52,500 technical assistance grant award, the credit union will enhance its ability to provide loans to its members through training for its staff in mortgage lending, marketing, teller services, the provision of development services to its borrowers and a new computer system and loan production software.

Delaware Valley Community Reinvestment Fund (1996 CDFI)

Location: Philadelphia, Pennsylvania
Award: $2 million ($1 million grant and $1 million loan)
Type: multi-faceted community development loan fund
Service area: Philadelphia, four counties in Pennsylvania, and five counties in New Jersey
Products: mortgage loans, community development loans, training and technical Assistance
Contact: Mr. Jeremy Nowak and Mr. Donald Hinkle - (215) 925-1130

Delaware Valley Community Reinvestment Fund, created in 1985, serves the bi-state Philadelphia Metropolitan Area with a focus on the most distressed neighborhoods in Philadelphia, Chester PA, and Camden, NJ. This institution and its subsidiaries finance affordable housing, provide training and technical assistance to community development corporations, and make equity investments in businesses located in distressed communities. Delaware Valley is a national leader in developing innovative strategies to serve and stabilize disinvested communities through smart, aggressive and market-driven lending. With its strong and impressive track record, the institution's asset base has grown 25% within the past year to $20.8 million, and attracted more than 700 investors. CDFI Fund support of $2 million will enhance Delaware Valley* s lending and investment capacity, and provide resources to further the institution's role as a leader in forging public and private sector partnerships to promote community investment.

(1998 CDFI-core)

Award: $2,500,000 Capital Grant
Type: Business Loan Fund
Contact: Jeremy Nowak - (215) 925-1130

Founded in 1985 by community development activists, religious community investors, and financial services experts, Delaware Valley Community Reinvestment Fund is a regional community development financial institution that serves the Philadelphia metropolitan area with a focus on the most distressed neighborhoods of Philadelphia and Chester, Pennsylvania and Camden, New Jersey. Delaware Valley is a national leader in developing innovative, market driven strategies to stabilize low-income communities. The $2,500,000 capital grant from the

CDFI Fund will enable Delaware Valley to expand its small business and housing finance activities, raise new debt capital, and finance projects with high community impact.

United Bank of Philadelphia (1997 CDFI-core)

Location: Philadelphia. Pennsylvania
Award: $500,000 grant
Type: Bank
Contact: Ms. Evelyn F. Smalls - (215) 829-4190

Founded in 1992, United Bank of Philadelphia is a full service commercial bank that targets its activities to neighborhoods in West Philadelphia and the North Central Philadelphia Empowerment Zone and to African-, Asian- and Hispanic-Americans and women in the Philadelphia region. The bank will use its $500,000 CDFI Fund grant to establish a new nonprofit subsidiary that will provide technical assistance to new/first-time homeowners and small business borrowers, including pre-and post-loan counseling and training. As an intrinsic part of this effort, the Bank has initiated a comprehensive series of outreach programs aimed at neighborhoods, churches and schools. A key goal of the bank's development strategy and the activities of its new affiliate is to enhance the credit worthiness of borrowers who have not had access to traditional financial service providers and graduate them into the mainstream credit market.

Community Loan Fund of Southwestern Pennsylvania (1996 CDFI)

Location: Pittsburgh, Pennsylvania
Award: $280,000 ($250.000 grant and $30.000 technical assistance)
Type: community development loan fund
Service area: Pittsburgh and the nine county southwest Pennsylvania area
Products: housing development loans. small business loans and nonprofit facility loans
Contact: Mr. Mark Peterson - (412) 381-9965

Established in 1990, the Community Loan Fund of Southwestern Pennsylvania grew out of an initiative of the Pittsburgh area's Religious Leadership Forum. This regional fund serves low-income neighborhoods in Pittsburgh and 19 rural communities along the Monongahela River that are still attempting to recover from the demise of the steel industry. Serving a market in the southwest comer of Pennsylvania, the fund invests in affordable housing and small business development and expansion. As a small start up institution, the $250,000 grant from the CDFI Fund -- along with nearly double that amount in private matching funds -- will increase the loan funds net worth by a multiple of six. Such a healthy infusion of capital will enable the Community Loan Fund of Southwestern Pennsylvania to significantly expand its services and enhance a new initiative to stimulate entrepreneurial activity in a depressed region.

(1998 CDFI-core)

Award: $1,250,000 Capital Grant
Type: Business Loan Fund
Contact: Mark Peterson - (412) 201-2450

Community Loan Fund of Southwestern Pennsylvania (CLF), a certified CDFI, began operations in 1990 as a housing loan fund. The organization now provides community facilities and small business loans and technical assistance. With the help of the CDFI Fund, CLF will expand its products and technical assistance services to support the growth of job-creating small and

medium manufacturing firms in low-income neighborhoods throughout Pittsburgh. By focusing on manufacturing, the awardee hopes to create higher-paying, family wage jobs.

National Community Capital Association (1997 CDFI-intermediary Round 1)
(formerly the National Association of Community Development Loan Funds)
Location: Philadelphia. Pennsylvania
Award: $1,750,000 grant
Type: Intermediary
Contact: Mr. Mark Pinsky - (215) 923-4754

The National Community Capital Association (NCCA) is a CDFI intermediary that assists nonprofit CDFIs that finance housing and economic development in low income communities across the nation. NCCA's efforts to encourage rigorous "best practice" standards for performance within the CDFI industry have generally been adopted by its 49 members and many other CDFIs. NCCA's membership has loaned more than $514 million with loss rates of less than one percent. This lending has created 23,000 jobs and 65,000 housing units, 85% of which are affordable to low-income people. With the CDFI Fund investment of $1,750,000, NCCA will make long-term, performance based loans and equity grants and provide capacity-building technical assistance and training to hundreds of CDFIs across the nation.

(1997 CDFI-intermediary Round 2)
(formerly the National Association of Community Development Loan Funds)
Location: Philadelphia. Pennsylvania
Award: $1,750,000 grant
Type: Intermediary
Contact: Mr. Mark Pinsky - (215) 923-4754

NCCA is a CDFI intermediary that provides assistance to non-profit loan funds that finance housing and community development in low-income communities across the nation. NCCA's efforts to encourage rigorous standards for performance within the CDFI field have been adopted by its members, and serve as benchmarks for the field as a whole. With the fund's assistance in the form of a grant for $1,750,000, NCCA will be able to make long-term, performance-based loans and equity grants and provide capacity building technical assistance and training to loan funds across the nation.

New Horizons Community Federal Credit Union (1998 CDFI-Tech Asst)
Location: Philadelphia, PA
Award: $51,000 technical assistance grant
Type: Community Development Credit Union
Contact: David McVeigh-Schultz - (215) 425-9290

New Horizons Community Federal Credit Union, a certified CDFI and community development credit union, serves low-income individuals in Philadelphia, PA. With the Fund's technical assistance grant award of $51,000, the credit union will enhance its ability to provide loans through the acquistion of a new computer system and loan production software and staff training in mortgage lending and the provision of development services to its borrowers.

Washington County Council on Economic Development (1997 CDFI-core)
Location: Washington. Pennsylvania
Award: $250,000 grant
Type: Business Loan Fund
Contact: Ms. Linda LeFever - (412) 228-6847

Washington County Council on Economic Development is a private nonprofit community development loan fund dedicated to economic development in the Washington, Greene, and Fayette Counties in southwestern Pennsylvania. This CDFI works to unify the efforts of southwestern Pennsylvania's community development, economic development and human services agencies to create social change and rebuild the community. The Washington County Council on Economic Development has provided $1.9 million to 95 firms and created 425 new jobs. The $250,000 grant from the CDFI Fund will be used to provide gap financing to small and emerging technology businesses.

(1998 CDFI-Tech Asst)
Award: $42,500 technical assistance grant
Type: Business Loan Fund
Contact: Linda LeFever - (724) 228-6816

Washington County Council on Economic Development of Washington, Pennsylvania was awarded a $42,500 technical assistance grant from the CDFI Fund. A certified CDFI, the Council provides financial and technical assistance to small businesses in southwestern Pennsylvania and northern West Virginia. The CDFI Fund's grant award will assist the organization to evaluate and implement a systematic approach to its personnel, financial, and information management and allow the organization to update its marketing materials and strategies.

Washington Federal Savings Bank (1997 BEA)
Location: Washington, Pennsylvania
Award: $83,250
Contact: Richard L. White - (412) 222-3120

Washington Federal Savings Bank, of Washington, Pennsylvania, was awarded $83,250 for making an equity investment of $5,000 and a loan of $750,000 to Washington County Council on Economic Development. The loan will fund the Council's Microloan Demonstration Program, which makes business loans of less than $25,000 to low and moderate income people.

Puerto Rico

Ponce Neighborhood Housing Services, Inc. (1998 CDFI-Tech. Asst)
Location: Ponce, PR
Award: $50,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Efrain Maldonado - (787) 841-5055

Ponce Neighborhood Housing Services promotes community development through home ownership counseling, loans that support the purchase and rehabilitation of housing, and home maintenance programs for its borrowers. The CDFI Fund's $50,000 Technical Assistance grant

award will be used for resource development strategies and training the organization's Board and staff. The award will also be used for the purchase of computer equipment. These efforts will enhance operating efficiency and assist in the long-term financial viability of the organization.

Rhode Island

Minority Investment Development Corporation
Location: Providence, Rhode Island
Award: $750,000 equity
Type: Multi Bank CDC
Contact: Mr. Louis Francis - (401) 351-2999

The Minority Investment Development Corporation is a multi-bank community development corporation based in Providence, Rhode Island. This CDFI targets its lending to minority and disadvantaged entrepreneurs throughout the state, providing needed subordinated debt and quasi-equity financing. The CDFI Fund's $750,000 equity investment will help more low-income small businesses leverage new bank financing and financing from public sector loan funds.

South Dakota

South Dakota Rural Enterprise, Inc. (1998 CDFI-Tech Asst)
Location: Spearfish, SD
Award: $50,000 technical assistance grant
Type: Business Loan Fund
Contact: Beth Walls - (605) 256-8015

Founded in 1995, South Dakota Rural Enterprise, Inc.'s (SDREI) objective is to become a state-wide financial intermediary for economic development lending organizations serving the state's rural areas and Indian reservations. The CDFI Fund's $50,000 Technical Assistance grant will be used for staff and board training, organizational development and obtaining technology.

Texas

Austin Community Development Corporation (1998 CDFI-core)
Location: Austin, TX
Award: $500,000 Equity Investment
Type: Multibank CDC
Contact: Margo Weisz - (512) 371-1776

Austin Community Development Corporation's (Austin) mission is to preserve and strengthen Austin's urban neighborhoods through business lending and the provision of business development services. Austin, a multi-bank community development corporation, and its non-profit affiliate, Austin Community Financial (ACF), serve distressed neighborhoods in east and south Austin. In its three years of operations, Austin has approved 26 loans for over $1.2 million. With the help of the CDFI Fund, the awardee plans to stimulate capital and job growth in Austin's lower income urban neighborhoods, provide new and innovative financing products to

small businesses, increase opportunities for women and minority-owned businesses and provide business development services to its clients. Austin projects to increases in its lending by 30 percent over 1997 levels and introduce new lending products.

Businesses Invest in Growth (1998 CDFI-Tech Asst.)

Location: Austin, TX
Award: $44,550 technical assistance grant
Type: Microenterprise Fund
Contact: Jeannette Peten - (512) 494-8044

Businesses Invest in Growth (BIG) is a micro-loan fund that promotes microenterprises in the greater Austin, Texas area through access to capital as well as instructional training. The $44,550 Technical Assistance grant from the CDFI Fund will enable BIG to train its management team in lending and risk management as well as obtain consulting services to conduct a market analysis and formulate marketing and capitalization strategies.

International Bank of Commerce (1998 BEA)

Location: Brownsville, TX
Award: $55,000
Contact: Manuel Casanova - (956) 542-8060

International Bank of Commerce of Brownsville, Texas, was awarded $55,000 for making a $500,000 loan to Greater Brownsville Community Development Corporation, a certified CDFI, to be used to purchase single-family housing units for low-income homebuyers in target areas. International Bank of Commerce is a state chartered bank with total assets of over $391 million.

Chase Bank of Texas (1998 BEA)

Location: Brownsville, TX
Award: $330,000
Contact: Irv Downing - (956) 548-6807

Chase Bank of Texas received a $330,000 award for making a $3 million line of credit to the Greater Brownsville Community Development Corporation, a CDFI in Brownsville, Texas. The bank's monies will help underwrite loans that the CDFI makes to low-income homebuyers in Brownsville and the Rio Grande Valley. Chase Bank of Texas is a national bank with total assets of $24.9 billion.

Mercantile Bank, NA (1998 BEA)

Location: Brownsville, TX
Award: $165,000
Contact: James S. Scott - (956) 546-2421

Merchantile Bank, NA, of Brownsville, Texas, was awarded $165,000 for making a $1,500,000 loan to Greater Brownsville Community Development Corporation, a certified CDFI, to be used to purchase single-family housing units for low-income homebuyers in target areas. Mercantile Bank, NA, is a national bank with total assets of over $816 million.

Bank One, Texas NA (1998 BEA)
Location: Dallas, TX
Award: $2,599,075
Contact: Kim Weaver - McDonald - (214) 290-2684

Bank One, Texas, NA of Dallas, Texas, was awarded $2,599,075 for increasing its commercial real estate loans to distressed communities and making a grant to a CDFI. The bank gave Southern Dallas Development Corporation, a certified CDFI, a $100,000 grant for its business lending in distressed neighborhoods of southern Dallas. In addition, the bank provided bridge and interim construction loan financing totaling $33.5 million to four projects in distressed neighborhoods of the Dallas/Fort Worth. The awardee is a national bank with total assets of $24.7 billion.

Nationsbank of Texas, N.A. (1996 BEA)
Dallas, Texas
Award: S1,036,035

Rewarded Activities
Nationsbank of Texas, N.A. was awarded S 1,03 6.03 5 for making $6.7 million in investments to the National Community Investment Fund (NCIF) and the Enterprise Social Investment Corporation (ESIC) and a $270.000 loan to the Low-income Housing Fund (LIHF). NCIF will use its support to invest in community development banks. The ESIC investment will expand and improve employment opportunities through encouraging investments in businesses that employ residents of the Baltimore Empowerment Zone. LIHF, a certified CDFI funded in the first round of the CDFI Program will use its loan proceeds to finance non-profit sponsors of affordable housing.
Post Award Activity
Nationsbank of Texas. N.A. is using its award to in existing community development programs throughout the franchise in 16 states and the District of Columbia. These activities include using itinds to purcriase ana demolish a low-rise apartment building in Atlanta's Martin Luther King Historic District so that affordable, single family homes can be constructed to complete the revitalization of the block. It will also be used to establish community development activities in new markets including St. Louis, Missouri and Tampa/St. Petersburg, Florida and to subsidize below-market rate lending to CDFIs.

(1997 BEA)
Location: Dallas, Texas
Award: $334,400
Contact: Mary Schultz - (941) 952-2654

NationsBank of Texas, NA, based in Dallas, Texas, was awarded $334,400 for making loans totaling $3,040,000 to three certified CDFIs: McAuley Institute, The Enterprise Foundation, and Local Initiatives Support Corporation (LISC). McAuley Institute provides technical and financial assistance to community- and faith-based organizations located in Washington, DC, and other cities. The Enterprise Foundation, a national housing and development organization, assists community-based nonprofit organizations and state and local governments in developing affordable housing and community services. LISC is a national financial intermediary that promotes affordable housing and community revitalization.

Southern Dallas Development Corporation (1997 CDFI-core)

Location: Dallas, Texas
Award: $600.000 grant
Type: Business Loan Fund
Contact: Mr. James Reid - (214) 428-7332

Southern Dallas Development Corporation (SDDC) provides financing and development services in south Dallas and the Dallas Enterprise Zone. Over the last 7 years, SDDC has loaned over $20 million to 220 businesses and helped to create or retain 2,398 jobs. The CDFI Fund's $600,000 grant will expand SDDC's Investment Zone Loan program which provides small business loans in the Dallas Enterprise Zone and adjacent census tracts.

(1998 CDFI-core)

Award: $850,000 ($450,000 Capital Grant and $400,000 Loan)
Type: Business Loan Fund
Contact: James R. Reid - (214) 428-7332

The Southern Dallas Development Corporation (SDDC) is a certified CDFI with eight years of lending experience. SDDC serves low-income neighborhoods in southern Dallas and with the help of the CDFI Fund will expand to serve a State Enterprise Zone and Federal Economic Community. SDDC makes micro loans and targeted business loans through its Investment Zone loan fund. The award will be used to increase SDDC's micro and small business lending, complete rehabilitation of the Jefferson Tower Business Center through a real estate subsidiary and deliver other economic development programs.

ACCION El Paso (1997 CDFI-core)

Location: El Paso, Texas
Award: $330,000 ($130,000 grant and $200,000 loan)
Type: Microenterprise
Contact: Ms. Carmen Contreras - (915) 779-3727

ACCION El Paso is a nonprofit microenterprise designed to promote the economic self-reliance of individuals and families with small entrepreneurial initiatives. This CDFI provides business loans of $250 - $25,000 to disenfranchised, low-income, and minority entrepreneurs in the El Paso County who do not have access to business credit from the formal banking sector. A $200,000 loan matched by a line of credit from the El Paso Association of Banks and a grant of $130,000 from the CDFI Fund will provide capital needed to expand ACCION El Paso's lending abilities and to serve more emerging microenterprises.

William Mann, Jr. Community Development Corporation (1998 CDFI-core)

Location: Fort Worth, TX
Award: $520,000 ($500,000 Equity Investment and $20,000 Technical Assistance)
Type: Business Loan Fund
Contact: Dan Villegas - (817) 332-8575

William Mann Jr. Community Development Corporation's (WMCDC) was created in 1994 to provide capital gap financing for small, minority and women-owned businesses. WMCDC is a for-profit multi-bank community development corporation. This CDFI serves southeast Fort Worth and other distressed neighborhoods throughout Fort Worth. WMCDC works in partnership

with the Fort Worth Business Assistance Center (BAC) to provide needed technical assistance to small businesses. The award will be used to provide financial resources to small businesses, help low-income residents in the area to access jobs and stimulate economic development in the Investment Area. With the assistance of the CDFI Fund, the awardee expects to fund 47 loans at an average size of approximately $20,000 over the next five years.

Wells Fargo Bank of Texas, N.A. (formerly First Interstate Bank of Texas) (1996 BEA)
Houston, Texas
Award: $97,500

Rewarded Activities
Wells Fargo Bank of Texas, N.A. was awarded $97,500 for making investments totaling $650,000 in the Southern Dallas Development Corporation and the Greater Houston Small Business Equity Fund, Inc. Both of these certified CDFIs provide financing and technical assistance to small and minority-owned businesses.
Post Award Activity
Wells Fargo Bank of Texas, N.A. has not yet determined how it will use its award. The bank's community development activities include support to organizations in communities in which they do business, including Alliance Capital of Houston, Austin Community Development Corporation. Dallas Inner City Development Corporation, and Fort Worth Community Development Corporation. The bank has also supported the Local Initiatives Support Corporation's National Equity Fund.

Compass Bank (1998 BEA)
Location: Houston, TX
Award: $409,177
Contact: Dianne Lopez - (713) 867-2706

Compass Bank, of Houston, Texas, was awarded $409,177 for increasing its multi-family and business and agricultural lending activities within numerous distressed communities located throughout the state of Texas. Compass Bank is state-chartered bank with total assets of over $6.5 billion.

Texline State Bank d/b/a Banco Tejano (1998 BEA)
Location: Houston, TX
Award: $41,567
Contact: Tom C. Mesa, Jr. - (713) 926-3600

The Banco Tejano branch of Texline State Bank in Houston, Texas, was awarded $41,567 for increasing its deposit taking, financial services, community services and consumer, single family housing and commercial real estate loans in distressed neighborhoods of Houston. In total, the bank provided $657,591 in financing to distressed communities. Texline State Bank is a state-chartered bank with total assets of approximately $11.8 million.

Laredo-Webb Neighborhood Housing Services, Inc. (1998 CDFI-Tech. Asst.)

Location: Laredo, TX
Award: $57,200 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Mr. Angelo Piccirillo - (956) 712-9100

The nonprofit Laredo-Webb NHS provides financing to low-income individuals and families in the Laredo, Texas area to enable them to purchase and maintain their own homes. The organization also provides small property rehabilitation grants to very low-income individuals with disabilities. The NHS seeks to expand its financial activities in the region's largely under-served colonias. The Fund's $57,200 grant will pay for a computer system, the development of new loan products, and staff training in various loan underwriting, marketing, and compliance issues.

Texas State Bank (1998 BEA)

Location: McAllen, TX
Award: $165,000
Contact: Hanks Hanna - (956) 632-7671

Texas State Bank received an award of $165,000 for issuing a $1.5 million line of credit to the Greater Brownsville Community Development Corporation, a CDFI in Brownsville, Texas. The CDFI intends to use the money to make loans at below-market interest rates to low-income homebuyers in Brownsville and other economically distressed areas along the Mexican border. Texas State Bank is a state-chartered bank with total assets of $1.7 billion.

ACCION Texas (1996 CDFI)

Location: San Antonio. Texas
Award: $500.000 grant
Type: microenterpnise fund
Service area: San Antonio and Bexar County
Products: microenterprise loans
Contact: Ms. Janie Barrera - (210) 226-3664

ACCION Texas is a microenterprise development organization that makes loans available to low-income and Hispanic entrepreneurs locate in mostly distressed neighborhoods of San Antonio. ACCION Texas provides credit to business that otherwise cannot obtaining financing. A $500,000 grant from the CDFI Fund will provide major boost to this new entity by providing a sound capital base and increasing the scale of its activities. ACCION Texas currently has $250,000 in outstanding loans, with an average loan amount of $2,500. Formed in 1994, ACCION Texas has adapted the lessons of ACCION International's Latin American experience. Microenterprises rarely can qualify for lending from a bank. However, through ACCION Texas, individual entrepreneurs can borrow and learn from staff and other borrowers operating and growing their businesses. This young and emerging CDFI serves an important market niche by promoting self employment opportunity for Hispanics and low-income people.

(1998 CDFI – core)

Award: $1,200,000 ($600,000 Capital Grant, $500,000 Loan, and $100,000 Technical Assistance)
Type: Microenterprise Fund
Contact: Janie Barerra - (210) 226-3664

ACCION Texas is a nonprofit micro-enterprise program that has funded $2.9 million in loans to 380 business owners, since its creation in 1994. ACCION Texas' service area includes the San Antonio metropolitan area and the Rio Grande Valley. The Awardee is seeking to expand its services to Houston, Dallas/Ft. Worth and Austin. ACCION Texas projects that it will make over 6,000 loans valued at $23 million to more than 4,000 entrepreneurs over the next five years. The Awardee plans to create and retain jobs by providing micro-entrepreneurs with access to credit and business support services not available from the commercial banking sector.

Rural Development and Finance Corporation (1998 CDFI-core)

Location: San Antonio, TX
Award: $500,000 ($150,000 Capital Grant, $250,000 Loan and $100,000 Technical Assistance)
Type: Business Loan Fund
Contact: Gloria Guerrero - (210) 212-4552

The Rural Development and Finance Corporation (RDFC), a non-profit loan fund (formerly known as the National Rural Development and Finance Corporation), provides loans to finance small businesses, affordable housing for low-income people living in Las Colonias, and other critical needs within its rural market. RDFC provides financial and technical support to non-profit community development organizations serving people living in economically distressed border towns. With the help of the CDFI Fund, RDFC plans to expand its microenterprise and small business lending over the next five years. The Awardee will use a portion of its grant to undertake a comprehensive market study and design and implement a wide area computer network to facilitate service to remote rural areas.

San Antonio Business Development Fund (1997 CDFI-core)

Location: San Antonio, Texas
Award: $500,000 grant
Type: Multi Bank CDC
Contact: Mr. Gilbert Gonzalez - (210) 738-0312

The San Antonio Business Development Fund (SABDF), a for-profit multi-bank community development corporation, is a successful collaborative effort of the City of San Antonio and 21 banks. Created in 1993, this CDFI's mission is to address the under served credit needs of small, minority-owned, and women-owned businesses in San Antonio and Bexar County. A key part of this awardee's strategy is to make loans in participation with investor banks and promote financial relationships between its borrowers and investor banks. Through a partnership with the University of Texas' SBA-funded Small Business Development Company and Minority Business Development Company, this CDFI strengthens the capacity of the businesses it finances. A $500,000 grant from the CDFI Fund will be used to enhance SABDF's loan products which are designed to meet the needs of borrowers that have the greatest difficulty in obtaining capital through traditional financial service providers.

Utah

Salt Lake Neighborhood Housing Services, Inc. (1998 CDFI-Tech Asst)
Location: Salt Lake City, UT
Award: $42,500 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Maria Garciaz - (801) 539-1590

Salt Lake Neighborhood Housing Services, since its inception in 1977, has invested more than $4.5 million in revitalization services and assisted more than 77,000 residents. Salt Lake NHS offers down payment assistance, home improvement loans and first mortgages for residents earning no more than 80% of the median area family income. The Technical Assistance grant award would improve organizational infrastructure through staff training and improvements to its computer and communication technology.

Vermont

Vermont Development Credit Union (1997 CDFI-core)
Location: Burlington, Vermont
Award: $500,000 grant
Type: Credit Union
Contact: Mr. Caryl J. Stewart - (802) 864-0449

Vermont Development Credit Union is a state regulated community development credit union that builds community and individual assets for low income people and disadvantaged communities that are not served by mainstream financial institutions. In 1996. the credit union's lending totaled $2.9 million. The credit union is located in Burlington and serves communities across the state, it has made $12 million in loans. A $500,000 grant from the CDFI Fund will be used to support the growth of a full range of new lending and counseling services.

Vermont Community Loan Fund (1996 CDFI)
Location: Montpelier, Vermont
Award: $167,500 ($150,000 grant and $17,500 technical assistance)
Type: community development loan fund
Service Area: Vermont
Products: term loans for housing, businesses and community facilities
Contact: Ms. Jane Knodell and Ms. Nancy Wasserman - (802) 2.23-1448

This fund, started in 1987, has developed a solid track record in responding the capital needs of the state's low-income population. While relatively small in size, the fund has attracted investments from a diverse array of individuals, religious institutions, foundations and corporations. These investments have allowed the fund to grow at the average annual rate of 35%. Over $3.7 million in 86 loans has been made, largely to developers of housing affordable for low-income families. Since 1991 VCLF has also lent for community facilities. While a statewide lender, the loan fund emphasizes serving Burlington's Old North End Enterprise Community, whose residents have a startling 33% poverty rate, with a full range of lending. A grant of

$150,000 from the CDFI Fund channeled to its housing and facilities subsidiary, will build on VCLF's track record and enhance its capacity to serve its markets.

(1997 CDFI-core)

Location: Montpelier, Vermont
Award: $500,000 ($465,000 grant and $35,000 technical assistance)
Type: Business Loan Fund
Contact: Ms. Nancy Wasserman - (802) 223-1448

Vermont Community Loan Fund, Inc. (VCLF), based in Montpelier, is a nonprofit, statewide CDFI. Organized in 1987, VCLF finances projects across Vermont that provide housing and economic opportunities for low income people. To date, VCLF has lent over $5.5 million to small businesses and community-based organizations including: low cost financing for day care centers, women's shelters, youth facilities, over 650 units of affordable housing, and a growing portfolio of small business loans which have created over 55 jobs. A $465,000 grant and $35,000 technical assistance grant from the CDFI Fund will allow VCLF to provide additional financing for affordable housing, community facilities microenterprise located in Burlington's Enterprise Zone, and make loans to small businesses across the state.

RNA Community Builders, Inc. (1998 CDFI- Tech Asst)

Location: West Rutland, VT
Award: $41,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Kristine Pearson - (802) 438-2303

RNA Community Builders is a membership organization that provides financial assistance to rural community development groups that serve low- to moderate-income populations. The CDFI Fund's $41,000 Technical Assistance grant award will finance staff training in housing and economic development lending, purchase information technology, and purchase consulting services necessary to conduct studies of member credit needs and a capitalization strategy. The CDFI Fund award will enable RNA Community Builders to enhance Board participation and better serve and expand its membership.

Virginia

Richmond Neighborhood Housing Services (1996 CDFI)

Location: Richmond, Virginia
Award: $250,000 ($120,000 grant and $130,000 loan)
Type: housing loan fund
Service Area: Richmond, Virginia
Products: home repair loans, closing cost assistance and first and second mortgages loans
Contact: Ms. Greta Harris - (804) 329-2500

A community oriented developer and lender, Richmond NHS has had a measurable impact in the stabilization of the city ~ s Barton Heights neighborhood. This was achieved by a collaborative process over a 14 year period between the community, area banks and the city. A variety of financial interventions were used to restore economic vitality to this declining neighborhood,

including emergency repair grants for low-income elderly home owners, down payment assistance for first time home buyers, home improvement loans at below market interest rates, and more recently second mortgages. Through its Neighborhood Ownership Works (NOW) program over 100 families have become homeowners. NOW is a local version of a model developed by Neighborhood Reinvestment Corporation and its affiliate Neighborhood Housing Services of America. RNHS makes a below market rate second mortgage behind a first mortgage from a participating partner bank. CDFI Fund financial support will expedite expansion of these successful home ownership lending programs city wide. Along with home buyer education and support from other financial investors, RNHS will be positioned to assist low-income households in becoming homeowners, and in turn strengthen many of Richmond's distressed neighborhoods.

Virginia Community Development Fund, Inc. (1998 CDFI-Tech Asst)

Location: Richmond, VA
Award: $49,960 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Jefferey Michael Meyer - (804) 371-7141

The start-up Virginia Community Development Fund (VCDF), an outgrowth of the Richmond-based Virginia Community Development Corporation, seeks to provide financing to very low-income individuals throughout the state so that they may purchase their own homes. The Fund's $49,960 Technical Assistance grant will pay for board development and training, a market analysis to determine VCDF's target markets' most pressing credit needs, and the subsequent development of priority loan products.

Virginia Community Development Loan Fund (1998 CDFI-Tech Asst)

Location: Richmond, VA
Award: $35,000 technical assistance grant
Type: Business Loan Fund
Contact: Timothy S. Hayes - (804) 233-2014

Virginia Community Development Loan Fund (VCDLF) of Richmond, Virginia was awarded a $35,000 technical assistance grant from the CDFI Fund. A certified CDFI, VCDLF provides micro and small business loans to entreprenuers in Richmond and in adjacent counties. The CDFI Fund grant will be used to train staff on risk management and loan underwriting. Funds will also be used to identify other unmet credit and development services needs, evaluate current loan products, and help develop a capitalization strategy.

Washington

Cascadia Revolving Fund (1996 CDFI)
Location: Seattle, Washington
Award: $600,000 grant
Type: small business loan fund
Service Area: Washington state and Oregon
Products: term loans
Contact: Ms. Patty Grossman - (206) 447-9226

Cascadia Revolving Fund facilitates the expansion of small businesses through short and mid-term financing. Cascadia has made more than 100 loans in rural and urban communities across its Washington state and northwestern Oregon market. Established in 1985, much of Cascadia's lending focuses on entrepreneurs in communities whose economies are transitioning from a traditional base in forestry or fishing. The institution promotes self-employment among displaced natural resource workers through business lending, and finances businesses involved in recycling and other environmental ventures. Cascadia is highly successful in helping borrowers access government lending programs -particularly Small Business Administration lending products -- through partnerships with other financial service providers. The CDFI Fund will provide a significant infusion of capital to Cascadia through a $600,000 grant. This new capital will enable Cascadia to broaden its service to low-income people throughout Washington and Oregon.

(1998 CDFI-core)
Award: $1,170,000 ($170,000 Capital Grant and $1,000,000 Loan)
Type: Business Loan Fund
Contact: Shaw Canale - (206) 447-9226

The Seattle-based Cascadia Revolving Fund is one of the country's leading small business lenders. In its 12 years of existence, the $6 million organization has made loans to over 170 businesses that have subsequently created more than 700 jobs. Over 80 percent of these companies remain in business, and Cascadia to date has lost less than 1 percent of its total investments. Most of its activities are currently concentrated in western Washington state. Cascadia is seeking to expand its lending operations into Oregon and simultaneously establish a venture capital fund for small businesses owned by women, minorities, and/or low-income people. The Fund's $170,000 grant and $1 million loan will help Cascadia carry out its expansion plans.

Washington Mutual Bank (1998 BEA)
Location: Seattle, WA
Award: $750,000
Contact: Dinah Thoreson - (206) 461-4634

Washington Mutual Bank received an award of $750,000 for making an equity investment of $5 million to the Enterprise Foundation, a certified CDFI, that finances affordable housing and community revitalization projects across the country. Washington Mutual Bank is a state-chartered mutual bank with total assets of $30 billion.

West Virginia

Community Works in West Virginia, Inc.
Location: Big Chimney, WV
Award: $50,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: S.Lynn Talley - (304) 965-2241

The nonprofit CommunityWorks is a coalition of affordable housing providers in West Virginia. The organization provides loans to low- and very low-income individuals throughout the state to enable them to purchase their own homes. It also offers financing to member organizations to enable them to develop affordable housing. The CDFI Fund's $50,000 technical assistance grant will help CommunityWorks expand its activities by underwriting the costs of a market analysis, the development of new loan products, and the improvement of internal financial management systems.

Lightstone Community Development Corporation (1998 CDFI-Tech Asst)
Location: Moyers, WV
Award: $25,000 technical assistance grant
Type: Microenterprise Fund
Contact: Anthony E. Smith - (304) 249-5200

The objective of the Lightstone Community Development Corporation (LCDC) is to encourage community development through providing microloans to residents of distressed rural communities. LCDC is being awarded a $25,000 Technical Assistance grant. The grant will be used to increase operating efficiency through purchase of accounting and financial management software and related staff training. Additionally, the grant will be used to obtain professional consulting services in the areas of strategic planning, product development and marketing.

Wisconsin

North Shore Bank (1996 BEA)
Brookfield, Wisconsin
Award: $6,036

Rewarded Activities
North Shore Bank was awarded $6,036 for increasing its single-family housing acquisition and rehabilitation loans in distressed neighborhoods in central Milwaukee. During the first six months of 1996, the bank made a total of $373,000 in loans for activities undertaken as part of the Milwaukee Affordable Housing Initiative.
Post Award Activity
North Shore Bank plans to use its award to assist low-income first-time home-buyers in its distressed community. It will do this through grants to help with downpayments and closing costs or by helping new homeowners purchase needed equipment to maintain their homes. Additionally, the bank has continued its support of the Milwaukee Affordable Housing Initiative and has shown further commitment to the central city through the completion of a new, full-service office on King Drive.

Legacy Bancorp, Inc. (1998 CDFI-Tech. Asst)
Location: Glendale, WI
Award: $21,500 technical assistance grant
Type: Bank/Bank Holding Company
Contact: Linda Bedford - (414) 351-1289

Legacy Bancorp, Inc. of Glendale, Wisconsin was awarded a $21,500 technical assistance grant from the CDFI Fund. Through its subsidiary, Legacy Bank, Legacy provides development banking services through traditional and non-traditional bank products and services. Its service area is comprised of the central city of Milwaukee, Wisconsin, more commonly known as the Fond Du Lac Avenue Corridor. The award from the CDFI Fund will be used for the designing of Legacy's housing and small business technical assistance programs and for the purchase of computer software and hardware.

Firstar Bank Milwaukee, NA (1998 BEA)
Location: Milwaukee, WI
Award: $671,968
Contact: Michael D. Simmer - (414) 780-5040

Firstar Bank Milwaukee, NA was awarded $671,968 for making a grant to the Racine Development Group, a certified CDFI, and increasing its single- and multi-family housing and commercial real estate loans in distressed neighborhoods in Milwaukee, WI. Firstar Bank Milwaukee is a national bank with total assets of $8.2 billion.

St. Francis Bank, F.S.B. (1996 BEA)
Milwaukee, Wisconsin
Award: $11,498

Rewarded Activities
St. Francis Bank, F.S.B. was awarded $11,498 for increasing its single-family housing acquisition and rehabilitation Loans in distressed neighborhoods of central city Milwaukee. During the first six months of 1996, the bank made a total of $675,000 in loans for activities undertaken as part of the Milwaukee Affordable Housing Initiative.
Post Award Activity
St. Francis Bank, F.S.B. has used its award to expand its community lending efforts, including outreach to the Milwaukee area's Spanish-speaking residents. These efforts include developing new programs, marketing, and offering home-buyer seminars.

SECOND STOP - CLARKSDALE, MISSISSIPPI (Morning of Day Two, July 6)

Theme for Mississippi Stop

- Investment in CDFIs, Investment in the Delta and BusinessLINC (How much do we want to emphasize BusinessLINC?)

Focus for Mississippi Stop

- To highlight investment in the Mississippi Delta and to show the benefits that can be derived from the types of programs that will be encouraged by the New Markets Initiative, such as CDFIs and BusinessLINC. A roundtable is being planned at the site of Waterfields, Inc. a cabinet maker based in Clarksdale, that has received financing from the Enterprise Corporation of the Delta, a successful CDFI that serves the entire Delta region. (Hasn't this changed? See Site#1 below.)

Site #1: Walk through of downtown Clarksdale, showing the retail disinvestment and signs of hope. The President will stop and talk with a group of four small business owners including a flower shop.
Site #2: Waterfield, Inc., a local business that has received financing from Enterprise Corporation of the Delta, a successful CDFI. Waterfield is a Tennessee based corporation doing business in Clarksdale, MS that began operations in 1998. The company produces cabinets that are marketed to retail home centers across the country. We will hold the roundtable here.

CEOs:

Travelling With President To This Stop

Dick Huber, Aetna
Craig Lynch, Greyhound
Al From, DLC
Wayne Leonard, Entergy
Cathy Bassant, BankAmerica
Bob Cabe, Blue Cross & Blue Shield
David J. Bronczek, FDX
Chester Davenport, Georgetown Partners

Meeting President At This Stop

Bill Bynum, ECD

Participating in Roundtable
TBD

CORPORATE/PRIVATE SECTOR ANOUNCEMENTS IN MISSISSIPPI:

-
-
-
-

Investments in the Enterprise Corporation of the Delta
New investments in the Enterprise Corporation of the Delta include nearly **$15 million** in private support that the President will announce. These funds support ECD's $200 million, five-year plan to expand its impact in the Delta. Private support includes:

Individual investors **John Palmer, Chairman of Skytel** and **Tom Scott of Scott Trucking** [Troy Stovall (representing John Palmer) and Tom Scott in audience]

Corporate investment by **Blue Cross/Blue Shield of Arkansas** (Represented by Robert Shoptaw and Bob Cabe)

Foundation support by the **Walton Family Foundation** (Stewart Springfield), **Ford Foundation** (Frank DiGiovanni and Ellen Brown), **and MacArthur Foundation** (Paul Lingenfelter)

Entergy (Wayne Leonard) **and Wal-Mart** (Excel Lafayette) have committed to work with ECD to help Delta businesses participate in their vendor development programs. ECD will seek to work with other large corporations, SBA and Treasury to establish a **Delta BusinessLINC** chapter.

Agreement between ECD, **Trustrmark National Bank, Morgan Keegan and Arkansas, Louisiana and Mississippi state finance agencies** to underwrite and finance $90 million in municipal bonds over the next five years.

ECD's affiliate ECD Investments, LLC's application to make SBA-guaranteed loans under the 7(a) loan program targeted to Delta businesses is in the final stages of review. Under the proposal ECD would be designated as a **New Markets Lending Company**.

Previous support for ECD has been provided by the **Entergy Corporation, Winthrop Rockefeller Foundation** and the **Foundation for the Mid South**.

Two local banks – **Bank of Anguila** and **First National Bank of Blytheville** - are the most recent of 17 bank investors in ECD (Includes seven Arkansas banks, four in Louisiana and six in Mississippi). These investments have provided $3.8 million in capital and created strong lending partnerships between the banks and ECD. Many of these banks are represented in the audience -- Bank of America, BankOne, Trustmark, Deposit Guaranty, Simmons, Union Planters and others) **(ask all bank investors to stand).**

ECD's success has been bolstered by **CDFI Fund** support. Sixteen of ECD's 17 bank investors

used the Fund's **Bank Enterprise Awards program** to support their investments. In addition, ECD's only public support to date has been provided by the CDFI fund. This includes $2.5 million award closed in April and $2.5 million in 1996 as one of the Fund's first awardees.

FedEx, David Broszek

- FEDEX will announce its commitment to assist with job access and job training for the transportation and distribution industries in Memphis.

Greyhound

- Transportation supposedly has an announceable that Don Graves has not received information on.

Next Day, Michael Kaufman

- NextDay is an outgrowth of NetDay – a volunteer effort to connect classrooms to the Internet that was launched by President Clinton and Vice President Gore in March 1996.
  - NextDay has established the NextDay Program to help Empowerment Zone communities bridge the digital divide and to trigger and nurture the implementation of digital technologies in all schools. The program is a multi-year initiative that brings the connections, hardware, and software and peopleware required to develop school-based learning collaboratives, including one in Rosedale, MS. Mississippi Delta West Bolivar Schools in Rosedale are using $88,000 in E-Rate funds to connect all their classrooms to the Internet.
  - Other new commiments from Nextday that will be announced today include: $2.4 million from Cisco Systems for routing and switching technology; networking academies; and teacher training; $1.4 million from 3M for fiber to the desktop programs; media conversion technology; and technical support.

National CDFI Announcements

- In conjunction with our visit to the Delta, and our focus on Enterprise Corporation of the Delta, the local CDFI, there are other investment announcements being made today throughout the country by representatives from the Administration about investments in CDFIs. These include:
- **Charles Hayden Foundation**: $2.7 million & **Citigroup Foundation**: $750,000 have invested in the Nonprofit Facilities Fund supporting its "Building for the Future" iniative designed to provide financial incentives to Boys and Girls Clubs to build their assets which will allow them to maintain quality facilities.
- **The Life Iniative (a $100 million pool from eleven Massachusetts life insurance companies) has invested in Boston Community Capital, a CDFI in Boston, MA.**
- (Hasn't closed)
- Bank of America has a CDFI initiative, which leverages capital through community banks, credit unions, development corporations and micro-enterprise loan funds. At today's roundtable event, **Bank of America** will make a major announcement about additional funding for their national CDFI initiative.

Allstate Insurance Company - $5 million investment in the Illinois Facilities Fund for child care initiatives in the Chicago.

- Treasury officials will highlight a total of more than $60 million in new CDFI investments. In addition to the CDFI's mentioned above, new investments will be made in Delaware Valley Community Reinvestment Fund, Applebanc, Community Bank of the Bay, Women's Self-Employment Project, Micro Industry Credit Rural Organization and the Institute for Social and Economic Development, and Detroit Entrepreneurship Institute.

SEEDCO

- SEEDCO has partnered with the Jackson State University to create a community development program linking business development, homeownership opportunities and social services through several innovative projects. The partnership has led to the establishment of a Commercial Revolving Loan Fund, capitalized at $500,000 to provide financing to small, African American-owned neighborhood businesses.

PUBLIC SECTOR ANNOUNCEMENTS IN MISSISSIPPI:

United States Department of Agriculture – Water 2000

- USDA is planning over 100 events on July 12th to bring attention to the Administrations Water 2000 initiative which will bring water to as many rural Americans as possible by the year 200. USDA will fund over $200 million for more than 60 water projects in 40 states.
- In Mississippi there will be more than $10 million in investments in four projects.

United States Department of Housing and Urban Development

(Don Graves sending additional HUD information seperately)

THIRD STOP - EAST ST. LOUIS (Afternoon of Day Two, July 6)

Theme for East St. Louis Stop

- Investment in Urban EZs and Inner Cities

Focus for East St. Louis Stop

- The focus here will be on retail investment and investment in inner cities through venture capital funds. The president (and perhaps others will make remarks at the largest shopping center to be built in East St. Louis since the 1950s. The President will be joined by retail investors as well as companies helping to revitalize downtown areas throughout the country.

Travelling With President To This Stop

Cathy Bassant, BankAmerica
Richard Huber, Aetna
Jackee Joyner Kersee
Al From, DLC
TBD, ICIC
David Bernauer, Walgreens
Joe Stroud, Jovan Broadcasting

Meeting President At This Stop

James Korman, Korman Property
Mel Farr
TBD, May Department Stores
TBD, Blockbuster Video
TBD, State Farm
TBD, Sav-A-Lot
TBD, Schnucks Supermarket

Site #1: Shopping center in front of the recently constructed Walgreens for a grand opening event, that had been originally scheduled for July 11th.

CORPORATE/PRIVATE SECTOR ANOUNCEMENTS IN EAST ST. LOUIS:

Walgreens

- The company is locating an anchor store in the largest shopping center to be built in area since 1950. Walgreens has made investments in other inner city areas

Bank of America

- Bank of America will make a significant commitment of $500 million of equity to support the development of community development opportunities in the New Markets of inner-city America.
- This new venture fund, will be known as the **Bank of America Catalyst Fund** and will build on the bank's track record, vision and commitment to community development across the country.

- Bank of America provided more than $3 million in construction loans to create a new Walgreens in the heart of E. St. Louis.
- A $500,000 construction loan to E. St. Louis' CDC Development Corporation will create 18 new affordable single-family homes in the South End neighborhood of E. St. Louis.

Aetna-Hartford, Dick Huber

- Huber has agreed to commit to the new MetroHartford Investment Fund which will be somewhat modeled after the type of SBIC based funds that the New Markets Initiative will support.

Michael Porter, Initiative for a Competitive Inner City*

- ICI announced the formation of Inner City Ventures, L.L.C. (ICV) a private equity fund which will make investments in businesses that capitalize on the competitive advantages of America's inner cities.
- ICV has a current target of $100 million to capitalize ICV. To date $10 million has been raised by the founders. ICV will create jobs, income and economic opportunities by investing in growing businesses located in and hiring from inner cities. By earning good returns, ICV will demonstrate that inner cities are good places to invest.

PUBLIC SECTOR ANNOUNCEMENTS IN EAST ST. LOUIS:

Department of Housing and Urban Development

- The HUD CDBG program has provided funds to lay the infrastructure and build roads surrounding the **Jackee Joyner Kersee Center**. The Jackee Joyner Kersee Center is a major new community center that will offer educational, social, recreational, and health services. The opening of the center will be announced. Several companies have helped to finance development of the center, including **May Department Stores** and **Bank of America.**

FOURTH STOP - PINE RIDGE (Morning of Day Three, July 7)

Theme for Pine Ridge Stop

- Private Investment in Native American Communities

Focus for Pine Ridge Stop

- The primary focus here is on infrastructure investments.
- The focus here will also be how housing and public sector investments are building blocks and part of the foundation for successful economic development in distressed communities.

Site #1: Tour of local homes in a distressed neighborhood.
Site #2: Construction site where homes are being constructed under some of the new programs; visit to the home of a woman just moving into this new housing.
Site #3: Field adjacent to local high school where the President will give a speech to the Pine Ridge community, to which the conference attendees will be invited.

Travelling With President To This Stop

Bart Harvey, Enterprise Foundation
Roger Haughton, PMI
Charles Ruma, NAHB
John Utendahl, United Capital Partners

Meeting the President at This Stop
Franklin Raines, Fannie Mae

CORPORATE/PRIVATE SECTOR ANOUNCEMENTS IN PINE RIDGE:

Fannie Mae

- $1 million Tri-Party agreement among Fannie Mae, the Ogalala Sioux and Norwest mortgage that will enable tribal members to purchase homes on trust lands.
- Fannie Mae will commit to invest up to $3 million over the next 5 years through its American Communities Fund. The American Communities Fund is an equity investment vehicle that operates in the way that an APIC or a New Market Venture Capital Fund would operate.
- A Fannie Mae Partnership Office will be opened in Sioux Falls by October 1. Part of the Investment Plan will be a partnership with the South Dakota Housing Development Authority for first time homebuyers. Fannie will commit to purchase $35 million in mortgage revenue bonds. Of this amount, $2 million will be set aside-exclusively for Pine Ridge residents to purchase homes at below market interest rates.

PMI Mortgage Insurance Company

- PMI recently announced that it has expanded its Native American mortgage insurance initiative nationwide and increased the amount of the commitment to $55 million. PMI is insuring home mortgage for members of four Indian tribes and is negotiating with others.

- Under the initiative, PLMI agrees to insure loans that require as little as 1% downpayment from the homebuyer with flexible underwriting guidelines and risk shared between the indian tribes and PMI. Over 76 loans have already been made and over 100 loans are in process.

Bart Harvey, Enterprise Foundation

- The Enterprise Foundation is working with HUD on the Pine Ridge effort with the Oglala Sioux Tribe. Enterprise has also been part of a team of consultants working with HUD and **PriceWaterhouseCoopers** to create the non profit Olgala Sioux Tribe Partnership for Homeownership.

Richard Kovacevich , Norwest Mortgage

- Norwest in partnership with Fannie Mae is providing $1.4 million in loans and providing mortgage counseling to families.

Citibank

- Citibank South Dakota announced a $150,000 Citigroup Foundation grant to fund installation of Classroom, Inc. career simulation software in public schools throughout the state. Under the program, Classroom, Inc. software will be installed in 125 schools over the next 12-24 months. More than 200 teachers will also receive related computer training.
- With Classroom, Inc., students use custom-designed computer software to simulate "real-life" workplace experiences in a number of categories, including banking and economics, the environment, and health care.

Gateway

- Gateway has agreed to work with the Oglala Lakota Community College to develop a curriculum and donate materials to teach Indian students data processing and computer programming. They have committed $50,000 to the program.

The Native American Homeownership Initiative

- The **Mortgage Bankers Association** will team with **Countrywide, Norwest** and other mortgage lenders to more than double the number of home mortgages in Indian Country for each of the next three years. This Initiative will mean 1,000 additional Native American homeowners.

Bank One

- **BancOne Capital Markets** and **George K. Baum & Company** have committed to underwrite $300 million in bonds per year for the next five years to raise funds to be lent to tribes, tribal housing authorities and individual Native American homebuyers.
- This new initiative will also result in lower interest rates on mortgages in Indian Country.

Mortgage Insurance Companies of America's Five Year Alliance with Tribes

- The seven members of the Mortgage Insurance Companies of America (MICA) will each enter into a five year alliance with a Native American Tribe to Endow a full-time Director of Homeownership counseling for their partner tribes; create homeowner education courses for the tribal colleges; and develop innovative lending criteria and new home financing

mechanisms tailored to the specific needs of Native Americans.

New $6 Million Manufacturing Facility

- **Champion Enterprises** has partnered with the Gila River Indian Tribe to open a new **$6 million** manufactured housing facility on the Gila River Reservation in Arizona.
- When it begins operations in late July, the plant will employ approximately 300 new workers. Champion is actively recruiting members of the Gila River Tribe to fill those jobs.
- The plant will revert to the Tribe once the lease term ends.

Expansion of Private Mortgage Insurance to Indian Country

- PMI Mortgage Insurance Company's will increase its commitment to provide mortgage insurance to Native Americans to $55 million.

GE Capital

- GE Capital will start a pilot program to insure $2 million in mortgage loans in Indian Country.

State of the Art Construction Certification Program for Tribal Colleges

- **Owens Corning** and all of the nation's tribal colleges will work together to bring the Certified Energy Professionals program to Indian Country. This program will offer Native Americans the chance to become certified experts in energy efficiency in homes and the latest construction technologies.
- Owens Corning will train instructors from every tribal college on housing technology and energy efficiency and on the best methods for teaching their students in these areas.

North American Steel Framing Alliance

- The North American Steel Framing Alliance, Amity and Worthington Industries will help establish job training courses in steel framing at all of the tribal colleges.
- The companies will also facilitate business relationships between other private companies in the construction industry and Native American economic development organizations.

Republic Mortgage Insurance Company

- The Republic Mortgage Insurance Company (RMIC) has created the Native American "Financial Independence" Pilot Project. The Project will begin by giving 2,000 Pine Ridge students each year the financial knowledge and tools they need to achieve their financial independence.
- Once the pilot project has proved successful, it will be extended to all tribal colleges.

CTIA's Wireless Foundation

- Earlier this month, CTIA's Wireless Foundation announced its commitment to expand its three national programs to help address some of the communications challenges facing our Native American communities.
- Look at letter for commitment on millions

- Over the next year the wireless industry has agreed to donate 1,000 phones and airtime through Communities on Phone Patrol(wireless phones for neighborhood watch patrols), ClassLink(wireless phones for elementary and secondary school classrooms) and CALL to PROTECT(wireless phones for organizations combating domestic abuse), to improve safety and education at Indian reservations across the country.

FCC

- At the request of the FCC, the United States Telecommunications Training Institute, a non-profit venture between leading U.S. communications corporations and the federal government will provide training and advice to Native Americans. The USTTI provides tuition-free training each year to communications officials throughout the developing world.
- The FCC is working to secure a spectrum sharing arrangement with the Dept. of Defense that will allow underserved and unserved reservations to benefit from wireless telecommunications services.

PUBLIC SECTOR ANNOUNCEMENTS IN PINE RIDGE:

United States Department of Agriculture

- The Department of Agriculture has designated an Empowerment Zone on Pine Ridge and 9 Enterprise Communities in Indian Country. The signing ceremony for the Empowerment Zone and Enterprise Communities will occur during the Pine Ridge Summit.
- The Rural Utilities Service (RUS) has committed to hold workshops to improve telecommunications and utility infrastructure in Indian Country. RUS is the federal government lead agency to promote reliable, affordable utility services in rural America.

Commerce Report on Technology and Infrastructure on Reservations

- The President announced a report prepared by the Department of Commerce, "Assessment of Technology Infrastructure in Native Communities," which assessed the current state of technology infrastructure in Native communities.
- Results from a survey showed that Native communities lag far behind non-Native communities in infrastructure technology such as utilities, computer and Internet access, and telephone service. For instance, of the 48 tribes responding, the survey found that only 39% of households in Native communities have telephones compared to 99% in for non-Native rural communities; approximately 25% of tribes report that they do not have 911 service; of rural Native households, only 9% have personal computers; and 61% of tribes report not having a single manufacturing facility in their community.
- The survey respondents also reported some recent technological improvements, in part because of Administration policies, such as nearly 90% of Native schools and libraries having computer and Internet access.
- The report concluded that the federal government should work to provide additional assistance to these communities and to continue to provide incentives to the private sector to invest in these communities such as the President's New Markets Initiative.

Department of Housing and Urban Development

- HUD will expand Ginnie Mae's successful Targeted Lending Initiative (currently available only in Empowerment Zones and Enterprise Communities) to increase lending in Indian Country by $1.5 billion. Targeted Lending attracts mortgage lenders by cutting the fees they pay to place their loans in Ginnie Mae securities by up to 50%.
- HUD has awarded 28 grants totaling $8 Million to Native American run non-profits and tribes. The grants will go toward projects such as new housing, utilities, water and sewer lines, as well as economic development projects such as a revolving loan fund and partnership for economic development.
- HUD's new program, Homeownership South Dakota, a five-year, $650 million investment plan, will finance affordable housing for 7,500 families. The plan is a comprehensive strategy to assist the state in addressing its housing needs by expanding the capacity for single-family, multifamily and new construction lending.

Federal Home Loan Bank of Des Moines

- The Federal Home Loan Bank of Des Moines will award $1.3 million in grants to the Oglala Sioux Tribe Partnership for Housing, the Rosebud Housing Authority and the Native American Advocacy Project. The Oglala Sioux will use their grant of $499,000 to build 45 new single-family homes in Pine Ridge.

The White River Visitor Center

- The White River Visitor Center at Badlands National Park will be expanded to accommodate and attract more visitors. The new visitor center will contract with the Oglala Sioux Tribe for concessions services. The Departments of Labor, Defense, Transportation and Interior are partnering to build and repair roads leading to the new White River Visitor Center. These agencies will provide job training to the Oglala in road and facility construction techniques.

FIFTH STOP - PHOENIX, AZ (Afternoon of Day Three, July 7)

Theme for Phoenix Stop

- Access to Capital in Hispanic Neighborhoods and Investment in Small Business Investment Companies

Focus for Phoenix Stop

- This stop will bring attention to innovative programs that focus on attracting human capital or equity capital to distressed Hispanic communities. In addition, we will focus on the creation of the first LMI SBIC in the country, to be known as Magnet Capital, and created by a successful CDFI and existing SBIC, Arizona Multibank Community Development Corporation.

Site #1: The President will do a brief tour of Chicanos por La Causa Small Business Incubator in South Phoenix.
Site #2: La Canasta Mexican Food, Inc. a local factory where we may host a roundtable. The roundtable would focus on investment by Arizona Multibank and others in Hispanic businesses and entrepreneurs

Travelling With President To This Stop

Gene Humphrey, Enron Development
Leo Guzman, Guzman Properties
Marianne Spraggins, Smith Wiley

Meeting President At This Stop

Andrew Gordon, Arizona MultiBank
John Corella, Corella Electric
Michael Wellborne, Bank One Arizona
Myrna Sonora, Univision
Steven Burd, Safeway

Andrew Gordon, Wells Fargo Arizona

Participating in the Roundtable
(TBD)

CORPORATE/PRIVATE SECTOR ANOUNCEMENTS IN PHOENIX:

Bank One

- Has previously invested in Arizona MultiBank and will be making a $1.5 million new investment in the LMI SBIC. Magnet Capital will provide growth capital in the form of mezzanine financing to small businesses in Arizona. Investments will range from $250,000

to $1.5 million.

- Under the SBA Microloan Program, Bank One provided a $640,000 credit facility to PPEP Microbusiness, INC., one of the longest running and most successful microenterprise organizations in the country. Bank One also provided Chicanos Por La Causa with a $500,000 credit facility under the SBA Microloan Program.

Enron

- Has established a fund very much like the funds we are trying to encourage called the Houston Economic Opportunity Fund. Enron capitalized the fund with $20 million and is trying to raise additional funds from local investors.
- To date, they have invested over $5 million in new businesses, many of them in Hispanic businesses.

Wells Fargo Bank, Paul Hazen

- Has previously invested in Arizona MultiBank and will be making a $1.5 million new investment in the LMI SBIC.

Capital One and Century Pacific Bank

- Both of these companies are considering a $1 million investment in MICRO, one of the oldest microdevelopment organizations in the country which focuses from Capital One and Bank of Hawaii (Century Pacific Bank in Phoenix).

Bank of America, Hugh McColl

- Has previously contributed $3 million to **Arizona Multibank Community Development Corporation**, and has been targeted as a potential investor for the new LMI SBIC. [NEED TO CONFIRM INVESTMENT COMMITMENT WITH SAUNDERS AT SBA]

PUBLIC SECTOR ANNOUNCEMENTS IN PHOENIX:

Department of Housing and Urban Development

- HUD has given funding to the **Chicanos por La Causa Small Business Incubator**, located in the EC. The incubator program supports the empowerment of the business community by providing computerized office support, management training workshops, and other small business related resources.
- Through the Community Development Block Grant, HUD has helped to fund the **Expansion Assistance and Development Program** ("EXPAND"). The EXPAND Program is a loan collateralization program that encourages lenders to make loans to businesses that might not have otherwise been able to secure start-up capital. The program leveraged CDBG and private funding to an amount exceeding $3.5 million.
- Phoenix won a HUD "Blue Ribbon Best Practice" award for its Youthbuild Program. HUD also contributed $2.2 million to Youthbuild's Phoenix grant. Youthbuild funds programs that help young high school dropouts obtain education, employment skills, and site work experience in a construction trade.

SIXTH STOP - LOS ANGELES, CA (Morning of Day Four, July 8)

Theme for Los Angeles, CA Stop

- Workforce Investment in Disadvantaged Youth

Focus for Los Angeles, CA Stop

- This is the last day of the tour and the focus here is on youth and the future. We can use young people as symbolism for hope in the future that the economic prosperity will reach everyone.
- We are trying to grow businesses and encourage investment in New Markets in order to provide opportunities for these young people. No one should be left behind.
- The first three days of the trip have been focussed on investment in financial capital while today's events are focused on investments in human capital that are the other important component to successful economic development.
- We will try for the visual in Los Angeles and the remarks with announcements in Anaheim.

Site #1: Los Angeles where we have a ready made pre-existing event that Labor has been working on which will involve Celebrities and several corporate CEOs that are already committed to attend. There are also several success stories of young people who have been helped by the Youth Opportunities program, which will highlight in Los Angeles.

Travelling With President To This Stop

Steven Burd, Safeway
Marianne Spraggins, Smith Wiley & Company

Meeting President At This Stop

CEO, Synopsys
Keyshaun Johnson, Wide-receiver for NY Jets
Edward James Olmos, Actor
Diego Serrano, Actor
Esai Morales, Actor.

Jenny Gago, Actress
John Mackey, Tight-end for Baltimore Colts and former President of NFL Players Assoc.
Lou Johnson, Former Los Angeles Dodger
Bob Johnson, CEO of Black Entertainment Television

CORPORATE/PRIVATE SECTOR ANOUNCEMENTS IN LOS ANGELES/ANAHEIM:

Cisco Systems

- Cisco will expand the Cisco Networking Academy information technology training course offerings from the current level - in 15 different empowerment zones and enterprise communities - to 35 of those economically disadvantaged areas.
- The Los Angeles-based company will partner with every one of the Labor Department's current Youth Opportunity grant communities if possible as well as selected Job Corps centers, and will also develop a web-based placement system to allow students to be matched with employers.
- Cisco will recruit employers through an information campaign to customers, partners and the general business community, with the potential to reach 65,000 people in the first two years. The estimated financial commitment from Cisco is in excess of $630,000.

United Parcel Service

- UPS will commit to hire 2,000 out-of-school youth by the end of the year 2000, and become a partner with all 11 existing Department of Labor Youth Opportunity communities.

Toyota Motor Sales USA

- Toyota Motor Sales USA has pledged to make an investment of $1 million over the next three years.

Shell Oil

- Shell will double the size and scope of its Watts/South Central-based training academy with an

Los Angeles Dodgers

- The National League Baseball franchise will host a job fair to connect youth with employers and launch a mentoring relationship with the Los Angeles Youth Opportunity grant organization.

KCBS-TV of Los Angeles

- The station will commit air time to promote youth programs including extensive airing of Department of Labor Youth Opportunity Movement public service announcements.

Tower Health and Pro Patient Plus

- It will open a minimum of five clinics in inner city Los Angeles, partner with the Los Angeles Youth Opportunity grantee, and hire at least 25 youth in the next year.

PDQ Staffing of Los Angeles

- PDQ Staffing will hire 100 at-risk youth in the Los Angeles area.

McDonald's

- McDonald's will hire 200 more Los Angeles area out-of-school youth.

State Farm Insurance of California

- They will mentor 50 young people and hire 10-15 out-of-school youth.

Megatoys

- Megatoys is a small Los Angeles toy manufacturer, will hire three to five targeted youth this year as part of their new partnership with the Youth Opportunity Movement.

Starks and Associates

- Starks and Associates, of Upland, Calif. will hire five out-of-school youth.

MRA Managed Health Care Solutions

- MRA Managed Health Care Solutions of Long Beach will hire three out-of-school youth.

BD Systems

- BD Systems of Torrance, Calif. will hire three out-of-school youth.

Flanigan Farms

- Flanigan Farms of Culver City, Calif. will hire two out-of-school youth.

The Rose Hills Company

- The Rose Hills Company of Whittier, Calif. will hire two out-of-school youth.

Western Badge and Trophy Company

- The Western Badge and Trophy Company of Los Angeles will hire two out-of-school youth.

Xerox Corporation

- Xerox will provide job shadowing opportunities and paid internships for 50 Los Angeles area youth.

The Enterprise Foundation and the **Freddie Mac Foundation**

- The two foundations will underwrite a new $1 million child care program for young out-of-school mothers in Los Angeles and throughout California.

The Chase Manhattan Foundation

- The Chase Manhattan Foundation will run a financial literacy program for at-risk youth in distressed New York City neighborhoods, with a financial commitment of more than $250,000.

The California Endowment

- In partnership with the **Rockefeller Foundation**, the California Endowment will assemble a neighborhood skills program for out-of-school youth and welfare recipients statewide in California.

The Annie E. Casey Foundation

- The Annie E. Casey Foundation will start an Employment Skills Readiness project as part of its Neighborhoods in Transition and Jobs-First initiative, in 22 U.S. cities.

Ms. Foundation for Women

- The Ms. Foundation will start a national Girls Leadership and Training program.

The Village Foundation and the **Kellogg Foundation**

- The two foundations will co-host a national foundation roundtable in September on the Youth Opportunity Movement and the New Markets Initiative.

PUBLIC SECTOR ANNOUNCEMENTS IN LOS ANGELES/ANAHEIM:

SEVENTH STOP - ANAHEIM, CA (Afternoon of Day Four, July 8)

Theme for Los Angeles, CA Stop

- Workforce Investment in Disadvantaged Youth

Focus for Los Angeles, CA Stop

- This is the last stop on the tour and the focus here is on youth and the future. We can use young people as symbolism for hope in the future that the economic prosperity will reach everyone.
- We are trying to grow businesses and encourage investment in New Markets in order to provide opportunities for these young people. No one should be left behind.
- The first three days of the trip have been focussed on investment in financial capital while today's events are focused on investments in human capital that are the other important component to successful economic development.
- We will try for the visual in Los Angeles and the remarks with announcements in Anaheim.

Site #1: In Anaheim we have another ready-made pre-existing event with Sandy Weill's organization the National Academy Foundation. This stop would more than likely involve a concluding speech with several significant corporate announcements related to NAF as well as a major investment commitment from AT&T for Community Technology Centers.
Anaheim where the National Academy Foundation will be hosting a conference with hundreds of

Travelling With President To This Stop

Same as Los Angeles

Meeting President At This Stop

Sandy Weill, Citigroup

CORPORATE/PRIVATE SECTOR ANOUNCEMENTS IN LOS ANGELES/ANAHEIM:

Digital Divide

- More Information to be added

AT&T

- AT&T is committing a total of $1.26 million to increase access to technology for young people.

- AT&T has awarded a two-year, $500,000 grant to the Los Angeles County Office of Education to support expansion of the Technology for Learning initiative, a collaborative effort to increase community access to technology.
- AT&T has also provided funding for the Community Technology Centers' Network, a national membership organization that seeks to advocate for equity in access to technology; the National Urban League, in support of the development of three At&T Digital Campuses; the NAACP to launch a pilot program aimed at providing access to computer technology and training in the local LA community; the Magic Johnson/AT&T Technology Center; and the Puente Learning Center.

Synopsys

- Synopsys Silicon Valley Science & Technology Championship is an education initiative inteded to advance high school science and math education in Silicon Valley through scientific research and project-based learning. Synopsys is making a $3 million commitment.
- The Synopsys Championship provides many corporate sponsorship opportunities, such as the Summer Teacher Institute to underwrite costs associated with enrichment programs for teachers, and the Scientific Review Committee to fund science fair personnel to attend the Intel International Science & Engineering Fair.
- Synopsys is also working to help local students learn math and science better through project-based, inquiry learning. The company has created Synopssys Silicon Valley Science and Technology Championship and is committing $3 million over three years to increase sceience fair participation.