

Financing Healthy Food Options

The CDFI Fund's Capacity Building Initiative for Financing Healthy Food Options

Financial Resources Catalogue



This document was created for the CDFI Fund by:

OPPORTUNITYFINANCE 
NETWORK

Foreword

Introduction

If you're like the average American, you live 15 minutes away from the nearest supermarket or large grocery store¹. You are fortunate that your family has a lower obesity rate than do families who live far from supermarkets². And your close proximity to the local market is also correlated with healthier overall eating³. Like many Americans, for you, healthy eating has more to do with choices—say, whether to pack carrots or a bag of potato chips with your lunch—than access.

But for a significant group of Americans—especially those with low incomes—healthy food is dangerously out of reach. In a 2009 report to Congress, the U.S. Department of Agriculture (USDA) concluded that 23.5 million people, including 6.5 million children, live in low-income areas that are more than a mile from the nearest supermarket. In turn, low-income communities suffer disproportionately from some of the negative health outcomes often correlated with lack of access to nutritious food; namely, heart disease, diabetes, and obesity.

Today there is unprecedented attention on healthy eating, and Americans' diets have steadily improved since the early 1990s when the USDA first released its Food Guide Pyramid⁴. According to the Nielsen Company, the U.S. has continued the trend toward improved eating habits, and the Nielsen Healthy Eating Index has recorded improvements every year since its creation in 2005⁵.

Despite this trend, preventable public health problems continue to plague many Americans, particularly those in low-income areas that lack easy access to fresh food. The numbers speak for themselves: neighborhoods with only convenience stores have a 52% higher obesity rate than neighborhoods with only supermarkets.⁶

In the past decade the public and private sectors have come together to develop innovative new strategies to tackle this social justice issue, leveraging philanthropic and investment capital to help bring healthy food options to underserved areas.

Financing Healthy Food Options

One strategy to create healthy food options leverages the decades-old practice of community development finance to spur the creation of food-related businesses in low-income areas. These businesses create jobs where they are most needed, while increasing access to healthy food in food deserts.

The CDFI Fund's Capacity Building Initiative for Financing Healthy Food Options track was created to prepare community development financial institutions (CDFIs) to effectively deploy financial resources to healthy food projects benefitting low-income areas. "CDFIs are strategically poised to have a powerful role in the Healthy Food Financing Initiative and improve access to healthy food in distressed communities across the country," said CDFI Fund's Director Donna Gambrell in announcing the *Financing*

¹ "Access to Affordable and Nutritious Food: Measuring and Understanding Food Deserts and Their Consequences." United States Department of Agriculture.

² Ibid. Page 18.

³ Treuhaft, Sarah and Karpyn, Allison. "The Grocery Gap." Page 17.

⁴ "Diet Quality Of Americans." USDA. <http://www.ers.usda.gov/publications/aib750/aib750e.pdf>, accessed 3/15/11.

⁵ <http://blog.nielsen.com/nielsenwire/consumer/u-s-healthy-eating-trends-part-v-nielsen-healthy-eating-index-debuts/>, accessed 3/15/11.

⁶ "A Healthy Food Financing Initiative: An Innovative Approach to Improve Health and Spark Economic Development." http://www.policylink.org/atf/cf/%7B97c6d565-bb43-406d-a6d5-eca3bbf35af0%7D/JUNE14_HFFI_ADVOCACY.PDF, accessed 3/17/11.

Healthy Food Options training program. In November 2010, the CDFI Fund selected Opportunity Finance Network as the technical assistance provider to provide specialized training and technical assistance to CDFIs seeking to finance grocery stores and other businesses that deliver healthy food options to food deserts.

The Financial Resources Catalogue

The CDFI Fund commissioned the creation of the Financial Resources Catalogue with the following objectives in mind:

- Familiarize CDFIs with food-related funding agencies with which CDFIs may not have interacted before;
- Help CDFIs identify and ultimately access federal government, foundation, for-profit organization, and non-profit organization financial resources to support their healthy food option initiatives; and
- Connect CDFIs with intermediaries, coalitions, non-profits, etc. that are leading the development of the healthy food financing field.

CDFIs should note that the inclusion of financial resources in this Catalogue should not be viewed as a guarantee that funding is available for either CDFIs or their healthy food projects. Nor is the Catalogue a comprehensive list of all the funding sources available to CDFIs. Without doubt, many banks, foundations, and government agencies not listed in the Catalogue have or could support CDFIs with financing for healthy food projects.

Inside you will find:

- 42 potential funding resources from public sources, each of which have been or could be used by CDFIs, as well as selected examples of the state-level public-private partnerships that are a leading driver of the growth of this new field;
- 34 private funding sources, including direct funders such as foundations and corporations, as well as intermediary groups and advisors that can help link CDFIs with financing; and
- Detailed information for each potential funding source, including: focus area, geographic focus, funding characteristics (e.g., type, size, use), application information, and contact information.

Key Advice to CDFIs

This guide contains 76 potential funding sources for CDFI healthy food projects. CDFIs should keep the following pieces of key advice in mind when contacting these groups, and in prospecting for other local or national sources of funding:

- *CDFIs should become more familiar with foundations and government entities with which they may not have interacted before.* Conferences and other events covering topics such as sustainable food systems, community health, and small business can be valuable sources of information and relationships.
- *CDFIs should be creative and resourceful in positioning their work for a programmatic fit with each funder.* While community and economic development are of interest to many of the funders in this Catalogue, others place higher priority on issues such as health, children, rural issues, and the environment, while others will focus on the small business aspect of healthy food financing projects. In all cases, CDFIs should strive to match the positioning of their programs with the funder's interest.

- *CDFIs should know and understand major funder priority areas and "buzz words."* CDFIs should also understand their program's impacts in related areas, and develop a strategy to position their work around outcome areas such as:
 - Food justice;
 - Food deserts;
 - Rural communities;
 - Childhood obesity;
 - Sustainable agriculture;
 - Healthy food;
 - Health and wellness; and
 - Job creation.
- *CDFIs should focus on building a quality relationship with potential financing sources.* This advice applies to both public and private funding sources. As all successful CDFIs know, a funding relationship should always be a true partnership with ongoing dialogue and value for both parties.

The Financial Resources Catalogue was produced for the CDFI Fund by Opportunity Finance Network. If you are a funder or CDFI with questions about the guide please contact Opportunity Finance Network at 215.923.4754 or info@opportunityfinance.net.

Contents:

| | |
|---|----------|
| Foreword | 3 |
| Public Funding Sources | 8 |
| Foreword | 8 |
| U.S. Department of Agriculture (USDA) | 10 |
| Beginning Farmer and Rancher Development Program (BFRDP) | 10 |
| Business and Industry (B&I) Guaranteed Loans: Local and Regional Food Enterprise Guaranteed Loans | 12 |
| Community Facilities Program | 14 |
| Community Food Projects Competitive Grants Program (CFPCGP) | 16 |
| Conservation Innovation Grants (CIG) | 18 |
| Farmers Market Promotion Program (FMPP) | 20 |
| Farmer Rancher Programs | 22 |
| Federal-State Marketing Improvement Program (FSMIP) | 24 |
| Guaranteed Farm Loans | 26 |
| The Healthy Urban Food Enterprise Development (HUFED) Center | 28 |
| Hunger-Free Communities | 30 |
| Interest Assistance Program | 32 |
| Intermediary Relending Program (IRP) | 33 |
| Rural Business Enterprise Grants (RBEG) Program | 35 |
| Rural Business Opportunity Grant (RBOG) | 37 |
| Rural Community Development Initiative (RCDI) | 39 |
| Rural Cooperative Development Grant (RCDG) | 41 |
| Rural Microentrepreneur Assistance Program (RMAP) | 43 |
| Small, Socially-Disadvantaged Producer Grant (SSDPG) Program | 45 |
| Outreach and Assistance for Socially Disadvantaged Farmers and Ranchers (OASDFR) Grant Program | 46 |
| Specialty Crop Block Grant Program (SCBGP) | 48 |
| Sustainable Community Grant Program | 50 |
| Sustainable Community Innovation Grants | 52 |
| Value-Added Producer Grants (VAPG) | 54 |
| U.S. Department of Commerce | 56 |
| Economic Development Technical Assistance | 56 |
| Fisheries Finance Program (FFP) | 58 |
| U.S. Department of Health and Human Services (HHS) | 60 |
| Community Economic Development (CED) Grants | 60 |
| Community Transformation Grants | 62 |
| U.S. Department of Housing and Urban Development (HUD) | 64 |
| Brownfields Economic Development initiative (BEDI) | 64 |
| Community Development Block Grant (CDBG) Program | 66 |
| Rural Innovation Fund (RIF) | 69 |
| Section 108 Loan Guarantee | 71 |
| U.S. Department of the Interior | 73 |
| Indian Loan Guaranty and Interest Subsidy Program | 73 |
| U.S. Department of The Treasury | 75 |
| CDFI Fund's Financial Assistance Program | 75 |
| New Markets Tax Credit (NMTC) Program | 77 |
| U.S. Small Business Administration (SBA) | 79 |
| CDC/504 Loan Program | 79 |
| Community Advantage 7(a) Loan | 81 |
| Microloan Program | 83 |
| Other | 85 |
| Appalachian Regional Commission (ARC) | 85 |
| State Programs | 87 |

| | |
|---|-----------|
| California Freshworks Fund (CAFWF) | 87 |
| New York Healthy Food & Healthy Communities (HFHC) Fund | 88 |
| Pennsylvania Fresh Food Financing Initiative (FFFI) | 90 |
| Private Funding Sources | 93 |
| Foreword | 93 |
| Independent Foundations | 95 |
| Arthur M. Blank Family Foundation | 95 |
| F.B. Heron Foundation | 96 |
| Harry and Jeanette Weinberg Foundation | 97 |
| The John Merck Fund | 98 |
| The Kresge Foundation | 99 |
| Maine Community Foundation | 100 |
| Mary Reynolds Babcock Foundation | 101 |
| Michael and Susan Dell Foundation | 102 |
| Organic Farming Research Foundation (OFRF) | 103 |
| Rockefeller Foundation | 104 |
| Vermont Community Foundation | 105 |
| W. K. Kellogg Foundation | 106 |
| Z. Smith Reynolds Foundation | 107 |
| Banks | 108 |
| Bank of America | 108 |
| Citi | 109 |
| Goldman Sachs | 110 |
| JPMorgan Chase | 111 |
| PNC | 112 |
| Rabobank | 113 |
| Wells Fargo | 114 |
| Intermediaries/Advisors/Coalitions | 115 |
| Calvert Foundation | 115 |
| Convergence Partnership | 116 |
| C.S. Mott Group for Sustainable Food Systems at MSU | 117 |
| Food Trust | 118 |
| Imprint Capital Advisors | 119 |
| Living Cities Catalyst Fund | 120 |
| National Federation of Community Development Credit Unions (Federation) | 121 |
| New Island Capital Management | 122 |
| Opportunity Finance Network (OFN) | 123 |
| RSF Social Finance (RSF) | 124 |
| Slow Money | 125 |
| Social Compact | 126 |
| Solidago Foundation | 127 |
| Sustainable Agriculture & Food System Funders (SAFSF) | 128 |

CDFI Fund

U.S. Department of the Treasury

Public Funding Sources

Foreword

Public Financing of Healthy Foods

Access to healthy food is a critical component of any comprehensive economic development and community revitalization strategy. CDFIs are becoming one of the most important channels for helping to unlock the capital needed to finance projects ensuring that low-income and low-wealth people are able to access fresh, affordable, and healthy food. Public funding is the primary source of funds for CDFIs for financing healthy foods projects. This section of the catalogue features profiles of 42 such programs at the federal and state level that can provide CDFIs with capital for projects that promote access to nutritious food in low-income areas.

While federal policy to support the provision of healthy food is expansive, particularly in the U.S. Department of Agriculture, it is also fractured and difficult to navigate, with programs spanning across several agencies. Of all federal programs, the CDFI Fund's programs are the primary source of federal funding for CDFIs, and provide the flexible capital that is needed to finance economic and community development activities in the nation's most underserved communities.

Although federal policy on healthy food financing is in its early stages, state governments have served as the incubator for innovative public policy in this sector. The Healthy Foods programs at the state level have exemplified the public-private partnership model, and in particular have used CDFIs as eligible delivery mechanisms to provide funding for these healthy food initiatives.

While there are a number of public resources available to CDFIs for healthy foods projects, one important external factor impacts the availability of public funds. Public funding sources are typically subject to appropriations from the federal and state government each year. This makes them susceptible to changes in budgetary priorities, and in times of fiscal austerity, some programs will be subject to deep funding cuts and elimination. This, however, should not serve as a deterrent for CDFIs wishing to engage in healthy food financing; rather it should encourage organizations to seek a diverse mix of funding sources and partners to help provide the innovative funding solutions needed to improve food access in underserved communities.

Key Findings

- It is important for CDFIs to carefully assess the needs of their organization and choose a funding source that has the right programmatic fit. Every program listed will not be the correct funding mechanism for every CDFI. Some programs are very proscribed, and there are statutory guidelines that govern the program; others are broad and leave much latitude to the federal agency administering the program. Still other programs provide funding for projects only in rural areas, while others are designed to finance supermarkets in urban areas, or support cooperatives or farmers' markets. Other programs provide CDFIs with access to capital that then can be loaned to food-related businesses at the CDFIs discretion, such as the Small Business Administration CDC/504 and 7(a) programs.
- Program requirements vary widely between programs. Some federal programs have leverage and matching fund requirements, and encourage CDFIs to work in conjunction with private capital sources. Some government programs encourage layering of subsidies to finance project, while others do not allow other federal dollars to supplement their program funds.
- Partnerships are a crucial aspect to developing a diverse pool of funding. Most state programs and some federal encourage or require applicants to develop partnerships with relevant stakeholders and community members.

Methodology

Opportunity Finance Network (OFN) scanned more than 200 government funding programs, and then selected the programs based on the following filters:

- *Pertinence.* Did the program (explicitly or implicitly) provide financing for food system related activities? It is significant to note that some programs are not specifically for healthy foods, but have broad goals for economic, community and rural development and encourage applicants that are seeking funding for projects that address access to food.
- *Operational.* Is the program currently active and funding projects? It was not always clear whether programs were still active, currently funded, or one-time projects. Only programs that funded projects in FY2010 were included in the catalogue.
- *Materiality.* Is there a sufficient amount of financing available to warrant the application, or are the requirements and process too onerous to justify participating?
- *Public Funding Sources are either Federal or State Programs.* They are organized by the agency administering the program, and listed in alphabetical order. The majority of programs are housed in the U.S. Department of Agriculture, but there are relevant programs spanning across a variety of federal and state agencies.
- *For determining CDFI eligibility as applicants, the most common screen was eligibility of 501(c)3 nonprofit corporations.* In some instances, the programs are open only to certain types of CDFIs, such as cooperatives or agricultural lenders.

Research Caveats

- Where available, application guidelines and program requirements from FY2011 were included. If these were not available, the Fiscal Year (FY) 2010 documents were used.
- Programs not funded after FY2009 were deemed not viable, and were not included in the resources scan.

CDFI Fund

U.S. Department of the Treasury

U.S. Department of Agriculture (USDA)

BEGINNING FARMER AND RANCHER DEVELOPMENT PROGRAM (BFRDP)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|---------------------------|-----------|----------------|
| National Institute of Food and Agriculture, USDA | Food Production - Farming | N/A | Grants |

DESCRIPTION

The Beginning Farmer and Rancher Development Program (BFRDP) enhances food security by providing beginning farmer and rancher producers and their families with the knowledge, skills and tools needed to make informed decisions for their operations, and enhance their sustainability. A beginning farm is operated by one or more operators who have ten years or less of experience operating a farm or ranch. Beginning farmers often have more difficulty obtaining financing because they cannot meet commercial lender financial requirements.

CDFI INVOLVEMENT

CDFIs are eligible applicants as members of a collaborative, and have participated in deals such as the one listed in the Program Example below.

ELIGIBILITY

Eligible Applicants:

- Collaborative of State, tribal, local, or regionally-based networks or partnership of public or private entities, which may include: state cooperative extension services; community-based and nongovernmental organizations; colleges or universities (including institutions awarding associate degrees); or any other appropriate partner.

Eligible Activities:

- The program makes competitive grants for two types of projects: standard and educational enhancement team projects. Standard BFRDP projects will be expected to develop and disseminate educational curricula and training materials on one or more of the following topics to beginning farmers and ranchers in rural and peri-urban areas, including prospective commercial farmers in urban areas:
 - Production and management strategies to enhance land stewardship by beginning farmers and ranchers;
 - Business management and decision support strategies that enhance the financial viability of beginning farmers and ranchers;
 - Marketing strategies that enhance the competitiveness of beginning farmers and ranchers;
 - Legal strategies that assist beginning farmers with farm or land acquisition and transfer; or
 - Other priority topics to enhance competitiveness and sustainability of beginning farmers and ranchers for the next generation.

Educational Enhancement Team grantees are expected to assemble a team of experts to review beginning farmer and rancher curriculums and programs, identify gaps, and develop and disseminate recommendations and materials to address these gaps.

| FUNDING CHARACTERISTICS | |
|--|---|
| <ul style="list-style-type: none"> Matching funds are required. The recipient must provide a match in the form of cash or in-kind contributions in an amount at least equal to 25 percent of the funds provided by the award. The matching funds must be from non-Federal sources except when authorized by statute. An award will not be issued unless all matching funds over the life of the grant are secured with letters of commitment. For Standard BFRDP Projects and Educational Enhancement Projects Proposals, applicants must not request more than \$250,000 per year for a maximum grant period of three years. | |
| REGULATORY, OPERATING, AND REPORTING REQUIREMENTS | |
| <ul style="list-style-type: none"> Program Requirements can be viewed here: http://www.nifa.usda.gov/funding/rfas/pdfs/11_bfrdp.pdf | |
| APPLICATION PROCESS | |
| <ul style="list-style-type: none"> Applications from partnerships and collaborations that are led by or include non-governmental organizations and community-based organizations with expertise in new agricultural producer training and outreach will be given priority in funding. Application Guidelines can also be viewed in the link listed above. | |
| FUNDING AVAILABLE IN FY2010 | |
| <ul style="list-style-type: none"> The 2008 Farm Bill made available \$19 million in FY2010 to fund the program. At least 25 percent of the program funds for standard BFRDP projects each Federal fiscal year must be allocated to address the needs of limited resource beginning farmers and ranchers; socially disadvantaged beginning farmers or ranchers, immigrant farm workers planning to become beginning farmers or ranchers; and/or other farm workers desiring to become beginning farmers or ranchers. | |
| PROJECT EXAMPLES | |
| <ul style="list-style-type: none"> California FarmLink developed a \$1.4 million Beginning Farmer Loan Program. The Farm Opportunities Loan Program was developed with input from commercial and governmental lenders to address unmet financing needs of beginning farmers. To implement the loan program which utilizes USDA Guarantees, California FarmLink established a partnership with Cal Coastal Rural Develop Corp.; provided staff training; and increased marketing efforts to increase loan fund activity. The number of loans approved increased from two in 2006, to four in 2007, to ten in 2008 and four so far in 2009. Borrowers have been approved for loans from \$14,000 up to \$90,000 totaling over \$450,000. Combining loans with specialized technical assistance, the program positions participants to secure larger loans from governmental and traditional lenders as their businesses expand. California FarmLink has secured capital strictly for use in financing the program, totaling \$1.4 million in program related and equity investments. | |
| CONTACT PERSON | WEBSITE |
| Dr. Suresh Sureshwaran, National Program Leader National Institute of Food and Agriculture U.S. Department of Agriculture STOP 2240 1400 Independence Avenue, SW Washington, DC 20250-2240 Phone: 202.720.7536 Fax: 202.401.6070 E-mail: ssureshwaran@nifa.usda.gov | http://www.nifa.usda.gov/funding/bfrdp/bfrdp.html |

CDFI Fund

U.S. Department of the Treasury

BUSINESS AND INDUSTRY (B&I) GUARANTEED LOANS: LOCAL AND REGIONAL FOOD ENTERPRISE GUARANTEED LOANS

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|-------------------------|---|-------------|-------------------------|
| Rural Development, USDA | Value-Added Production; Food Distribution | Rural Areas | Loan and Loan Guarantee |

DESCRIPTION

The Business and Industry (B&I) Guaranteed Loan Program was created to improve, develop, or finance business, industry, and employment in rural communities. B&I loans are normally available in rural areas, which include all areas other than cities or towns of more than 50,000 people and the contiguous and adjacent urbanized area of such cities or towns.

The 2008 Farm Bill created new loan and loan guarantee authority for local and regional food enterprises through the B&I Loan program, and provides specific eligibility for loans or loan guarantees made to establish and facilitate enterprises that process, distribute, aggregate, store, and market locally or regionally produced agricultural food products⁷ to support community development and farm and ranch income.

This program is designed to help bridge the gap between the production of locally and regionally produced agricultural food products and the processing and distribution of those products, which often have a difficult time finding retail outlets due to difficulties finding markets and processing facilities as well as establishing distribution channels. Guaranteed loan funds in the amount of five percent of the funds available each year until FY2012 will be set aside for the locally or regionally produced agricultural food products initiative.

CDFI INVOLVEMENT

CDFIs are past and current recipients of the Business and Industry loan guarantees.

ELIGIBILITY

Eligible Applicants:

- Cooperative organization, corporation, partnership, or other legal entity organized and operated on a for-profit or nonprofit basis; an Indian tribe on a Federal or State reservation or other Federally recognized tribal group; a public body; or an individual engaged in or proposing to engage in a business that will:
 - Provide employment;
 - Improve the economic or environmental climate;
 - Promote the conservation, development, and use of water for aquaculture; or
 - Reduce reliance on nonrenewable energy resources by encouraging the development and construction of solar energy systems and other renewable energy systems.

Eligible Activities include but are not limited to the following:

- Business and industrial acquisitions when the loan will keep the business from closing, prevent the loss of employment opportunities, or provide expanded job opportunities;
- Business conversion, enlargement, repair, modernization, or development;
- Purchase and development of land, easements, rights-of-way, buildings, or facilities; and
- Purchase of equipment, leasehold improvements, machinery, supplies, or inventory.

⁷ The term "locally or regionally produced agricultural food product" means any agricultural food product that is raised, produced, and distributed in the locality or region in which the final product is marketed, so that the total distance that the product is transported is less than 400 miles from the origin of the product, or in the State in which the product is produced. Food products could be raw, cooked, or a processed edible substance, beverage, or ingredient used or intended for use or for sale in whole or in part for human consumption.

| FUNDING CHARACTERISTICS | |
|---|--|
| <ul style="list-style-type: none"> The maximum guarantee is 80 percent for loans of \$5 million or less, 70 percent for loans between \$5 and \$10 million, and 60 percent for loans exceeding \$10 million. Maximum repayment for loans on real estate cannot exceed 30 years; machinery and equipment repayment will not exceed the useful life of the machinery and equipment purchased with loan funds or 15 years, whichever is less; and working capital repayment will not exceed 7 years. Interest rates on the loans are negotiated between lender and applicant and can be fixed or variable. Rates can be adjusted throughout the loan, no more often than quarterly. Loans to one borrower cannot exceed \$10 million, with exceptions under certain circumstances. Guaranteed loans may exceed \$25 million, up to \$40 million, for rural cooperative organizations that process value-added agricultural commodities. | |
| REGULATORY, OPERATING, AND REPORTING REQUIREMENTS | |
| <ul style="list-style-type: none"> Program Requirements can be viewed here: http://www.rurdev.usda.gov/GA/quarrbs.htm | |
| APPLICATION PROCESS | |
| <ul style="list-style-type: none"> The loan program is ongoing. Groups are encouraged to apply at any time. Application Guidelines can be viewed here: http://www.rurdev.usda.gov/GA/quarrbs.htm | |
| FUNDING AVAILABLE IN FY2010 | |
| <ul style="list-style-type: none"> Approximately \$1.328 billion in guarantee authority was available in FY2010. | |
| PROJECT EXAMPLES | |
| <ul style="list-style-type: none"> Prairieland Foods, LLC is a locally owned and operated dairy processing facility located in rural Hallam, Nebraska. The facility was purchased to meet the growing demand for a local, source verified; sustainable supply of dairy foods and ingredients as well as to diversify the market exposure for milk produced at local dairies, including partner company Prairieland Dairy, LLC. Financing was needed to refinance existing debt and to provide working capital to meet the growing demands. American Recovery and Reinvestment Act funds through USDA Rural Development’s Business and Industry Guaranteed loan program assisted the First State Bank of Cortland to provide Prairieland Foods, LLC a loan. Prairieland Foods, LLC purchased the vacant lot adjacent to the existing plant to increase the parking lot, and plan to pave the route for milk trucks and expand the refrigerated area. Since then, Prairieland has increased their milk production and expanded their markets. The processing facility provides several fluid milk products to the area, with a target market in Lancaster County (where the state capital of Lincoln is located). The total project saved four jobs and created four new jobs. Salaries for the workers have increased with the average wage being \$31,000 per year, which is \$10,000 over the per capita annual income for Hallam. | |
| CONTACT PERSON | WEBSITE |
| Fred Kieferle, Branch Chief for Processing Business and Industry Division Phone: 202.690.4103 Email: Fred.Kieferle@wdc.usda.gov | www.rurdev.usda.gov/rbs/buspb&i_gar.htm |

CDFI Fund

U.S. Department of the Treasury

COMMUNITY FACILITIES PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|-------------------------|-------------------|-------------|--------------------------------|
| Rural Development, USDA | Rural Development | Rural Areas | Loans, Loan Guarantees, Grants |

DESCRIPTION

The Community Facilities Program develops essential community facilities and services for public use in rural areas to improve the quality of life of rural residents. The Community Facilities Program addresses basic needs and supports the success of rural communities by providing loans and grants for the construction, acquisition, or renovation of community facilities or for the purchase of equipment for community projects.

The Community Facilities Program can be used to finance healthy food-related projects including, but not limited to, farmers' markets, school and community kitchens/equipment, community food banks, refrigerated trucks, meals-on-wheels delivery vehicles, and community gardens. These projects will support local and regional food systems and increase access to healthy, locally grown foods.

Projects that will receive priority are those that:

- Serve small communities - with the highest priority going to projects located in a community with a population of 5,000 or less;
- Serve low-income communities - with the highest priority going to projects serving communities with median household incomes below the higher of the poverty line or 60 percent of the State non-metropolitan median household income; or
- Provide healthcare, public safety, or public and community service.

CDFI INVOLVEMENT

CDFIs are past and current recipients of Community Facilities grants.

ELIGIBILITY

Eligible Applicants:

- Public entities such as municipalities, counties, and special-purpose districts;
- Nonprofit corporations; and
- State and Federally-recognized tribes located in rural areas with populations of 20,000 or less.

Eligible Activities:

- Grant funds may be used to assist in the development of essential community facilities. Grant funds can be used to construct, enlarge, or improve community facilities for health care, public safety, and community and public services. This can include the purchase of equipment required for a facility's operation.

FUNDING CHARACTERISTICS

- A grant may be made in combination with other financial assistance such as a direct or guaranteed loan, applicant contributions, or loans and grants from other sources. Grants are authorized on a graduated scale, and projects will be selected based on a priority point system.
- The amount of grant assistance for project costs depends upon the median household income and the population in the community where the project is located and the availability of grant funds. In most instances, projects which receive grant assistance have a high priority and are highly leveraged with other loan and grant awards. Grant assistance may be available for up to 75 percent of project costs.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Regulations can be viewed in the Code of Federal Regulations [7 CFR 3570, subpart B](#).

| APPLICATION PROCESS | |
|---|---|
| <ul style="list-style-type: none"> Applications are accepted on a continual basis. Entities interested in applying for these funds should contact the Rural Development Area Office in the county where their proposed project will be located. | |
| FUNDING AVAILABLE IN FY2010 | |
| <ul style="list-style-type: none"> Approximately \$45 million was available in FY2010. | |
| PROJECT EXAMPLES | |
| <ul style="list-style-type: none"> Projects eligible for USDA Rural Development Community Facility funding are facilities that support and provide access to local and regional food systems including food banks, food storage and distribution centers, school kitchens and cafeterias, Farm-to-School programs, farmers' markets, community gardens, community kitchens, and facilities that provide nutrition education and training programs. | |
| CONTACT PERSON | WEBSITE |
| Chad Parker, Director Direct Loan and Grant Processing and Servicing Division Phone: 202.720.1490 Email: chad.parker@wdc.usda.gov | http://www.rurdev.usda.gov/HCF_CF.html |

CDFI Fund

U.S. Department of the Treasury

COMMUNITY FOOD PROJECTS COMPETITIVE GRANTS PROGRAM (CFPCGP)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|---------------------------|-----------|----------------|
| National Institute of Food and Agriculture, USDA | Food System/Food Security | N/A | Grants |

DESCRIPTION

The Community Food Projects Competitive Grant Program (CFPCGP) provides grants to help eligible private nonprofit entities in need of a one-time infusion of federal assistance to establish and carryout multipurpose community food projects by funding two types of programs: Community Food Projects and Planning Projects.

Community Food Projects (CFPs) should be designed to meet the food needs of low-income people, increase the self-reliance of communities in providing for their own food needs, and promote comprehensive responses to local food, farm, and nutrition issues. They should also meet specific state, local, or neighborhood food and agriculture needs for infrastructure improvement and development, planning for long-term solutions, or the creation of innovative marketing activities that mutually benefit agricultural producers and low-income consumers.

Planning Projects (PPs) will complete an assessment and plan activities toward the improvement of community food security. PPs are to focus on a defined community and take a comprehensive approach to planning for long-term solutions that ensure food security in communities by linking the food production and processing sectors to community development, economic opportunity, and environmental enhancement.

Applicants with CFP and PP proposals are encouraged to seek and create partnerships with public or private nonprofit or for-profit entities, including links with academic institutions (including minority-serving colleges and universities), and/or other appropriate professionals, community-based organizations, and local government entities.

CDFI INVOLVEMENT

Qualified CDFIs are eligible applicants for assistance.

ELIGIBILITY

Eligible Applicants:

- Only private, nonprofit entities meeting the following requirements are eligible to receive a CFP or PP grant:
 - Have experience in the area of community food work, particularly concerning small and medium-size farms, including the provision of sustainably produced food to people in low-income communities and the development of new markets in low-income communities for agricultural producers; or job training and business development activities for food-related activities in low-income communities;
 - Demonstrate competency to implement a project, provide fiscal accountability, collect data, and prepare reports and other necessary documentation; and
 - Demonstrate a willingness to share information with researchers, evaluators, practitioners, and other interested parties, including a plan for dissemination of results.

Eligible Activities:

- Eligible CFP projects include community gardens with market stands, farmers' markets, farm-to-institutions projects, marketing & consumer cooperatives and many other project models. Examples of PP projects may include, but are not limited to, community food assessments, coordination of collaboration development, GIS analysis, food sovereignty study, farm-to-institution exploration, and other projects. Proposals should emphasize a food system and/or food security approach and show evidence of information sharing, coalition building, and substantial outreach and linkages to the community.

| FUNDING CHARACTERISTICS | |
|--|---|
| <ul style="list-style-type: none"> Projects are funded from \$10,000 to \$300,000 and from one to three years. No single grant for a CFP shall exceed \$125,000 in any single year or more than \$300,000 over three years. No single PP award shall exceed \$25,000 for the total budget period. Applicants may request one, two or three years of funding, but in all cases, the grant term may not exceed three years for any proposal. These one-time grants require a dollar-for-dollar match in resources. CFP and PP grantees may provide matching funds through cash and/or in-kind contributions, including third-party in-kind contributions fairly evaluated, including facilities. The non-federal share of the funding may come from state government, local government, other non-profit entities, or private sources. | |
| REGULATORY, OPERATING, AND REPORTING REQUIREMENTS | |
| <ul style="list-style-type: none"> Program Requirements can be viewed here: http://www.nifa.usda.gov/funding/rfas/pdfs/11_community_foods.pdf | |
| APPLICATION PROCESS | |
| <ul style="list-style-type: none"> Application Guidelines are available at the link listed above. | |
| FUNDING AVAILABLE IN FY2010 | |
| <ul style="list-style-type: none"> Approximately \$5 million was available in FY2010. | |
| PROJECT EXAMPLES | |
| <ul style="list-style-type: none"> Project examples can be viewed here: http://www.nifa.usda.gov/funding/cfp/pdfs/04_grantees.pdf | |
| CONTACT PERSON | WEBSITE |
| Dr. Elizabeth Tuckermanty, National Program Leader Community Food Projects Competitive Grants Program USDA 1400 Independence Avenue, SW, Mail Stop 2241 Washington, DC 20250-2241 Phone: 202.205.0241 Fax: 202.401.6488 Email: etuckermanty@nifa.usda.gov | http://www.nifa.usda.gov/funding/cfp |

CDFI Fund

U.S. Department of the Treasury

CONSERVATION INNOVATION GRANTS (CIG)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|-----------------|-----------|----------------|
| Natural Resources Conservation Service (NRCS), USDA | Food Production | N/A | Grants |

DESCRIPTION

Conservation Innovation Grants (CIG) stimulate the development and adoption of innovative conservation approaches and technologies, while leveraging the Federal investment in environmental enhancement and protection in conjunction with agricultural production.

CIG projects are expected to lead to the transfer of conservation technologies, management systems, and innovative approaches (such as market-based systems) into NRCS policy, technical manuals, guides, and references or to the private sector. CIG does not fund research projects. CIG promotes sharing of skills, knowledge, technologies, and facilities among communities, governments, and other institutions to ensure that scientific and technological developments are accessible to a wider range of users. CIG funds projects targeting innovative on-the-ground conservation, including pilot projects and field demonstrations.

CDFI INVOLVEMENT

CDFIs are past recipients of Conservation Innovation Grants.

ELIGIBILITY

Eligible Applicants:

- Federally-recognized Indian tribe;
- State or local unit of government;
- non-governmental organization; or
- an individual.

Eligible Activities:

- The proposed innovative project or activity must encompass the development, field testing, evaluation, implementation, and monitoring of conservation adoption approaches or incentive systems, including market-based systems; or promising conservation technologies, practices, systems, procedures, or approaches; and environmental soundness with goals of environmental protection and natural resource enhancement.
- To be given priority consideration, the innovative project or activity should:
 - Make use of a proven technology or a technology that has been studied sufficiently to indicate a high probability for success;
 - Demonstrate and verify environmental (soil, water, air, plants, energy use, and animal) effectiveness, utility, affordability, and usability of conservation technology in the field;
 - Adapt conservation technologies, practices, systems, procedures, approaches, and incentive systems to improve performance and encourage adoption;
 - Introduce conservation systems, approaches, and procedures from another geographic area or agricultural sector;
 - Adapt conservation technology, management, or incentive systems to improve performance; and
 - Demonstrate transferability of knowledge.

FUNDING CHARACTERISTICS

- Selected applicants may receive CIG grants of up to 50 percent of the total project cost. The recipient is required to match the USDA funds awarded on dollar-for-dollar basis from non-Federal sources with cash and in-kind contributions. Of the applicant's required match (50 percent), a minimum of 25 percent of the total project cost must come from cash sources; the remaining 25 percent may come from in-kind contributions. Additional information about matching funds can be viewed in the Code of Federal Regulations [2 CFR 215](#).

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines can be viewed here: http://www.nrcs.usda.gov/technical/cig/pdf_files/CIG_FY_2011_Announcement_for_Program_Funding.pdf

APPLICATION PROCESS

- Application guidelines can be viewed at the link above.

FUNDING AVAILABLE IN FY2010

- Approximately \$25 million in funding was available in FY2010.

PROJECT EXAMPLES

- Community Alliance with Family Farmers received \$50,000 for the transfer of innovative conservation technology to beginning, limited resource and small-scale central coast growers in California.

CONTACT PERSON

Gregorio Cruz, National CIG Program Manager
Department of Agriculture, Natural Resources
Conservation Service
P.O. Box 2890, Room 6175-S
Washington, DC 20013-2890
Phone: 202.720.8071
Email: gregorio.cruz@wdc.usda.gov

WEBSITE

<http://www.nrcs.usda.gov/technical/cig/index.html>

CDFI Fund

U.S. Department of the Treasury

FARMERS MARKET PROMOTION PROGRAM (FMPP)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--------------------------------------|-------------------------------|-----------|----------------|
| Agricultural Marketing Service, USDA | Food Retail - Farmers' Market | N/A | Grant |

DESCRIPTION

The Farmers Market Promotion Program (FMPP) is an annual, competitive grant program designed to assist successful applicants in promoting domestic consumption of agricultural commodities by expanding direct producer-to-consumer marketing opportunities. The program provides non-construction grants to help improve and expand domestic farmers' markets, roadside stands, community-supported agriculture programs, and agri-tourism activities. Since its inception, FMPP has awarded nearly \$14.5 million to increase direct marketing income and consumer access to local farm products.

CDFI INVOLVEMENT

CDFIs that are nonprofit corporations, agricultural cooperatives or economic development corporations are eligible applicants.

ELIGIBILITY

Eligible Applicants:

- Agricultural cooperatives, producer networks, producer associations, local governments, nonprofit corporations, public benefit corporations, economic development corporations, regional farmers' market authorities and Tribal governments.

Eligible Activities:

- Advertising & market promotion;
- Bringing local farm products into federal nutrition programs;
- Consumer education and outreach;
- Equipment purchase, transportation & delivery;
- Agri-tourism;
- Waste management & green technologies;
- Training farmers in business planning, recordkeeping and rules & regulations; and
- Market start-up, expansion & strategic planning.

FMPP grant funds cannot be used for the acquisition of land or the funding of construction, rehabilitation, or repair of a building or facility; the development of or participation in political or lobbying activities; any prohibited activities including those unallowable costs listed in FMPP Guidelines; or any activities currently funded or pending support by a Federal program, or public/private organization.

FUNDING CHARACTERISTICS

- The minimum award per grant is \$2,500 and the maximum is \$100,000. An applicant is limited to no more than one grant in a grant-funding year. Matching funds are not required. Projects must be completed within 24 months. An applicant that has received an FMPP grant must "sit-out" the next funding cycle, i.e., if the grant is awarded in FY2011, the applicant may not reapply until FY2013.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Requirements can be viewed here:
<http://www.ams.usda.gov/AMSV1.0/getfile?dDocName=STELPRDC5082926&acct=fmpp>

APPLICATION PROCESS

- Peer reviewers will apply FMPP criteria to evaluate and score project proposal. All applicants must explain how their project directly benefits farmers and vendors. This benefit may be realized through the farmers'/vendors' financial gain, knowledge, or other substantial assistance.

FUNDING AVAILABLE IN FY2010

- Approximately \$5 million was allocated for FMPP for Fiscal Year 2010 and \$10 million for Fiscal Years 2011 and 2012.

PROJECT EXAMPLES

- Harvest Homes Farmers Market, Inc., New York, NY, received \$92,455 to improve fresh food consumption by low-income, underserved communities through creation and marketing of eight new EBT-accessible farmers' markets.
- The Food Trust, Philadelphia, PA received \$54,318 to establish and operate two new farmers' markets, recruit farmers, promote access to EBT at the two markets, and provide technical assistance and training to farmers to maximize their product sales at nearby schools and corner stores.

CONTACT PERSON

Wendy Wasserman
Agricultural Marketing Service
Marketing Services Division
Room 3012-South Tower
1800 M Street, NW
Washington, DC 20036
Email: Wendy.Wasserman@ams.usda.gov

WEBSITE

<http://www.ams.usda.gov/AMSV1.0/FMPP>

CDFI Fund

U.S. Department of the Treasury

FARMER RANCHER PROGRAMS

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|---------------------------|--|----------------|
| North Central Region (NCR) Sustainable Agriculture Research and Education (SARE), USDA | Food Production – Farming | Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin. | Grants |

DESCRIPTION

NCR-SARE’s Farmer Rancher Grant Program is a competitive grants program for farmers and ranchers who want to explore sustainable solutions to problems through on-farm research, demonstration, and education projects. Farmer Rancher grants have funded a variety of topics including pest/disease management, crop and livestock production, education/outreach, networking, quality of life issues, marketing, soil quality, energy, and more.

CDFI INVOLVEMENT

Qualified CDFIs can apply as part of a group of farmers and ranchers.

ELIGIBILITY

Eligible Applicants:

- Any farmer/rancher or group of farmers/ranchers who farm or operate a ranch in the North Central Region may apply. Farmers and ranchers submitting grant proposals may be just beginning the transition to a more sustainable operation or may already be using sustainable practices and want to implement additional changes.

Eligible Activities:

- Sustainable Agriculture is farming and ranching that is ecologically sound, profitable, and socially responsible. Sustainable Agriculture practices may include but are not limited to:
 - Integrated Pest Management (IPM);
 - Rotational Grazing (e.g. Management-intensive Grazing & Mob Grazing);
 - Soil Erosion Control;
 - Soil Quality Improvement;
 - Water Quality Improvement/Wetlands;
 - Cover Crops;
 - Crop/Landscape Diversity;
 - Nutrient Management;
 - Agroforestry;
 - Value-Added & Direct Marketing;
 - Wildlife Preservation;
 - Beneficial Insects;
 - Poultry & Small-Scale Livestock Production;
 - Holistic/Systems Approaches to Farming & Ranching;
 - Organic Agriculture; and
 - Proactive Weed Control (e.g. Interseeded cover crops, use of crop rotation, planting row crops in warm soils).

FUNDING CHARACTERISTICS

- There are two types of grants – individual (\$6,000 maximum) and group (\$18,000 maximum). Projects must be completed within 24 months.

| REGULATORY, OPERATING, AND REPORTING REQUIREMENTS | |
|--|--|
| <ul style="list-style-type: none"> Program Requirements can be viewed here: http://www.sare.org/ncrsare/documents/2010_FRG_CFP1.doc | |
| APPLICATION PROCESS | |
| <ul style="list-style-type: none"> Application Guidelines can be viewed in the link listed above. | |
| FUNDING AVAILABLE IN FY2010 | |
| <ul style="list-style-type: none"> N/A | |
| PROJECT EXAMPLES | |
| <p>Appalachian Grown: Farm to School Project</p> <ul style="list-style-type: none"> Appalachian Grown: Farm to School Project proposes to determine the viability of the farm to school market for farmers in western North Carolina. Farm to School (selling locally-grown farm products to local schools) is increasing in popularity as a market for farmers and educational opportunity for children. The project will determine not only if there is a market, but how many farmers might it support and which crops are most profitable within this market. While conducting research, grantees will also work with farmers to prepare them for this institutional market and assist them with business planning, marketing and promotion. The program seeks to determine whether farm to school is a viable market for farmers in western North Carolina and if engaging children, parents, and community in farm to school strengthens the market for farmers. | |
| CONTACT PERSON | WEBSITE |
| <p>NCR-SARE Minnesota Office 120 BAE University of Minnesota 1390 Eckles Ave St Paul, MN 55108 Phone: 612.626.3113 NCR-SARE Missouri Office Joan Benjamin, Program Coordinator Lincoln University South Campus Building 900 Leslie Blvd Room 101 Jefferson City, MO 65101 Phone: 573.681.5545 or 800.529.1342 Fax: 573.681.5534 Email: benjaminj@lincolnu.edu</p> | <p>http://www.sare.org/ncrsare/prod.htm</p> |

CDFI Fund

U.S. Department of the Treasury

FEDERAL-STATE MARKETING IMPROVEMENT PROGRAM (FSMIP)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--------------------------------------|-------------------|------------------|-----------------------|
| Agricultural Marketing Service, USDA | Food Distribution | N/A | Project Grants |

DESCRIPTION

The Federal-State Marketing Improvement Program (FSMIP) provides matching funds on a competitive basis to State Departments of Agriculture, State agricultural experiment stations, and other appropriate State agencies to assist in exploring new market opportunities for U.S. food and agricultural products, and to encourage research and innovation aimed at improving the efficiency and performance of the U.S. marketing system. FSMIP funds a wide range of applied research projects that address barriers, challenges, and opportunities in marketing, transporting, and distributing U.S. food and agricultural products domestically and internationally.

Eligible agricultural categories include livestock, livestock products, food and feed crops, fish and shellfish, horticulture, viticulture, apiary, and forest products and processed or manufactured products derived from such commodities. Reflecting the growing diversity of U.S. agriculture, in recent years, FSMIP has funded projects dealing with nutraceuticals, bioenergy, compost and products made from agricultural residue. Proposals may deal with barriers, challenges or opportunities manifesting at any stage of the marketing chain including direct, wholesale, and retail. Proposals may involve small, medium or large scale agricultural entities but should potentially benefit multiple producers or agribusinesses.

Proposals that address issues of importance at the State, multi-State, or national level are appropriate for FSMIP. FSMIP also seeks unique proposals on a smaller scale that may serve as pilot projects or case studies useful as models for others. Of particular interest are proposals that reflect a collaborative approach between the States, academia, the farm sector and other appropriate entities and stakeholders.

CDFI INVOLVEMENT

Qualified CDFIs can participate in the program as contractors or partners with their state Department of Agriculture.

ELIGIBILITY

Eligible Applicants:

- State departments of agriculture, State agricultural experiment stations, and other appropriate State agencies. State agencies should assume the lead role in FSMIP projects and use cooperative or contractual linkages as needed to carry out the proposed work.
- FSMIP encourages State agencies to publicize the grant opportunity to potential project partners within their States such as producer and commodity groups, community-based organizations, economic development organizations, and groups that represent Native American and socially disadvantaged producers. Multi-State proposals are encouraged. For such proposals, the State agency that has the administrative and coordinating role should submit the application.

Eligible Activities:

- Determine the best methods for processing, preparing for market, packing, handling, transporting, storing, distributing, and marketing agricultural products;
- Determine the costs of marketing agricultural products in their various forms and through various channels;
- Assist in the development of more efficient marketing methods, practices, and facilities to bring about more efficient and orderly marketing, and reduce the price spread between the producer and the consumer;
- Develop and improve standards of quality, condition, quantity, grade and packaging in order to encourage uniformity and consistency in commercial practices;
- Eliminate artificial barriers to the free movement of agricultural products in commercial channels.
- Foster new/expanded domestic/foreign markets and new/expanded uses of agricultural products;

- and
- Collect and disseminate marketing information to anticipate and meet consumer requirements, maintain farm income, and balance production and utilization.

FUNDING CHARACTERISTICS

- FSMIP funds are awarded for proposals of from one to two years duration. FSMIP grants must be matched one-to-one with cash and/or properly valued in-kind non-Federal resources. State appropriations, as well as funds or other resources contributed by project participants, can be used to satisfy the matching requirement. Non-Federal grant funds that are expected or anticipated to be awarded by the time the project commences cannot be counted toward the matching requirement. Program income cannot be contributed as a match.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Requirements:
<http://www.ams.usda.gov/AMSV1.0/getfile?dDocName=STELPRDC5081443&acct=gpfsmip>

APPLICATION PROCESS

- Application Guidelines are available at the link listed above.

FUNDING AVAILABLE IN FY2010

- In the past, FSMIP received approximately \$1.3 million annually and funded approximately 20-25 projects averaging about \$50,000 each. In recent years, grants have ranged from \$25,000 to \$135,000. The FY2011 solicitation of applications was issued prior to passage of a FY2011 Appropriations Act, which may or may not provide an appropriation for this program.

PROJECT EXAMPLES

- The Montana Department of Agriculture, in cooperation with Montana State University, the National Center for Appropriate Tech Grow Montana Coalition, the Montana Farmers Union, the Alternative Energy Resources Organization, and the Lake County Community Development Corporation, was awarded \$62,485 to use Web-based technology to foster an effective regional food system in Montana.
- The Ohio Department of Agriculture, in cooperation with the Appalachian Center for Economic Networks, was awarded \$54,375 to foster development of new local food processing, aggregation and distribution infrastructure in Ohio.

| CONTACT PERSON | WEBSITE |
|---|---|
| Janise Zygmunt, Staff Officer 1800 M Street, NW, Room 3002, South Tower Washington, DC 20036 Phone: 202.694.4002 Fax: 202.694.5950 Email: janise.zygmunt@ams.usda.gov | http://www.ams.usda.gov/AMSV1.0/ams.fetchTemplateData.do?template=TemplateC&navID=WholesaleandFarmersMarkets&leftNav=WholesaleandFarmersMarkets&page=FSMIP&description=Federal%20State%20Marketing%20Improvement%20Program |

CDFI Fund

U.S. Department of the Treasury

GUARANTEED FARM LOANS

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|------------------------------|------------------------------|-----------|----------------|
| Farm Service Agency, USDA | Food Production - Farming | N/A | Loans |

DESCRIPTION

Farm Service Agency (FSA) guaranteed loans provide lenders with a guarantee of up to 95 percent of the loss of principal and interest on a loan. Farmers and ranchers apply to an agricultural lender, which then arranges for the guarantee. The FSA guarantee permits lenders to make agricultural credit available to farmers who do not meet the lender's normal underwriting criteria. FSA guaranteed loans are for both farm Ownership and Operating purposes, and a percentage of Guaranteed Loan funds are targeted to beginning farmers and ranchers and minority applicants.

CDFI INVOLVEMENT

CDFIs are lenders that are eligible to receive the loan guarantee. CDFIs are past and current recipients of the guarantee.

ELIGIBILITY

Eligible Applicants:

- FSA has three programs lenders use to make and service guaranteed loans. Lenders who have a positive track record with the FSA guarantee program may participate in the Preferred Lender Program (PLP) or the Certified Lender Program (CLP). Lenders who have little or no experience with FSA guaranteed loans may qualify as Standard Eligible Lenders (SEL).

Eligible Activities:

- Guaranteed Ownership Loans to purchase farmland, construct or repair buildings and other fixtures, develop farmland to promote soil and water conservation, or to refinance debt.
- Guaranteed Operating Loans to purchase livestock, farm equipment, feed, seed, fuel, farm chemicals, insurance, and other operating expenses. Operating Loans can also be used to pay for minor improvements to buildings, costs associated with land and water development, family living expenses, and to refinance debts under certain conditions.

FUNDING CHARACTERISTICS

- Guaranteed loan interest rate and payment terms are negotiated between the lender and the borrower. Repayment terms vary according to the type of loan made, the collateral securing the loan, and the producer's ability to repay.
- Interest rates on these loans may not exceed the rate charged the lender's average farm customer. In addition, under the Interest Assistance Program, FSA will subsidize four percent of the interest rate on loans to qualifying borrowers. The guarantee percentage will be determined by FSA based on the risk involved in the loan. For most loans, the maximum guarantee is 90 percent.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Guaranteed loans are the property and responsibility of the lender. The lender makes the loan and services it to conclusion. The lender must notify FSA when a borrower is 30 days overdue on a payment and is unlikely to bring the account current within 60 days, or if a loan is otherwise a problem. Lenders are encouraged to work with the borrower to resolve any problems. If a loan fails, and the lender suffers a loss, FSA will reimburse the lender with Federal funds according to the terms and conditions specified in the guarantee.

APPLICATION PROCESS

- Application information can be viewed here:
http://www.fsa.usda.gov/Internet/FSA_File/guaranteed_farm_loans.pdf

FUNDING AVAILABLE IN FY2010

- FSA can guarantee Operating loans or Farm Ownership loans up to \$1.119 million (amount adjusted annually based on inflation).

PROJECT EXAMPLES

- N/A

CONTACT PERSON

Further information and applications for FSA loan programs are available at the Farm Service Agency's local county offices.
<http://offices.sc.egov.usda.gov/locator/app?state=us&agency=fsa>

WEBSITE

<http://www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=gfi>

CDFI Fund

U.S. Department of the Treasury

THE HEALTHY URBAN FOOD ENTERPRISE DEVELOPMENT (HUFED) CENTER

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|-------------------|-----------|----------------|
| National Institute of Food and Agriculture, USDA | Food Distribution | N/A | Grants |

DESCRIPTION

The Healthy Urban Food Enterprise Development (HUFED) Center seeks to increase access to healthy affordable foods, including locally produced agricultural products, to underserved communities. The program is focused on food marketing and distribution systems to correct healthy food access deficits. The HUFED Center will promote best practices for healthy food enterprises within underserved communities. The HUFED Center will provide sub-grants to eligible entities to carry out feasibility studies to establish businesses to increase access to healthy, affordable foods, including locally produced agricultural products, to underserved communities; and to establish and otherwise assist enterprises that process, distribute, aggregate, store, and market healthy affordable foods to underserved communities. The HUFED Center will also collect, develop, and provide technical assistance and information to small and medium-sized agricultural producers, food wholesalers and retailers, schools, and other individuals and entities.

CDFI INVOLVEMENT

CDFIs are eligible applicants to the HUFED Center for training and technical assistance as well as sub-grants.

ELIGIBILITY

Eligible Applicants:

- For-profit commercial enterprises and cooperatives;
- American Indian communities and Tribal Governments;
- Academic institutions that provide direct outreach or have direct connection to underserved populations working on food access issues, including schools that serve historically excluded communities; and Minority Serving Institutions (MSIs);
- Nonprofit organizations;
- Quasi-governmental entities or agencies; or
- Faith-based institutions.

Eligible Activities:

- Feasibility studies to establish businesses that increase access to healthy, affordable foods, including locally produced agricultural products, to underserved communities; or
- Establish and otherwise assist enterprises that innovatively process, distribute, aggregate, store, and market healthy affordable foods to underserved communities.

FUNDING CHARACTERISTICS

- There are a variety of fundable projects for sub-grants. Smaller awards may be made for specific equipment and activities of short duration. Some projects may require larger amounts of funding for up to three years. It is estimated that the range of funding for sub-grants will be from \$10,000 to \$100,000 for one to three years (total, not per year).

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines can be viewed here: <http://www.wallacecenter.org/our-work/current-initiatives/healthy-urban-food-enterprise-development-center/year2-docs/HUFED%202011%20RFA%20Guidelines%20FINAL.pdf>

APPLICATION PROCESS

- Application Guidelines can be viewed at the link above.

FUNDING AVAILABLE IN FY2010

- The Center expects to award approximately 10 to 14 grants.

PROJECT EXAMPLES

- Peta Wakan Tipi received a one-year small enterprise grant to develop Healthy Food for Native Families. The enterprise will develop a pilot project for a socially and economically equitable food distribution network that will center on alternative distribution methods such as mobile markets, working with American Indian organizations serving Native families in St. Paul. This enterprise will benefit American Indian families, including emergency shelter for runaway and homeless American Indian youth.

CONTACT PERSON

WEBSITE

Wallace HUFED Center
Winrock International
2121 Crystal Drive, Suite 500
Arlington, VA 22202
Phone: 703.531.8810
Email: hufed@winrock.org

<http://www.wallacecenter.org/our-work/current-initiatives/healthy-urban-food-enterprise-development-center/healthy-urban-food-enterprise-development-center>

CDFI Fund

U.S. Department of the Treasury

HUNGER-FREE COMMUNITIES

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|----------------------------------|-------------------|------------------|-----------------------|
| Food and Nutrition Service, USDA | Food Security | N/A | Grant |

DESCRIPTION

The 14 goals of the Hunger-Free Communities initiative are:

1. Having a community-based emergency food delivery network that coordinates the services of programs such as food pantries, food banks, and congregate meals facilities.
2. Assessing food insecurity problems and evaluating existing services in the community to determine necessary strategies for responding to unmet needs.
3. Establishing a group of individuals, including low-income participants, to develop and to implement policies and programs to combat food insecurity, to monitor responsiveness of existing services, and to address underlying causes and factors related to hunger.
4. Participating in federally assisted nutrition programs that should be easily accessible to targeted populations, such as the Federal programs that provide school breakfast, school lunch, summer food, child care food, and food for homeless and older individuals.
5. Effectively integrating public and private resources, including local businesses, to alleviate food insecurity.
6. Having an education program about food needs of the community and the need for increased local citizen participation in activities to alleviate food insecurity.
7. Having available information and referral services for accessing both public and private programs and services.
8. Having initiatives for alleviating food shopping constraints through the development of creative food resources such as community gardens, buying clubs, food cooperatives, community-owned and operated grocery stores, and farmers' markets.
9. Carrying out activities to identify and target food services to high-risk populations.
10. Having adequate transport and distribution of food from all resources.
11. Coordinating food services with park and recreation programs and other community-based outlets to which residents of the area would have easy access.
12. Improving public transportation, human service agencies, and food resources.
13. Having nutrition education programs for low-income citizens to enhance good food-purchasing and food-preparation skills and to heighten awareness of the connection between diet and health.
14. Having a program for collecting and distributing nutritious food, either agricultural commodities in farmers' fields or foods that have already been prepared, that would otherwise be wasted.

CDFI INVOLVEMENT

CDFIs are eligible applicants for funding.

ELIGIBILITY

Eligible Applicants:

- Public or private non-profit organizations are eligible to apply, including but not limited to the following:
 - State or local governments;
 - Agencies providing social services;
 - Public health organizations;
 - Educational entities; and
 - Other private non-profit entities such as community-based or faith-based organizations, food banks, or other emergency feeding organizations.

Eligible Activities:

- Grant funds may be used for any initiative that addresses the immediate food and nutrition needs of people experiencing hunger, improves access to food as part of a comprehensive service, develops new resources and strategies to help reduce hunger in the community, prevents hunger, assesses the extent and causes of hunger in the community, and/or develops a comprehensive plan to end hunger in the community.
- Grants may not be used for constructing, expanding or repairing a facility or equipment; and purchasing equipment other than computer hardware and software, warehouses, and storage space.

FUNDING CHARACTERISTICS

- Twenty percent matching is required.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Requirements can be viewed here:
http://www.fns.usda.gov/fns/outreach/documents/hfc_rfa.pdf

APPLICATION PROCESS

- Application Guidelines are available at the link listed above.

FUNDING AVAILABLE IN FY2010

- Approximately \$5 million was available in FY2010.

PROJECT EXAMPLES

- http://www.fns.usda.gov/outreach/grants/hfc_awards.htm

CONTACT PERSON

Pam Phillips, Office of Strategic Initiatives
Partnerships and Outreach
Food and Nutrition Service
3101 Park Center Drive,
Alexandria, Virginia 22302
Phone: 703.305.2298
Email: Pam.Phillips@fns.usda.gov

WEBSITE

http://www.fns.usda.gov/fns/outreach/grants/hfc_grants.htm

CDFI Fund

U.S. Department of the Treasury

INTEREST ASSISTANCE PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|-------------------------|---|-----------------|
| Farm Service Agency, USDA | Food Production-Farming | N/A | Loan Guarantees |
| DESCRIPTION | | | |
| <p>The Interest Assistance Program provides a subsidy to farmers and ranchers who do not qualify for standard commercial credit. This program aids both the borrower and lender by providing four percent of the interest costs and receiving up to a 90 percent guarantee on the loan. The Interest Assistance Program can be provided for Operating Loans.</p> | | | |
| CDFI INVOLVEMENT | | | |
| <p>Qualified CDFIs are eligible applicants.</p> | | | |
| ELIGIBILITY | | | |
| <p>Eligible Applicants:</p> <ul style="list-style-type: none">Individuals, partnerships, or joint operations, legal resident aliens, corporations and cooperatives that meet the eligibility requirements for a guaranteed loan and are able to project the required cash flow margins with the aid of interest assistance. <p>Eligible Activities:</p> <ul style="list-style-type: none">Operating Loans may be used to finance livestock or farm equipment; to pay annual operating expenses or family living expenses; or to refinance debts under certain conditions. | | | |
| FUNDING CHARACTERISTICS | | | |
| <ul style="list-style-type: none">The maximum lifetime limit for interest assistance is \$400,000. | | | |
| REGULATORY, OPERATING, AND REPORTING REQUIREMENTS | | | |
| <ul style="list-style-type: none">Program Regulations can be viewed here: http://ecfr.gpoaccess.gov/cji/t/text/text-idx?c=ecfr&tpl=/ecfrbrowse/Title07/7cfr762_main_02.tpl | | | |
| APPLICATION PROCESS | | | |
| <ul style="list-style-type: none">The lender must submit to the agency on behalf of the applicant, all required forms to the FSA county office where the proposed operation will be located. | | | |
| FUNDING AVAILABLE IN FY2010 | | | |
| <ul style="list-style-type: none">Approximately \$170 million was available in FY2010, and \$144 million in FY2011. | | | |
| PROJECT EXAMPLES | | | |
| <ul style="list-style-type: none">N/A | | | |
| CONTACT PERSON | | WEBSITE | |
| Trent Rogers, USDA-FSA-DAFLP-LMD 1280 Maryland Ave, SW, Suite 240, Washington, DC 20024 Phone: 202.720.1657, Fax: 202.690.1117 Email: trent.rogers@wdc.usda.gov | | http://www.fsa.usda.gov | |

INTERMEDIARY RELENDING PROGRAM (IRP)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|-------------------|------------------|-----------------------|
| Rural Business-Cooperative Service, USDA | Rural Development | Rural Areas | Loans |

DESCRIPTION

The purpose of the Intermediary Relending Program (IRP) is to alleviate poverty and increase economic activity and employment in rural communities. Under the IRP program, loans are provided to local organizations (intermediaries) for the establishment of revolving loan funds. These revolving loan funds are used to assist with financing business and economic development activity to create or retain jobs in disadvantaged and remote communities. Intermediaries are encouraged to work in concert with State and regional strategies, and in partnership with other public and private organizations that can provide complimentary resources.

The Intermediary Relending Program (IRP) provides direct loans at one percent interest to intermediaries for establishing revolving loan funds for small businesses and community development projects in rural areas. Intermediaries are nonprofit organizations or public agencies that relend money through loan pools to ultimate recipients, including businesses, individuals and others such as Indian groups or Cooperative Ultimate. Final recipients of loans from IRP revolving loan funds involved in agricultural production are not eligible. However, businesses processing, packaging, and marketing agricultural products will be considered.

CDFI INVOLVEMENT

CDFIs can apply to the program as intermediary lenders, and are past recipients of IRP funding.

ELIGIBILITY

Eligible Applicants:

- Private non-profit corporations, public agencies, Indian groups, and cooperatives with at least 51 percent rural membership aimed at increasing income for producer members or purchasing power for consumer members may apply for intermediary lender status.
- The following entities may apply for loans from intermediary lenders provided they owe no delinquent debt to the Federal Government:
 - U. S. citizens or individuals who have been legally admitted to the U.S.;
 - Those located in a rural area defined as an area with a population of 25,000 or less;
 - An entity that is able to incur debt, give security, and repay the loan; and
 - A corporation, partnership, LLC, individual, non-profit corporation, public body.

Eligible Activities:

- IRP funding may be used for a number of purposes but to be eligible, ultimate recipients must be located in a rural area not inside a city with a population of 25,000 or more according to the latest decennial census. Some examples of eligible projects are:
 - Acquisition, construction, conversion, enlargement, or repair of a business or business facility, particularly when jobs will be created or retained;
 - Purchase or development of land;
 - Purchase equipment, leasehold improvements, machinery, supplies;
 - Start up costs and working capital;
 - Pollution control and abatement;
 - Transportation Services;
 - Feasibility studies; and
 - Hotels, motels, B&Bs, convention centers.

CDFI Fund

U.S. Department of the Treasury

FUNDING CHARACTERISTICS

- Applicant intermediaries must show a need for the funds and limit the request to an amount they can expect to use within one year. After a loan is approved, the funds are released to the intermediary in multiple advances as required to fund loans to ultimate recipients.
- An intermediary may borrow up to \$2 million under its first financing and up to \$1 million at a time thereafter. Total aggregate debt is capped at \$15 million. In recent years, loans to intermediaries have been capped at \$750,000. Ultimate recipients may borrow up to \$250,000. Funds loaned to one ultimate recipient by an intermediary must not exceed 75 percent of the cost of the ultimate recipient's project.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Requirements can be viewed here:
http://ecfr.gpoaccess.gov/cgi/t/text/text-idx?c=ecfr&tpl=/ecfrbrowse/Title07/7cfr4274_main_02.tpl

APPLICATION PROCESS

- Potential intermediaries should file applications with the State office for the State in which the intermediary's headquarters is located. The application package includes Form 4274-1 and a written work plan. The Rural Development administers the program on the local level. Intermediaries develop their own application procedures for ultimate recipients.

FUNDING AVAILABLE IN FY2010

- Approximately \$34 million was available in FY2010 and \$37 million in FY2011.

PROJECT EXAMPLES

- In Salem, OR, BC Hop Farms, Ltd. Received a loan from the local revolving loan fund established with IRP funds. BC Hop Farms provides processing facilities for local farmers who grow hops and contract with breweries for sale of their processed hops. The loan was used for building construction and purchase of equipment to expand existing facilities, providing the capacity to process a larger volume of hops.⁸

CONTACT PERSON

Rural Business-Cooperative Service
1400 Independence Ave SW,
Room 6867, Stop 3225,
South Agriculture Building
Washington, DC 20250-3225
Phone: 202.720.1400

WEBSITE

<http://www.rurdev.usda.gov>

⁸ http://attra.ncat.org/guide/program_index.html

RURAL BUSINESS ENTERPRISE GRANTS (RBEG) PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|-------------------------|-------------------|------------------|-----------------------|
| Rural Development, USDA | Rural Development | Rural Areas | Grant |

DESCRIPTION

The Rural Business Enterprise Grants (RBEG) program provides grants to public agencies, private nonprofit corporations or Indian groups for financing and facilitating development of small and emerging private business enterprises (defined as having less than \$1 million in revenues and fewer than 50 employees).

In FY2011, USDA's State Director discretionary points were awarded to projects emphasizing:

- Food & value-added processing;
- Local foods & food hubs;
- Healthy Foods Financing Initiative;
- Rural groceries;
- Food deserts; or
- USDA's Good Agricultural Practices and Good Handling Practices.

Priority is given when the project:

- Is located in a community where the unemployment rate exceeds the state rate;
- Is located in a community that has a median household income that is less than the state's total median household income, as determined by the 2000 census;
- Includes a commitment of funds from non-federal sources; or
- Includes a firm commitment from a business to locate or expand to the community, thereby creating jobs.

CDFI INVOLVEMENT

CDFIs are past and current recipients of Rural Business Enterprise Grants.

ELIGIBILITY

Eligible Applicants:

- Public agencies;
- Private non-profit corporations; and
- Federally recognized Indian tribes receive the grant to assist a business.

Eligible Activities:

- Acquisition or development of land, easements, or rights of way; construction, conversion, renovation of buildings, plants, machinery, equipment, access streets and roads, parking areas, utilities; pollution control and abatement; capitalization of revolving loan funds including funds that will make loans for start ups and working capital; training and technical assistance; distance adult learning for job training and advancement; rural transportation improvement; and project planning.
- Rural food processing business, including cooling, freezing, canning, cut and bag, slaughter, butcher, and commercial kitchens are possible projects. Funding can cover planning, financing, constructing or refurbishing the facility and training producers to produce in coordination with the facility.

FUNDING CHARACTERISTICS

- There is no maximum level of grant funding. Generally grants range \$10,000 to \$500,000 and smaller projects are given higher priority. Grant amounts are based on need and the availability of funds.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

CDFI Fund

U.S. Department of the Treasury

- This program has no statutory formula or specific matching requirements. Intermediaries must submit quarterly reports on lending activity, income and expenses, financial condition and progress, and an annual budget.

APPLICATION PROCESS

- Applicants must submit supporting data before making a formal application. After determining the order of funding priorities, the Rural Business-Cooperative Services office will tentatively determine eligibility and request applicants to submit formal applications.

FUNDING AVAILABLE IN FY2010

- Approximately \$38.7 million was available in FY2010.

PROJECT EXAMPLES

- In Tennessee, Upper Cumberland Broadcast Council received an \$80,000 grant to be used by WCTE-TV for the "Live Green & Prosper" campaign, which is designed to raise awareness of the benefits of buying fresh, locally produced foods and to develop a local food economy. USDA funding for the project is expected to retain 100 jobs.
- Shoreham, Vermont received a \$59,457 grant to conduct a feasibility study in bulk processing and quick/long-term freezing to allow more regionally produced foods to be used in local institutions. The project will include market analysis, operational design of a USDA approved facility and financial strategy to convert a former apple storage warehouse to a multipurpose regional food center. This project is expected to create eight jobs.

CONTACT PERSON

Cindy Mason
National Program Office
USDA, Rural Business-Cooperative Service
Room 6866 South Building, Stop 3225
Washington, DC 20250
Phone: 202.690.1433

WEBSITE

<http://www.rurdev.usda.gov/rbs/busp/rbeg.htm>

RURAL BUSINESS OPPORTUNITY GRANT (RBOG)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|-------------------|-------------|----------------|
| Rural Business-Cooperative Service, USDA | Rural Development | Rural Areas | Grant |

DESCRIPTION

The Rural Business Opportunity Grant (RBOG) program promotes sustainable economic development in rural communities with a focus on communities that have experienced natural disasters or fundamental structural changes, persistent poverty, long-term population decline or job deterioration. The grants are designed to provide technical assistance, training, and planning activities to improve economic conditions in rural areas.

CDFI INVOLVEMENT

CDFIs are current and past recipients of RBOG funding.

ELIGIBILITY

Eligible Applicants:

- Nonprofit corporations;
- Public bodies;
- Federally recognized Indian tribes; and
- Cooperatives whose members are primarily rural residents.

Eligible Activities:

- Grants can be used to provide technical assistance, training, and planning activities to improve economic conditions in rural areas. Eligible activities include but are not limited to:
 - Identifying and analyzing business opportunities;
 - Identifying, training, and assisting existing or prospective rural entrepreneurs;
 - Establishing business support centers;
 - Conducting community or multi-county economic development planning;
 - Establishing centers for training, technology, and trade; or
 - Leadership development training.

FUNDING CHARACTERISTICS

- To ensure that a broad range of communities have the opportunity to benefit from the program, no grant will exceed \$250,000.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Requirements can be viewed here: http://www.rurdev.usda.gov/regs/regs_toc.html

APPLICATION PROCESS

- Application guidelines can be viewed here: <http://www.rurdev.usda.gov/wi/programs/rbs/library/RBOG-pre-application.pdf>

FUNDING AVAILABLE IN FY2010

- Approximately \$7.48 million was available in FY2010.

CDFI Fund

U.S. Department of the Treasury

PROJECT EXAMPLES

- The California Association of Resource Conservation and Development Councils received a \$250,000 Rural Development Rural Business Opportunity Grant to develop a regional food system, add value to livestock processing and marketing, utilize biomass, and develop renewable energy and agricultural resources. The association will work with researchers, educators and economic development professionals from 18 organizations. The association is comprised of 11 councils that provide economic and natural resource conservation aid throughout California.

CONTACT PERSON

Cindy Mason
Loan Specialist
Phone: 202.690.1433
Email: cindy.mason@wdc.usda.gov

WEBSITE

www.rurdev.usda.gov/rbs/coops/rbog.htm

RURAL COMMUNITY DEVELOPMENT INITIATIVE (RCDI)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|-----------------------------|-------------------|-------------|----------------|
| Rural Housing Service, USDA | Rural Development | Rural Areas | Grants |

DESCRIPTION

USDA Rural Development's Rural Community Development Initiative (RCDI) program helps community based development organizations, federally recognized Indian tribes and other groups promote economic growth in low-income, rural communities. Recipients are required to obtain matching funds, increasing the value of the grants. The grants are awarded to public or nonprofit intermediary organizations. The funds are then provided to recipients, which must be located in eligible rural areas. Funding of individual recipients is contingent upon their meeting the conditions of the grant agreement.

Congress initially created the RCDI in FY2000 to develop the capacity and ability of nonprofit organizations, low-income rural communities, or federally recognized tribes to undertake projects related to housing, community facilities, or community and economic development in rural areas.

CDFI INVOLVEMENT

CDFIs are past and current recipients of Rural Community Development Initiative grants.

ELIGIBILITY

Eligible Applicants:

- State governments;
- County governments;
- City or township governments;
- Special district governments;
- Independent school districts;
- Public and State controlled institutions of higher education;
- Native American tribal governments (Federally recognized);
- Public housing authorities/Indian housing authorities;
- Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education;
- Private institutions of higher education; and
- For-profit organizations other than small businesses.

Eligible Activities:

- Provide technical assistance to develop recipient's capacity and ability to undertake projects related to housing, community facilities, or community and economic development;
- Develop the capacity of recipients to conduct community development programs, development initiatives, programs that support micro-enterprise and sustainable development;
- Develop the capacity of recipients to increase their leveraging ability and access to alternative funding sources by providing training and staffing;
- Develop the capacity of recipients to provide the technical assistance component for essential community facilities projects;
- Assist recipients in completing pre-development requirements for housing, community facilities, or community and economic development projects by providing resources for professional services;
- Improve recipient's organizational capacity by providing training and resource material on developing strategic plans, board operations, management, financial systems, and information technology;
- Purchase of computers, software, and printers, limited to \$10,000 per award, at the recipient level when directly related to the technical assistance program being undertaken by the intermediary; or
- Provide funds to recipients for training-related travel costs and training expenses related to RCDI.

CDFI Fund

U.S. Department of the Treasury

FUNDING CHARACTERISTICS

- Matching funds must be at least equal to the grant amount and committed for a period of not less than the grant performance period. These funds can only be used for eligible RCDI activities. In-kind contributions such as salaries, donated time and effort, real and nonexpendable personal property and goods and services cannot be used as matching funds. Grant funds and matching funds must be used in equal proportions.
- Matching funds may be provided by the intermediary or a third party. Other Federal funds may be used as matching funds if authorized by statute and the purpose of the funds is an eligible RCDI purpose. The Intermediary will be required to provide matching funds in an amount at least equal to the RCDI grant. The respective minimum and maximum grant amount per Intermediary is \$50,000 and \$300,000. The Recipient, but not the Intermediary, must be located in a city or town that has a population of less than 50,000 inhabitants.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Requirements can be viewed here: <http://edocket.access.gpo.gov/2010/pdf/2010-23764.pdf>

APPLICATION PROCESS

- Application Guidelines can be viewed at the link listed above.

FUNDING AVAILABLE IN FY2010

- Approximately \$6.256 million was available in FY2010.

PROJECT EXAMPLES

- Upper Iowa University in Fayette is using Rural Community Development Initiative program funding to help recipients through the Fayette County Economic Development, a local nonprofit organization serving businesses in the cities of Fayette, Oelwein, and Maynard. Recipients will receive training to assist microenterprises with marketing and branding, use of technology, and long-term business planning and development. Plans also call for the establishment of an e-commerce center that will help showcase and market the region's strengths and assets.⁹

CONTACT PERSON

Susan Woolard
Phone: 202.720.1506
Fax: 202.690.0471
Email: susan.woolard@wdc.usda.gov

WEBSITE

<http://www.rurdev.usda.gov/rhs/rcdi/>

⁹ <http://www.hpi.com/archives/2009/aug09/aug24/0803ruralecodevograntsrhPR3.cfm>

RURAL COOPERATIVE DEVELOPMENT GRANT (RCDG)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---------------------------------------|-------------------|-------------|----------------|
| Rural Development State Offices, USDA | Rural Development | Rural Areas | Grant |

DESCRIPTION

The primary objective of the Rural Cooperative Development Grant (RCDG) program is to improve the economic condition of rural areas through cooperative development. Grant funds are provided for the establishment and operation of Centers that have the expertise, or who can contract out for the expertise, to assist individuals or entities in the startup, expansion or operational improvement of rural businesses, especially cooperative or mutually-owned businesses.

In addition, the Agency is interested specifically in projects designed to help cooperatives and mutually-owned businesses to create wealth in rural communities so that they are self-sustaining, repopulating, and thriving economically using the following key USDA strategies:

- Local and regional food systems as a strategy for encouraging production agriculture and related industries in new wealth creation;
- Renewable energy generation, energy conservation, and/or climate change adaptation or mitigation as strategies for quality job creation;
- Use of broadband and other critical infrastructure as a strategy to facilitate local entrepreneurship and expansion of market opportunities for small businesses;
- Access to capital in rural areas as a strategy to ensure continuous business development and job creation/retention; and
- Innovative utilization of natural resources as a strategy to expand business opportunities.

CDFI INVOLVEMENT

CDFIs have received Rural Cooperative Development Grants, and those that are nonprofit corporations are eligible applicants.

ELIGIBILITY

Eligible Applicants:

- Grants may be made to nonprofit corporations and accredited institutions of higher education.
- Grants may not be made to public bodies or to individuals.

Eligible Activities:

- Grant funds and matching funds may be used for, but are not limited to, providing the following to individuals, small businesses, cooperative and mutually-owned businesses and other similar entities in rural areas:
 - Applied research, feasibility, environmental and other studies that may be useful for the purpose of cooperative development;
 - Collection, interpretation and dissemination of principles, facts, technical knowledge, or other information for the purpose of cooperative development;
 - Training and instruction for the purpose of cooperative development;
 - Loans and grants for the purpose of cooperative development in accordance with this notice and applicable regulations;
 - Technical assistance, research services and advisory services for the purpose of cooperative development; and
 - Programs providing for the coordination of services and sharing of information.

CDFI Fund

U.S. Department of the Treasury

FUNDING CHARACTERISTICS

- The matching fund requirement is 25 percent of the total project cost. Applicants must verify in their applications that all matching funds are available during the grant period.
- Unless provided by other authorizing legislation, other Federal grant funds cannot be used as matching funds. However, matching funds may include loan proceeds from Federal sources. Matching funds must be spent in advance or as a pro-rata portion of grant funds being expended.
- All of the matching funds must be provided by either the applicant or a third party in the form of cash or in-kind contributions.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Regulations: <http://www.access.gpo.gov/nara/cfr/cfr-table-search.html>

APPLICATION PROCESS

- Application guidelines: <http://www.rurdev.usda.gov/rbs/coops/rcdg/rcdg.htm>

FUNDING AVAILABLE IN FY2010

- Estimated Total Funding: \$7.924 million, with an average of 35 awards with an average size of \$225,000.

PROJECT EXAMPLES

- Alabama Federation of Southern Cooperatives/Land Assistance Fund \$200,000. Rural Development funds will be used to continue funding the Cooperative Development, Training and Research Center to establish a vegetable processing and marketing cooperative, a regional goat processing and marketing cooperative, a timber cooperative, and for updating business plans and training for community development credit unions.

CONTACT PERSON

USDA Rural Development National Office
1400 Independence Avenue, SW.
Mail Stop 3250, Room. 4016– South
Washington, DC 20250–3250
Phone: 202.720.8460,
Email: cpgrants@wdc.usda.gov

WEBSITE

<http://www.rurdev.usda.gov/rbs/coops/rcdg/rcdg.htm>

RURAL MICROENTREPRENEUR ASSISTANCE PROGRAM (RMAP)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|-------------------|------------------|-----------------------|
| Rural Business-Cooperative Service, USDA | Rural Development | Rural Areas | Loan and/or Grant |

DESCRIPTION

The purpose of the Rural Microentrepreneur Assistance Program (RMAP) is to support the development and ongoing success of rural microentrepreneurs and microenterprises. Assistance provided to rural areas under this program may include the provision of loans and grants to rural Microenterprise Development Organizations (MDOs) for the provision of microloans to rural microenterprises and microentrepreneurs; provision of business-based training and technical assistance to rural microborrowers and potential microborrowers; and other activities to ensure the development and ongoing success of rural microenterprises.

CDFI INVOLVEMENT

Certain CDFIs are eligible Microenterprise Development Organizations, which can lend money to microenterprises that support healthy food initiatives.

ELIGIBILITY

Eligible Applicants:

- Applications will only be accepted from eligible MDOs.

Eligible Activities:

- Provision of microloans to rural microenterprises and microentrepreneurs;
- Provision of business-based training and technical assistance to rural microborrowers and potential microborrowers; and
- Other activities deemed appropriate to ensure the development and ongoing success of rural microenterprises.

FUNDING CHARACTERISTICS

- Awards to MDOs range from \$50,000 to \$500,000. The maximum amount of a technical assistance-only grant is \$130,000.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Requirements can be viewed here:
http://www.rurdev.usda.gov/SupportDocuments/BCP_RMAP_NOFA.pdf

APPLICATION PROCESS

- Application Guidelines can be viewed at the link listed above.

FUNDING AVAILABLE IN FY2010

- Approximately \$45.1 million is available in FY2010. Of this total, \$36.2 million will be initially available for loans, \$7.6 million will be initially available for Microlender technical assistance grants, and \$1.3 million will be initially available for Technical assistance-only grants. Exact funding is dependent on the quality of applicants for each funding type.

CDFI Fund

U.S. Department of the Treasury

PROJECT EXAMPLES

- This is a new program, and the first funding round is scheduled to open in early 2011.

CONTACT PERSON

Lori Washington
Phone: 202.720.9815
Email: lori.washington@wdc.usda.gov

WEBSITE

<http://www.rurdev.usda.gov/Business.html>

SMALL, SOCIALLY-DISADVANTAGED PRODUCER GRANT (SSDPG) PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|-------------------|---|-----------------------|
| Rural Business-Cooperative Service, USDA | Food Production | Rural Areas | Grant |
| DESCRIPTION | | | |
| Formerly known as the Small, Minority Producer Grant Program, the Small, Socially-Disadvantaged Producer Grant (SSDPG) program provides technical assistance to small, socially-disadvantaged agricultural producers through eligible cooperatives and associations of cooperatives. Grants are awarded on a competitive basis. | | | |
| CDFI INVOLVEMENT | | | |
| CDFIs that are cooperatives and associations of cooperatives are eligible applicants for assistance. | | | |
| ELIGIBILITY | | | |
| Eligible Applicants: <ul style="list-style-type: none"> Cooperatives or associations of cooperatives whose primary focus is to provide assistance to small, socially disadvantaged producers and whose governing board and/or membership is comprised of at least 75 percent small, socially disadvantaged producers. Eligible Activities: <ul style="list-style-type: none"> Grant funds must be used for technical assistance for the benefit of a small, socially-disadvantaged producer such as market research; product and/or service improvement, legal advice and assistance, feasibility study, business plan, and marketing plan development; and training. | | | |
| FUNDING CHARACTERISTICS | | | |
| <ul style="list-style-type: none"> The maximum award per grant is \$200,000. No matching funds are required. | | | |
| REGULATORY, OPERATING, AND REPORTING REQUIREMENTS | | | |
| <ul style="list-style-type: none"> Program Guidelines can be viewed here: http://www.rurdev.usda.gov/rbs/coops/ssdpg/SSDPG%20NOFA%202010.pdf | | | |
| APPLICATION PROCESS | | | |
| <ul style="list-style-type: none"> Application materials for the SSDPG program can be viewed here: http://www.rurdev.usda.gov/rbs/coops/ssdg/ssdpg.htm | | | |
| FUNDING AVAILABLE IN FY2010 | | | |
| <ul style="list-style-type: none"> Approximately \$3.463 million was available in FY2010. | | | |
| PROJECT EXAMPLES | | | |
| <ul style="list-style-type: none"> In 2009, the Rapid City, South Dakota-based Intertribal Bison Cooperative received a \$175,000 grant to help Native American tribes develop farm market stores to give local residents improved access to fresh, locally grown foods. The stores will provide economic stability to cooperative members and create jobs in Native American communities. | | | |
| CONTACT PERSON | | WEBSITE | |
| Melinda Martin Phone: 202.720.8460 Email: CPGrants@wdc.usda.gov | | http://www.rurdev.usda.gov/rbs/coops/ssdpg/ssdpg.htm | |

CDFI Fund

U.S. Department of the Treasury

OUTREACH AND ASSISTANCE FOR SOCIALLY DISADVANTAGED FARMERS AND RANCHERS (OASDFR) GRANT PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---------------------------------------|---------------------------|-----------|----------------|
| Office of Advocacy and Outreach, USDA | Food Production – Farming | N/A | Grant |

DESCRIPTION

The Outreach and Assistance for Socially Disadvantaged Farmers and Ranchers Competitive Grants Program (OASDFR) provides funds to organizations to conduct outreach and technical assistance to encourage and assist socially disadvantaged farmers and ranchers to own and operate farms and ranches and to participate in agricultural programs. The OASDFR will support a wide range of outreach and assistance activities in farm management, financial management, marketing, application and bidding procedures, and other areas. The primary purpose of the OASDFR is to deliver outreach and technical assistance, to assure opportunities for socially disadvantaged farmers and ranchers to successfully acquire, own, operate, and retain farms and ranches; and assure equitable participation in the full range of USDA programs.

CDFI INVOLVEMENT

CDFIs that provide agricultural education or other agriculturally related services to socially disadvantaged farmers and ranchers in their region are eligible applicants.

ELIGIBILITY

Eligible Applicants:

- 1890 Land-Grant Institutions, including Tuskegee University, Indian Tribal Community Colleges, Alaska Native cooperative colleges, Hispanic serving post-secondary educational institutions, other post-secondary educational institutions providing agricultural education or other agriculturally-related services to socially disadvantaged farmers and ranchers in their region and community-based organizations that:
 - Have demonstrated experience in providing agricultural education or other agriculturally related services to socially disadvantaged farmers and ranchers in their region;
 - Provides documentary evidence of its past experience in working with socially disadvantaged farmers and ranchers during the 2 years preceding its application for assistance; and
 - Does not engage in activities prohibited under Section 501(c)(3) of the Internal Revenue Code of 1986.

Eligible Activities:

- The OASDFR supports a range of outreach and assistance activities, including:
 - Farm management;
 - Financial management;
 - Marketing; and
 - Application and bidding procedures.

FUNDING CHARACTERISTICS

- Eligible entities can apply for up to \$400,000 each year with projects lasting no more than three years for a total of \$1.2 million.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Requirements can be viewed here: <http://www.grants.gov/search/downloadAtt.do;jsessionid=KTwmN9fJSjvTpiNFhJNfhKDn1LQmL5nc1WnwlbgrKqSCN288GhT!375102673?attId=44836>

APPLICATION PROCESS

- Application Guidelines can be viewed here:
<http://apply07.grants.gov/apply/opportunities/instructions/oppOAO-00002-cfda10.443-instructions.pdf>

FUNDING AVAILABLE IN FY2010

- Approximately \$4.7 million was available for FY2010, with an award ceiling of \$400,000 and an award floor of \$10,000.

PROJECT EXAMPLES

- In 2007, the Federation of Southern Cooperatives (FSC) received \$299,723, more than doubling its 2005 and 2006 grants, to strengthen the farm management and marketing skills of minority farmers in the southern region of the United States. The funding helped FSC to operate programs such as the Small Farm and Sustainable Agriculture Program, which helps farmers develop successful family farm businesses with technical assistance in farm management, setting farm goals, and financial analysis.

CONTACT PERSON

Dr. Dionne Toombs
National Program Leader Competitive Programs
Phone: 202.401.2138
Email: dtoombs@nifa.usda.gov

WEBSITE

<http://www.usda.gov/agency/outreach>

CDFI Fund

U.S. Department of the Treasury

SPECIALTY CROP BLOCK GRANT PROGRAM (SCBGP)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|---------------------------|-----------|----------------|
| Agricultural Marketing Services (AMS), USDA | Food Production - Farming | N/A | Grant |

DESCRIPTION

The Specialty Crop Block Grant Program (SCBGP) enhances the competitiveness of specialty crops, including fruits, vegetables, tree nuts, and nursery crops. The program aims to increase the marketability of specialty crop farmers, including Native American and disadvantaged farmers, develop local a regional food systems, and improve food access in underserved communities.

Projects should enhance the competitiveness of specialty crops pertaining to the following issues affecting the specialty crop industry:

- Increasing child and adult nutrition knowledge and consumption of specialty crops;
- Improving efficiency and reducing costs of distribution systems;
- Assisting all entities in the specialty crop distribution chain in developing best practices;
- Investing in specialty crop research, including research to focus on conservation and environmental outcomes;
- Enhancing food safety;
- Developing new and improved seed varieties and specialty crops;
- Pest and disease control; and
- Development of organic and sustainable production practices.

CDFI INVOLVEMENT

CDFIs can apply for funding through a State Department of Agriculture.

ELIGIBILITY

- Applications for individual specialty crop projects must be submitted to a State Department of Agriculture to be considered for funding. State departments of agriculture are encouraged to partner with specialty crop stakeholders, including socially disadvantaged and beginning farmers to fulfill state specialty crop priorities.

FUNDING CHARACTERISTICS

- Each state that submits an application that is reviewed and approved by Agricultural Marketing Services (AMS) will receive a minimum grant amount of at least \$100,000, or up to one-third of one percent of the total amount of funding made available in FY2010, whichever is greater. In addition, AMS will allocate the remainder of the grant funds based on the value of specialty crop production in each state in relation to the national value of specialty crop production using the latest available cash receipt data.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines can be viewed in the [2011 Eligibility, Application Requirements, and Grant Management Procedures](#).

APPLICATION PROCESS

- To apply for Specialty Crop Block Grant Program funding, contact a [state Department of Agriculture Project Coordinator](#).

FUNDING AVAILABLE IN FY2010

- In FY2010, there was approximately \$55 million for block grants to States.

PROJECT EXAMPLES

- The Brentwood Agricultural Land Trust received \$150,960 for the Contra Costa Community-Community Supported Agriculture (CSA). This project will 'scale up' the existing Brentwood-Richmond Farm 2 Table Community Supported Agriculture, increasing CSA membership from 100 families to 500 families. The Contra Costa Community CSA will create new markets for specialty crop farmers while increasing the access to fresh fruits and vegetables for low-income areas of Richmond and the East Bay Area.
- The project builds on a successful collaboration between the Brentwood Agricultural Land Trust (BALT), the Richmond Children's Foundation and Contra Costa County to develop an innovative distribution model that improves food security by directly linking specialty crop farmers with their urban neighbors. Low income families will continue to receive CSA boxes at a reduced cost that is offset by sponsoring families. The partners will develop a business plan for the 'scaled-up' CSA, identify efficient ways to aggregate and transport source-identified specialty crops from local producers and provide nutrition programs to CSA families.

CONTACT PERSON

Trista Etzig
Phone: 202.690.4942
E-mail: trista.etzig@usda.gov

WEBSITE

<http://www.ams.usda.gov/SCBGP>

CDFI Fund

U.S. Department of the Treasury

SUSTAINABLE COMMUNITY GRANT PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|--|--|----------------|
| Northeast Sustainable Agriculture and Research Education (SARE), USDA | Food Production – Farming; Value-Added | Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, West Virginia, and Washington, D.C. | Grant |

DESCRIPTION

Northeast Sustainable Agriculture and Research Education (SARE), in collaboration with the Northeast Regional Center for Rural Development, offers competitive grants for projects that strengthen the position of sustainable agriculture as it affects community economic development. Sustainable Community Grants make a direct connection between community revitalization and farming.

Projects must address specific key issues such as farm finance, marketing, land use, water use, enterprise development, value-added product development, or other delineated topic areas. Communities and commercial farmers must benefit from these proposals, and the selection emphasis is on model projects that others can replicate. Proposals should break new ground and offer fresh approaches to enhancing sustainable commercial agriculture and community development.

CDFI INVOLVEMENT

Qualified CDFIs are eligible applicants for funding.

ELIGIBILITY

Eligible Applicants:

- Sustainable Community Grants are primarily for agriculturally oriented agencies (Cooperative Extensions, Natural Resource Conservation District or comparable entities), and community development groups that have the capacity and experience to foster sustainable agricultural economic development. Other institutions and organizations may also apply, provided there is sufficient expertise in sustainable agricultural enterprise development.
- All eligible organizations must be linked to a definable town, township, watershed, county, or other delineated area, and should be established, credible, and able to draw on this community and its farmers for participation and support.

Eligible Activities:

- Proposals must address key issues such as finance, marketing, land use, water use, enterprise development, value-added activities, and labor. Other topics may also be addressed, provided the issue is substantive, farmers and the farm community benefit, and the approach explores new ways to advance sustainable commercial agriculture:
 - Finance issues include the availability and access to credit, financial management training, lack of equity, and the establishment and competitiveness of microenterprises;
 - Marketing issues include health and safety standards, food quality, consumer-farmer relationships and market partnerships, ethnic and specialty niche markets, value-added marketing, green industry identification and labeling, and e-commerce;
 - Land use issues include current use, zoning ordinances, the consideration of agricultural soils in development, and the status of agriculture in the land-use decision making process;
 - Water use issues include access, water quantity, quality, and rights to use;
 - Enterprise development issues include management consulting, developing business plans, training (train-the-trainer and entrepreneurship training), network development, applied

- research, and business incubation;
 - Value-added product development issues include market access, technical services, regulations (zoning, licensing, food safety), insurance, entry costs, adaptive reuse, and creating the conditions that allow businesses to cluster or agglomerate to surmount problems of small scale; and
 - Labor issues include availability, quality, training, regulations, transportation, and benefits.
- Other topics may also be addressed, provided the issue is substantive, farmers and the farm community benefit, and the approach explores new ways to advance sustainable commercial agriculture.
- Specifically excluded are food donation programs, student or public awareness about agriculture, and community gardening projects. Grants cannot be used to adopt practices or methods already in use, like fund farmers' market startups, nor to adopt practices or methods already in widespread use.

FUNDING CHARACTERISTICS

- Starting with the 2010 award cycle, awards cannot exceed \$15,000 and cannot run longer than three years. In general, most projects run one or two years. Most projects run one year, but can run longer if the plan of work requires it. The maximum time span for a single project is four years.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Financial Requirements can be viewed here: <http://nesare.org/manage/sustainable-community/sustainable-community-grant-financial-policies-and-requirements.html>
- General Requirements can be viewed here: <http://nesare.org/manage/sustainable-community/sustainable-community-grant-general-policies-and-requirements.html>
- Reporting Requirements can be viewed here: <http://nesare.org/manage/sustainable-community/sustainable-community-grant-reporting-requirements.html>

APPLICATION PROCESS

- Applications are normally due in the fall, and funding decisions are made in late February. Applicants learn whether they were funded in early- or mid-March.

FUNDING AVAILABLE IN FY2010

- Last year, out of 66 proposals, 17 grants were awarded for a total of \$237,316; the average grant was \$13,960.

PROJECT EXAMPLES

- The Carrot Project in Somerville, MA received a \$17,514 for a project that builds on previous research and planning supported in part by SARE, the project will address farm financing gaps by collaborating with lenders, matching farmers with business planners, and offering modest loans that will leverage access to conventional capital. The goal is to educate banks about agricultural lending, improve access to farm credit, increase alternative lending practices in the farm community, and expand the microloan program so that larger loans can be offered.

CONTACT PERSON

For contact information in your state, visit:
<http://nesare.org/contact/>

WEBSITE

<http://nesare.org/get/sustainable-community/>

CDFI Fund

U.S. Department of the Treasury

SUSTAINABLE COMMUNITY INNOVATION GRANTS

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|-----------------------|---|----------------|
| Sustainable Agriculture and Research Education (SARE) – Southern Region ¹⁰ | Community Development | SARE Southern Region - AL, AR, FL, GA, KY, LA, MS, NC, OK, SC, TN, TX, VA, PR, and VI | Grants |

DESCRIPTION

The Sustainable Community Innovation (SCI) Grants program invests in programs and projects that build strong links and create long-term partnerships between sustainable agriculture and sustainable community development interests. The effective linking of these two areas will be viewed as essential in the selection of grantees by the panels involved in the evaluation and selection of the successful proposals.

Successful proposals include:

- Partnerships - All relevant stakeholders in the community should be represented, including producers, civic organizations, local government and entrepreneurs, researchers, community development professionals, environmentalists and other specialists as needed;
- Multiple disciplines - The research team should consist of cooperators from a variety of disciplines who design a plan to integrate their efforts; and
- Linkages - Link sound farm and non-farm economic development with agricultural and natural resource management.

CDFI INVOLVEMENT

CDFIs are eligible applicants provided they meet the requirements listed below.

ELIGIBILITY

Eligible Applicants:

- Any individuals, nonprofit organizations, for-profit organizations, governmental organizations and/or educational organizations located in the Southern region.

Eligible Activities:

- Activities that will increase knowledge, build capacity and make connections between farms and rural communities to the benefit of people who live in those communities. This could include, but is not limited to, developing farmers' markets, establishing nutrition classes about the benefits of local foods and facilitating local processing of pastured livestock.

FUNDING CHARACTERISTICS

- Project maximums are \$10,000 for up to two years of activities.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines can be viewed here:
http://www.southernsare.uga.edu/pdf_files/10works.pdf

APPLICATION PROCESS

- The 2011 Sustainable Community Innovation Grant Call for Proposals will be released August 2011. Application guidelines from 2010 can be viewed here:
<http://www.southernsare.uga.edu/currentcalls/sci.doc>

¹⁰ SARE is a competitive grants program funded by the U.S. Department of Agriculture and Environmental Protection Agency to promote research and education about sustainable agriculture

FUNDING AVAILABLE IN FY2010

- In FY2010, more than \$90,000 in grants from the Southern Sustainable Agriculture Research and Education (SARE) program were awarded to farmers, researchers, agriculture professionals, and community members throughout the South for their efforts in blending sustainable agriculture practices with community development strategies to increase and support farms, businesses, families and communities.

PROJECT EXAMPLES

- A growers cooperative in East Tennessee used a SCI grant to implement a variety of recruiting activities that resulted in the growth of cooperative membership by 34 percent in one year. Up from 65 the year before to 87 members. 30 of these members made 64 different food or farm products. This assistance included help developing recipes and labels, and help placing their products in local markets. A diverse Advisory Committee composed of farmers and agricultural professionals, local officials and representatives of local business, community, college/university and economic development groups, began assisting with the development of a retail store feasibility study to increase markets for members' value-added products.

CONTACT PERSON

John Mayne, PhD
Assistant Director
Southern SARE Program
Phone: 828.626.2680
Email: jmayne@uga.edu

WEBSITE

http://www.southernsare.uga.edu/scig_page.htm

CDFI Fund

U.S. Department of the Treasury

VALUE-ADDED PRODUCER GRANTS (VAPG)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|------------------------|-------------|----------------|
| Rural Business Cooperative Service, USDA | Value-Added Production | Rural Areas | Grants |

DESCRIPTION

The Value-Added Producer Grants (VAPG) program provides competitive grants to individual independent agricultural producers, groups of independent producers, producer-controlled entities, organizations representing agricultural producers, and farmer or rancher cooperatives to create or develop value-added producer-owned businesses.

The term “value-added” includes an agricultural commodity or product that has been processed, segregated, produced with inherently value-added characteristics, and/or is a source of farm or ranch-based renewable energy – an agricultural commodity or product that is aggregated and marketed as a locally-produced agricultural food product. Agricultural producers include farmers, ranchers, loggers, agricultural harvesters and fishermen that engage in the production or harvesting of an agricultural commodity.

Farmers can now be funded under the program for the development of mid-tier value chains, which the farm bill defines as local and regional supply networks that link independent producers with businesses and cooperatives that market value-added agricultural products in a manner that targets and strengthens the profitability and competitiveness of small and medium sized family farms and ranches; and enter into an agreement from an eligible agricultural producer group, farmer or rancher cooperative, or majority controlled producer-based business venture that is engaged in the value chain on a marketing strategy.

CDFI INVOLVEMENT

Qualified CDFIs are eligible applicants for funding.

ELIGIBILITY

Eligible Applicants:

- Agricultural producers, businesses owned by a majority of agricultural producers, and organizations representing agricultural producers for business planning or working capital expenses associated with marketing a value-added agricultural product.

Eligible Activities:

- Grants may be used to fund one of the following two activities:
 - Develop business plans and feasibility studies (including marketing plans or other planning activities) needed to establish viable marketing opportunities for value-added products; or
 - Acquire working capital to operate a value-added business venture or alliance. Working capital applications generally must be supported by an independent feasibility study as well as a business plan.
- Grant funds may not be used for repair, acquisition, or construction of a building or facility or to purchase, rent or install fixed equipment.

- Types of Valued-Added Activities Eligible for Grants:

| Commodity Processing | Market Differentiation | Commodity Segregation | On-Farm Renewable Energy | Local Food | Mid-Tier Value Chain |
|---|---|---|--|---|--|
| Increasing value by changing commodity's physical state | Increasing value by marketing the commodity's special identity or character | Increasing value by keeping the commodity physically apart in production and distribution | Realizing value by transforming natural resources into energy on the farmstead | Increasing value by aggregating and marketing food for local markets | Increasing value by linking farmers with local and regional supply networks in which they are equal partners |
| Examples: wine, flour, cheese, jam, biodiesel | Examples: organic, grass-fed, humane, state branding | Examples: GMO-free, no-rBGH, Varietal purity | Examples: wind, solar, geothermal, on-farm biodiesel | Examples: buy local -buy fresh, community based food enterprises, supplying local procurement preferences | Examples: farm to institution, farm to food service or restaurant , value chain using a consumer seal |
| Planning or working capital | Working capital | Planning or working capital | Planning or working capital | Planning or working capital | Planning or working capital |

FUNDING CHARACTERISTICS

- Awards may not exceed \$100,000 for planning grants and \$300,000 for working capital grants. Matching funds are required. Two ten percent funding set-aside categories were established, one for mid-tier value chain projects, and one for projects creating opportunities for beginning or socially disadvantaged farmers or ranchers.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Regulatory and other requirements for the grant can be viewed in the Notice of Funds Availability (NOFA) here: <http://www.rurdev.usda.gov/rbs/coops/regulations.htm>

APPLICATION PROCESS

- Application guidelines can be viewed at the link listed above.

FUNDING AVAILABLE IN FY2010

- Approximately \$20.4 million was available in FY2010.

PROJECT EXAMPLES

- The Nebraska Small Farms Cooperative received a \$250,000 grant in 2004 to expand its product line and market overseas. The coop has grown from 29 farmers/members in 2004 to over 90 today. It markets pre-cooked, USDA verified, non-hormone treated meat to businesses in the U.S. and Europe. Not only has the coop passed value-added profits back to farmers, but its success has also spilled over to a local meat processing plant as annual processing contracts were signed to benefit both parties.

CONTACT PERSON

Tracey Kennedy
USDA VAPG Program Manager
Phone: 202.690.1428

WEBSITE

<http://www.rurdev.usda.gov/rbs/coops/vadg.htm>

CDFI Fund

U.S. Department of the Treasury

U.S. Department of Commerce

ECONOMIC DEVELOPMENT TECHNICAL ASSISTANCE

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|----------------------|-----------|----------------|
| Economic Development Administration, Commerce Department | Economic Development | N/A | Project Grants |

DESCRIPTION

The Economic Development Administration (EDA) oversees three technical assistance programs (National, Local and University Center) that promote economic development and alleviate unemployment, underemployment, and out-migration in distressed regions. These programs provide grants or cooperative agreements to:

- Invest in institutions of higher education to establish and operate University Centers to provide technical assistance to public and private sector organizations with the goal of enhancing local economic development;
- Support innovative approaches to stimulate economic development in distressed regions;
- Disseminate information and studies of economic development issues of national significance; and
- Finance feasibility studies and other projects leading to local economic development.

These programs aid the long-range economic development of regions with severe unemployment and low per capita income. Investments are intended to finance projects that would be useful in alleviating or preventing conditions of excessive unemployment or underemployment.

CDFI INVOLVEMENT

Qualified CDFIs are eligible applicants for technical assistance funding.

ELIGIBILITY

Eligible Applicants:

- Most technical assistance recipients are private or public nonprofit organizations and educational institutions. Eligible recipients include a State, city, county, or other political subdivision of a State, including a special purpose unit of a State or local government engaged in economic or infrastructure development activities, or an institution of higher education or a consortium of institutions of higher education, an Economic Development District organization, a private or public nonprofit organization or association, including a faith-based nonprofit organization, acting in cooperation with officials of a political subdivision of a State, or an Indian Tribe, or a consortium of Indian Tribes. Individuals, companies, corporations, and associations organized for profit are not eligible.

Eligible Activities:

- Technical assistance is used to provide information, data, and know-how in evaluating, shaping and implementing specific projects and programs that promote economic development in economically distressed regions. EDA may identify specific training, research or technical assistance projects it will fund under National Technical Assistance, which will be subject to competition. Ordinarily, these projects are specified in a Federal Funding Opportunity, which will provide the specific requirements, timelines and the appropriate points of contact and addresses.

FUNDING CHARACTERISTICS

- Matching Requirements: Generally, the amount of the EDA award may not exceed 50 percent of the total cost of the project. Projects may receive an additional amount that does not exceed 30 percent, based on the relative needs of the region in which the project will be located, as determined by EDA. The Assistant Secretary of Commerce for Economic Development has the discretion to establish a maximum EDA investment rate of up to 100 percent where the project merits and is not otherwise feasible without an increase to the EDA investment rate; or will be of no or only incidental benefit to the recipient. In-kind contributions, fairly evaluated by EDA, may provide the non-federal share of the total project cost. The length of the project period for National and Local Technical Assistance projects varies, but is usually for a period of one year.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- No program reports are required. No cash reports are required.
- OMB Circular No. A-102 applies to this program: <http://www.whitehouse.gov/sites/default/files/omb/assets/omb/circulars/a102/a102.pdf>. OMB Circular No. A-110 applies to this program: http://www.whitehouse.gov/omb/circulars_a110/. Except for applications that have a national or multi-regional focus, applications are subject to the requirements of Executive Order 12372, "Intergovernmental Review of Federal Programs" and implementing regulations at 13 CFR 302.9.

APPLICATION PROCESS

- For National Technical Assistance and University Center competitions, the deadlines are set forth in the applicable FFO. For Local Technical Assistance, regional offices accept applications on a rolling basis. Approval or disapproval of an application is generally made within four months; in many cases, the timeline for award announcement is set forth in the applicable FFO.

FUNDING AVAILABLE IN FY2010

- Approximate funding for FY2010 was \$13.4 million.

PROJECT EXAMPLES

- N/A

CONTACT PERSON

Maureen V. Klovers
1401 Constitution Avenue, NW Room 7019
Washington, DC 20230
Phone: 202.482.2785
Email: mklovers@eda.doc.gov

WEBSITE

www.eda.gov

CDFI Fund

U.S. Department of the Treasury

FISHERIES FINANCE PROGRAM (FFP)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|---------------------------|-----------|----------------|
| National Oceanic and Atmospheric Administration, Department of Commerce | Food Production - Fishing | N/A | Loans |

DESCRIPTION

The Fisheries Finance Program (FFP) provides direct loans for certain fisheries costs. The FFP provides financing for the purchase of used vessels or the reconstruction of vessels (limited to reconstructions that do not add to fishing capacity), refinancing for existing debt obligations; financing or refinancing fisheries shoreside facilities or aquacultural facilities; and the purchase or refinancing of Individual Fishing Quota (IFQ) in the North Pacific. Direct loans are available for up to 80 percent of actual cost.

CDFI INVOLVEMENT

Eligibility requirements for application are broad, and CDFIs are eligible to apply for funding. To date, it is unclear if any CDFIs have been successful applicants for the funding.

ELIGIBILITY

Eligible Applicants:

- Eligible applicants are U.S. citizens with good credit and earnings record, net worth, and liquidity behind the project and at least a three year history of owning or operating the fisheries project which will be the subject of the proposed application, or a three year history owning or operating a comparable project. Projects must be fully secured with assets, including personal guarantees (non-recourse credit is not available).

Eligible Activities:

- Reconstruction or reconditioning of fishing vessels, renovation, repair or construction of fisheries shore side facilities, (including aquaculture facilities) and financing and refinancing the cost of certain IFQs. Funds from this program are not used for purposes which contribute to over capitalization of the fishing industry.

FUNDING CHARACTERISTICS

- The program provides long-term, fixed-rate loans with interest rates of two percent over the U.S. Department of the Treasury's cost of funds. Loan maturities up to 25 years, but not exceeding the economic useful life of the project.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Regulations can be viewed in the Code of Federal Regulations [50 CFR 253](#).

APPLICATION PROCESS

- The application process varies depending on the eligible project. Interested applicants should contact their regional Financial Services Branch and discuss the project. If the proposal appears to meet the program's requirements, and applicants can submit an application form along with a one-time filing/commitment fee equal to half of one percent of the proposed loan amount.

FUNDING AVAILABLE IN FY2010

- For FY2010, there was appropriated \$59 million loan authority for the traditional loan program and \$16 million for the IFQ loan program.

PROJECT EXAMPLES

- N/A

CONTACT PERSON

Leo Erwin
Financial Services Division,
National Marine Fisheries Service
Department of Commerce
1315 East-West Highway
Silver Spring, Maryland 20910
Phone: 301.713.2390
Email: leo.erwin@noaa.gov

WEBSITE

http://www.nmfs.noaa.gov/mb/financial_services/ffp.htm

CDFI Fund

U.S. Department of the Treasury

U.S. Department of Health and Human Services (HHS)

COMMUNITY ECONOMIC DEVELOPMENT (CED) GRANTS

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|----------------------|-----------|----------------|
| Administration for Children and Families, HHS | Economic Development | N/A | Grants |

DESCRIPTION

The Community Economic Development (CED) program is for Community Development Corporations (CDCs) to provide technical and financial assistance for community economic development activities designed to address the economic needs of low-income individuals and families through the creation of employment and business opportunities in low-income communities. The CED program provides grants to support business start-ups or business expansions that develop new products, services, and other commercial activities that result in the creation of full-time permanent jobs for low-income individuals within a low-income service area.

The grants serve as catalysts for attracting additional private and public dollars; for every CED dollar awarded, \$3-5 is leveraged. Types of projects funded include business incubators, shopping centers, manufacturing businesses and agriculture initiatives. The program encourages grantees to propose projects focusing on automotive and environmental industries. Examples of environmental industries include, but are not limited to: residential and commercial energy efficiency and retrofit; green products; recycling, renewable or alternative energy; and urban agriculture and horticulture. The program further encourages grantees to propose projects that are committed to employing green business practices in project construction and project operations.

CED projects may be funded for work in any qualified geographic area, and in any viable industry. However, the program strongly encourages work in states that do not already have Community Economic Development (CED) or Job Opportunities for Low-Income individuals (JOLI) projects. Currently, these states are Alaska, Alabama, Delaware, Idaho, Kansas, Mississippi, New Hampshire, Nevada, Rhode Island, Utah, Wyoming, Guam, Northern Mariana Islands, and the Virgin Islands.

CDFI INVOLVEMENT

CDFIs are current and past recipient of CED grants. Interested applicants can apply directly to the program, or can serve as a partnering organization. The CED program encourages applicants that propose projects in the environmental industry, including urban agriculture and horticulture.

ELIGIBILITY**Eligible Applicants:**

- Private, non-profit CDCs experienced in developing and managing economic development projects. Faith-based and community organizations meeting the statutory eligibility requirements are also eligible to apply.

Eligible Activities:

- CED-funded projects can be non-construction or construction projects. For non-construction projects, the grant period is three years. For construction projects, the grant period is five years. The CED program permits facility construction as needed to support business creation, business expansion and/or job creation;
- Activities must benefit the targeted populations identified in the statute, including low-income individuals that may be unemployed or receiving public assistance, including Temporary Assistance for Needy Families (TANF), at-risk youth, custodial and non-custodial parents, residents of public housing, persons with disabilities, persons who are homeless, and individuals transitioning from incarceration into the community; and
- CED funds cannot be used exclusively to support training and technical assistance centers as the vehicle for the creation of jobs.

FUNDING CHARACTERISTICS

- Sometimes grantees pay for all aspects of the project with CED funds. When non-CED financing is required to fully implement the project, grantees must procure firm commitments for loans, municipal or state tax credits, equity stock investments, or other supporting grants prior to applying for a CED grant.
- Grantees must document the availability of the cash through letters of unconditional financial commitments from the investor or donor making the contribution. When in-kind contributions of personal property are used to support the project, the grantee must obtain an inventory valuation for equipment and/or a certified appraisal for real property, as appropriate.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Requirements for grantees can be viewed here:
<http://www.acf.hhs.gov/grants/open/foa/view/HHS-2010-ACF-OCS-EE-0001/html#c.d.section.I>

APPLICATION PROCESS

- Application details can be viewed at the link listed above.

FUNDING AVAILABLE IN FY2010

- Approximate funding for FY2010 was \$36 million; each year approximately 40-45 grants are awarded with a maximum grant award level of \$800,000.

PROJECT EXAMPLES

- The White Earth Investment Initiative (WEII) was awarded \$280,000 to make a loan to Native Harvest, an income-generating, wholly-owned subsidiary of White Earth Land Recovery Project. Native Harvest is part of the specialty foods industry and produces and distributes traditional Anishinaabeg Native American and Native Alaskan food products on the White Earth Native American reservation in northwestern Minnesota.
- The White Earth Investment Initiative provided infrastructure, equipment, and working capital to allow the Native Harvest organization to expand and prosper in Ogema, Minnesota. A variety of organic harvesting of products (wild rice, maple syrup, birch bark baskets, etc.) was expected to result in one business expansion and create 35 full-time jobs.¹¹

CONTACT PERSON

Rafael J. Elizalde
Office of Community Services Operations Center
Administration for Children and Families
1515 Wilson Blvd., Suite 100 Arlington, VA 22209
Phone: 1.800.281.9519
Email: ocsgrants@acf.hhs.gov

WEBSITE

<http://www.acf.hhs.gov/programs/ocs/ced/index.html>

¹¹ http://www.acf.hhs.gov/programs/ocs/ced/report/fy06/report_con3.html

CDFI Fund

U.S. Department of the Treasury

COMMUNITY TRANSFORMATION GRANTS

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---------------------------------|---------------|-----------|----------------|
| Center for Disease Control, HHS | Health Equity | N/A | Grants |

DESCRIPTION

These grants are intended to support the implementation and evaluation of community prevention activities that "reduce chronic disease rates, prevent the development of secondary conditions, address health disparities, and develop a stronger evidence-base of effective prevention programming." Health and Human Services and the Center for Disease Control indicate that a strong focus of the grants will be to increase health equity. Community Transformation Grants will require, in addition to jurisdiction or population-wide changes, the reduction of health inequities for one or two particular populations within the community or state.

Community Transformation Grants will also have a capacity building component to provide substantial training and technical assistance to help communities get leadership and coalitions established that will enable implementing projects that achieve transformative community policy and environmental change. As more funds become available, communities awarded the capacity building grants will be able to transition into the implementation phase.

Language in the Affordable Care Act specifically mentions that activities undertaken by the Community Transformation Grants can include "creating the infrastructure to support active living and access to nutritious foods in a safe environment." The Centers for Disease Control and Prevention is still finalizing details of exactly what they will fund and how the money will be distributed.

CDFI INVOLVEMENT

Although the Funding Opportunity Announcement for Community Transformation Grants has not yet been released (as of publication of this guide), nonprofit CDFIs are likely to be eligible applicants.

ELIGIBILITY

Eligible Applicants:

- State and local jurisdictions, national networks of community-based organizations, state or local nonprofits, and Native American tribes will likely be eligible to apply for Community Transformation Grants. Partnerships between governmental and non-governmental entities may also be encouraged.

Eligible Activities:

- Applicants must devise a plan that lays out changes in policies, programs, environment and infrastructure. Specific activities suggested in the law include increasing access to nutritious foods, creating healthier school environments, encouraging physical activity, improving community safety, expanding worksite wellness programs and reducing health disparities.

FUNDING CHARACTERISTICS

- The grants will be awarded competitively, based on proposals submitted and the ability of the applicants to engage stakeholders from across the community, including those in health care and beyond. At least 20 percent of the grants will be awarded to rural and frontier areas.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines will be available in the funding opportunity announcement, which has not been released.

| APPLICATION PROCESS | |
|--|----------------|
| <ul style="list-style-type: none"> Application guidelines will be available in the funding opportunity announcement, which has not been released. | |
| FUNDING AVAILABLE IN FY2010 | |
| <ul style="list-style-type: none"> This is a new initiative. No funding was awarded in FY2010. | |
| PROJECT EXAMPLES | |
| <ul style="list-style-type: none"> N/A | |
| CONTACT PERSON | WEBSITE |
| Contact information has not been released specifically for this grant. | N/A |

CDFI Fund

U.S. Department of the Treasury

U.S. Department of Housing and Urban Development (HUD)

BROWNFIELDS ECONOMIC DEVELOPMENT INITIATIVE (BEDI)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|----------------------|-----------|--|
| Community Planning and Development, HUD | Economic Development | N/A | Grants in conjunction with loan guarantees |

DESCRIPTION

Brownfields Economic Development Initiative (BEDI) is a competitive grant program used to spur the return of brownfields to productive economic reuse as well as stimulate economic and community development. BEDI is designed to assist cities with the redevelopment of abandoned, idled and underused industrial and commercial facilities where expansion and redevelopment is burdened by real or potential environmental contamination.

BEDI funds are used as the stimulus for local governments and private sector parties to commence redevelopment or continue phased redevelopment efforts on brownfields sites where either potential or actual environmental conditions are known and redevelopment plans exist.

HUD emphasizes the use of BEDI and Section 108 Loan Guarantee funds to finance projects and activities that will provide near-term results and demonstrable economic benefits. BEDI funds are used to enhance the security or to improve the viability of a project financed with a new Section 108 guaranteed loan commitment.

Section 108 is the loan guarantee provision of the Community Development Block Grant (CDBG) program. The BEDI funds minimize the potential loss of future CDBG allocations. Both Section 108 loan proceeds and BEDI grant funds are initially made available by HUD to public entities approved for assistance, who either re-loans the Section 108 loan proceeds and provide BEDI funds to a business or other entity to carry out an approved economic development project, or carries out the eligible project itself.

CDFI INVOLVEMENT

CDFIs can apply for funding from their appropriate state and local government agencies, and are past recipients of BEDI grant funding.

ELIGIBILITY

Eligible Applicants:

- CDBG entitlement communities and non-entitlement communities are eligible to receive BEDI funds and loan guarantees. A request for a new Section 108 loan guarantee authority must accompany each BEDI application. BEDI and Section 108 funds must be used in conjunction with the same economic development project. Non-entitlement communities, including those in Hawaii, may also apply for and receive grants under the BEDI program. If a non-entitlement community receives a BEDI grant and applies for Section 108 loan guarantee assistance, the applicable state entity (or HUD, in the case of Hawaii) is required to pledge Community Development Block Grant (CDBG) funds as partial security for the loan guarantee.

Eligible Activities:

- Each activity assisted with Section 108 loan guarantees and BEDI funds must meet one of the CDBG Program's three National Objectives:
 - Benefit low and moderate income persons;
 - Prevent or eliminate slums or blight; or
 - Address imminent threats and urgent community needs.
- Uses of BEDI Grant Funds:
 - Land Writedowns;
 - Site remediation Costs;
 - Funding reserves;

- Over-Collateralizing the Section 108 Loan;
- Direct Enhancement of the Security of the Section 108 Loan; and
- Provisions of Financing to For-Profit Businesses at a Below market Interest Rate.
- There are certain limitations on the use of BEDI grants and Section 108 funds. BEDI funds may not immediately repay the principle of a loan guaranteed under Section 108. BEDI funds shall not be used to provide public or private sector entities with funding to remediate contamination caused by their actions. Applicants may not propose sites listed or proposed for listing on EPA's National Priority List (NPL); sites subject to unilateral administrative orders, court orders, administrative on consent, or judicial consent decrees issued or entered under CERCLA, and facilities that are subject to the jurisdiction, custody or control of the federal government. Further, applicants are cautioned against proposing projects on sites where the nature and degree of environmental contamination is not well-quantified or are the subject of on-going litigation or environmental enforcement action.

FUNDING CHARACTERISTICS

- The minimum BEDI to Section 108 ratio is \$1:\$1, so each grant dollar of BEDI funds must be accompanied by one dollar of Section 108 loan guarantee.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Requirements can be viewed here:
<http://www.hud.gov/offices/adm/grants/nofa10/gensec.pdf>

APPLICATION PROCESS

- Application Guidelines can also be viewed at the link listed above.

FUNDING AVAILABLE IN FY2010

- Approximately \$17.5 million was available in FY2010.

PROJECT EXAMPLES

- Cuyahoga County, OH received a BEDI grant of \$2 million and a Section 108 Loan for \$2 million to complete a phase of the Flats East Bank Neighborhood Project. The goal of the project is to clean up a site to make it suitable for the construction of a 27,300 square foot grocery store that is expected to create 52 new full-time jobs, and 100 temporary construction jobs. The grocery store will be the only downtown full service grocery store in Cleveland, and is expected to be a source of healthy food for the city residents.

CONTACT PERSON

WEBSITE

David Kaminsky
Office of Economic Development
Phone: 202.402.4612
Email: David_Kaminsky@hud.gov

<http://hud.gov/offices/cpd/economicdevelopment/programs/bedi/index.cfm>

CDFI Fund

U.S. Department of the Treasury

COMMUNITY DEVELOPMENT BLOCK GRANT (CDBG) PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|-----------------------|-----------|----------------|
| Office of Community Planning and Development, HUD | Community Development | N/A | Grants |

DESCRIPTION

The Community Development Block Grant (CDBG) program is a flexible program that provides communities with resources to address a wide range of unique community development needs. Beginning in 1974, the CDBG program is one of the longest continuously run programs at HUD. The CDBG program provides annual grants on a formula basis to 1209 general units of local government and States.

The CDBG program works to ensure decent affordable housing, to provide services to the most vulnerable in our communities, and to create jobs through the expansion and retention of businesses. CDBG is an important tool for helping local governments tackle serious challenges facing their communities. According to a survey conducted by OFN, CDBG is the second largest source of federal funding for CDFIs after the CDFI Fund's FA program.¹²

The annual CDBG appropriation is allocated between States and local jurisdictions called "non-entitlement" and "entitlement" communities respectively. Entitlement communities are comprised of central cities of Metropolitan Statistical Areas (MSAs); metropolitan cities with populations of at least 50,000; and qualified urban counties with a population of 200,000 or more (excluding the populations of entitlement cities). States distribute CDBG funds to non-entitlement localities not qualified as entitlement communities.

HUD determines the amount of each grant by using a formula comprised of several measures of community need, including the extent of poverty, population, housing overcrowding, age of housing, and population growth lag in relationship to other metropolitan areas.

Program Areas:

- *Entitlement Communities.* The CDBG entitlement program allocates annual grants to larger cities and urban counties to develop viable communities by providing decent housing, a suitable living environment, and opportunities to expand economic opportunities, principally for low- and moderate-income persons.
- *State Administered CDBG.* Also known as the Small Cities CDBG program, States award grants to smaller units of general local government that carry out community development activities. Annually, each State develops funding priorities and criteria for selecting projects.
- *Section 108 Loan Guarantee Program.* CDBG entitlement communities are eligible to apply for assistance through the section 108 loan guarantee program. CDBG non-entitlement communities may also apply, provided their State agrees to pledge the CDBG funds necessary to secure the loan. Applicants may receive a loan guarantee directly or designate another public entity, such as an industrial development authority, to carry out their Section 108 assisted project.
- *Insular Areas.* The Insular Areas CDBG program provides grants to four designated insular areas: American Samoa; Guam; Northern Mariana Islands; and the Virgin Islands.
- *Disaster Recovery Assistance.* HUD provides flexible grants to help cities, counties, and States recover from Presidentially declared disasters, especially in low-income areas, subject to availability of supplemental appropriations.
- *Colonias.* Texas, Arizona, California, and New Mexico set aside up to ten percent of their State CDBG funds for improving living conditions for colonias residents.

CDFI INVOLVEMENT

CDFIs are past and current recipients of CDBG funding, and can apply for CDBG funds through their state and local government, depending on where the CDFI is located.

ELIGIBILITY

¹² OFN Federal Funding Survey 2008

Eligible Applicants:

- Metropolitan cities and urban counties (i.e. CDBG entitlement recipients);
- Non-entitlement communities that are assisted in the submission of applications by States that administer the CDBG program; and
- Non-entitlement communities eligible to receive CDBG funds under the HUD-Administered Small Cities CDBG program (Hawaii). The public entity may be the borrower or it may designate a public agency as the borrower.

Eligible Activities:

- Over a one, two, or three-year period, as selected by the grantee, at least 70 percent of CDBG funds must be used for activities that benefit low- and moderate-income persons. In addition, each activity must meet one of the following national objectives for the program: benefit low- and moderate-income persons, prevention or elimination of slums or blight, or address community development needs having a particular urgency because existing conditions pose a serious and immediate threat to the health or welfare of the community for which other funding is not available.

FUNDING CHARACTERISTICS

- The CDBG program provides annual grants on a formula basis to general units of local government and States. HUD determines the amount of each grant by using a formula comprised of several measures of community need, including the extent of poverty, population, housing overcrowding, age of housing, and population growth lag in relationship to other metropolitan areas.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- The April 2010 revision of CPD's Economic Development Toolkit provides guidance on the effective use of CDBG funds for financing eligible economic development projects, including microenterprise and small business development, large-scale commercial and industrial development, and job creation, job retention, and job training activities.
The manual discusses the basics of financial underwriting and application of HUD's public benefit standards. It explores a variety of economic development financing methods, including Section 108 Loan Guarantee Program financing, the application and approval process, collateral and debt coverage requirements, and companion grant programs.
- View the manual here: <http://www.hud.gov/offices/cpd/economicdevelopment/toolkit/index.cfm>

APPLICATION PROCESS

- The annual CDBG appropriation is allocated between States and local jurisdictions non-entitlement and entitlement communities. Applicants must apply directly to their state or local government.

CDFI Fund

U.S. Department of the Treasury

FUNDING AVAILABLE IN FY2010

- Approximately \$4.5 billion in funding was available for FY2010.

PROJECT EXAMPLES

- In 2009, the state of Louisiana approved \$7 million for the Fresh Food Retailers Initiative program, allowing the City of New Orleans to access federal Community Development Block Grant funds needed to implement the project. The Fresh Food Retail Initiative is a three-year program of forgivable and low-interest loans made to supermarkets, grocery stores and other fresh food retailers, designed to provide healthy food at affordable prices in underserved neighborhoods in New Orleans.
- The CDBG money will establish the fresh food program by providing up to 50 percent in matching funds to an FFRI partnership, which will consist of a local nonprofit and a community development lender. Competitively selected and overseen by the City of New Orleans, the FFRI partnership will ensure that new or existing stores dedicate significant shelf space to fresh produce, as well as oversee product placement, marketing and outreach efforts to low-income neighborhoods. The Fresh Food Retailers Initiative program is a component of the city's broader Healthy Communities agenda, which works toward the goal of widespread access to affordable fresh food.¹³

CONTACT PERSON

<http://www.hud.gov/offices/cpd/communitydevelopment/programs/contacts/>

WEBSITE

<http://www.hud.gov/offices/cpd/communitydevelopment/programs/index.cfm>

¹³ <http://www.marketmakeovers.org/news/story/state-of-louisiana-approves-7-million-for-fresh-food-initiative-in-new-orleans>

RURAL INNOVATION FUND (RIF)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|-------------------|------------------|-----------------------|
| Office of Community Planning and Development, HUD | Rural Development | Rural Areas | Grants |

DESCRIPTION

The Rural Innovation Fund (RIF) was included in President Obama's Fiscal Year 2010 budget request and was enacted by Congress with the 2010 Consolidated Appropriations Act. It replaces HUD's former Rural Housing and Economic Development Program. The Rural Innovation Fund will award grants on a competitive basis to successful grant applications that propose new and innovative solutions to poor housing conditions and concentrated poverty in rural and tribal areas.

HUD has established three categories of funding within the Rural Innovation Fund:

- **Single Purpose Grants:** These projects identify a single area of need within a given rural area and propose specific activities to address that need. The maximum individual award in this category will be \$300,000 and a total of \$7.5 million will be available.
- **Comprehensive Purpose Grants:** These projects have deeply examined the social, economic and housing needs and resources of a given rural area and propose a multi-pronged approach to address these multifaceted needs in a comprehensive manner. The maximum individual award in this category will be \$2 million and a total of \$13.25 million will be available.
- **Economic Development and Entrepreneurship for Federally Recognized Indian Tribes:** These projects enable Indian tribes to promote economic development and entrepreneurship.

CDFI INVOLVEMENT

CDFIs that are local rural nonprofit organizations can apply for funding. The program has not yet funded any applications.

ELIGIBILITY

Eligible Applicants:

- State housing finance agencies;
- Community development corporations;
- State community and/or economic development agencies;
- Local rural non-profit organizations, federally recognized Indian tribes; and
- Consortia of these eligible groups.

Eligible Activities:

- Commissioning architectural and engineering plans;
- Construction of innovative new housing units;
- Demolition and/or rehabilitation of existing housing units to increase sustainability and/or energy efficiency;
- Land acquisition;
- Homeownership counseling; and
- Revolving loan programs and microlending programs to establish or grow local businesses and create jobs.

Direct financial assistance in the form of grants, loans and funding for Individual Development Accounts (IDAs) for affordable housing, entrepreneurship and economic development leading to job opportunities.

CDFI Fund

U.S. Department of the Treasury

FUNDING CHARACTERISTICS

- Preference will be given to projects that leverage funds from other sources to support their activities and will also award bonus points on the application rating scale to projects located in and serving Empowerment Zones (EZs), Enterprise Communities (EC-IIIs) and federally designated Renewal Communities (RCs) including the Lower Mississippi Delta Region, Appalachia's Distressed Communities and Colonias located in Arizona, California, New Mexico and Texas.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- An eligible agency or organization may only apply once for funding through the Rural Innovation Fund. Indian tribes may apply for any one of the three funding categories and must specify which on their applications.

APPLICATION PROCESS

- Application guidelines can be viewed here: <http://www.hud.gov/offices/adm/grants/nofa10/rural-innov.cfm>

FUNDING AVAILABLE IN FY2010

- \$25 million was appropriated for the RIF in FY2010, and HUD added to that amount an additional \$750,000 in unspent funds from the FY2009 budget of the Rural Housing and Economic Development Program.

PROJECT EXAMPLES

- This is a new program for FY2010, and no projects have currently been funded.

CONTACT PERSON

Thann Young, Community Planning and
Development Specialist
451 7th Street, SW
Washington, DC 20410
Phone: 202.708.2290
Email: Thann.Young@hud.gov

WEBSITE

www.hud.gov

SECTION 108 LOAN GUARANTEE

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|-----------------------|-----------|----------------|
| Office of Community Planning and Development, HUD | Community Development | N/A | Loan Guarantee |

DESCRIPTION

Section 108 is the loan guarantee provision of the Community Development Block Grant (CDBG) program. The program provides communities with a source of financing for economic development, housing rehabilitation, public facilities, and large-scale physical development projects. It allows local governments to transform a small portion of their CDBG funds into federally guaranteed loans large enough to pursue physical and economic revitalization projects that can renew entire neighborhoods.

Loan commitments are often paired with Brownfield Economic Development Initiative (BEDI) grants, which can be used to pay predevelopment costs of a Section 108-funded project. They can also be used as a loan loss reserve (in lieu of CDBG funds), to write-down interest rates, or to establish a debt service reserve.

Section 108 obligations are financed through underwritten public offerings. Financing between public offerings is provided through an interim lending facility established by HUD.

Commitments are limited as follows:

- Entitlement public entities may apply for up to five times the public entity's latest approved CDBG entitlement amount, minus any outstanding Section 108 commitments and/or principal balances of Section 108 loans.
- State assisted public entities may apply for up to five times the latest approved CDBG amount received by its State, minus any outstanding Section 108 commitments and/or principal balances on Section 108 loans for which the State has pledged its CDBG funds as security.

CDFI INVOLVEMENT

CDFIs can apply for funding from their appropriate state and local government agencies, and are past recipients of section 108 Loan Guarantees.

ELIGIBILITY

Eligible Applicants:

- Metropolitan cities and urban counties (i.e. CDBG entitlement recipients);
- Nonentitlement communities that are assisted in the submission of applications by States that administer the CDBG program; and
- Nonentitlement communities eligible to receive CDBG funds under the HUD-Administered Small Cities CDBG program (Hawaii). The public entity may be the borrower or it may designate a public agency as the borrower.

Eligible Activities:

- Economic development activities eligible under CDBG;
- Acquisition of real property;
- Rehabilitation of publicly owned real property;
- Housing rehabilitation eligible under CDBG;
- Construction, reconstruction, or installation of public facilities (including street, sidewalk, and other site improvements);
- Related relocation, clearance, and site improvements;
- Payment of interest on the guaranteed loan and issuance costs of public offerings;
- Debt service reserves;
- Public works and site improvements in colonias; and
- In limited circumstances, housing construction as part of community economic development, Housing Development Grant, or Nehemiah Housing Opportunity Grant programs.

CDFI Fund

U.S. Department of the Treasury

FUNDING CHARACTERISTICS

- Interest rates on interim borrowing are priced at the three-month London Interbank Offered (LIBO) rate plus 20 basis points. Permanent financing is pegged to yields on U.S. Treasury obligations of similar maturity to the principal amount. A small additional basis point spread, depending on maturity, will be added to the Treasury yield to determine the actual rate.
- The principal security for the loan guarantee is a pledge by the applicant public entity or the State (in the case of a non-entitlement public entity) of its current and future CDBG funds. Additional security will also be required to assure repayment of guaranteed obligations. The additional security requirements will be determined on a case-by-case basis, but could include assets financed by the guaranteed loan.
- The maximum repayment period for a Section 108 loan is 20 years. HUD has the ability to structure the principal amortization to match the needs of the project and borrower. Each annual principal amount will have a separate interest rate associated with it.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Regulations governing the Section 108 program can be viewed at 24 CFR 570, Subpart M, Loan Guarantees.

APPLICATION PROCESS

- Interested applicants should contact their local HUD office in advance for help in preparing an application. The program has no forms, but the application process is described in [24 CFR 570.704](#),

FUNDING AVAILABLE IN FY2010

- Approximately \$275 million was available in FY2010, and \$500 million in FY2011.

PROJECT EXAMPLES

- The City of Rockford, IL received \$900,000 in loan guarantee assistance for the development of a 32,000 square foot supermarket as part of the South Main Street Redevelopment Project. Section 108 assistance is in conjunction with a HUD Brownfields Economic Development (BEDI) grant in the amount of \$300,000. The project involves site acquisition, relocation, infrastructure, and construction activities. The supermarket will serve a low- and moderate-income neighborhood and will help anchor a major neighborhood redevelopment effort intended to link South Rockford and the Rockford Central Business District.
- The City will loan the Section 108 funds to the Rockford Local Development Corporation (RLDC), who will carry out the project as a subrecipient on behalf of the City and will remove blighted buildings, correct environmental issues, and construct the supermarket. The supermarket will be owned by RLDC and leased to Gray's, an experienced local supermarket operator holding an IGA franchise. The total project cost is estimated at \$7.2 million and will provide benefit to the area's low- and moderate-income residents.

CONTACT PERSON

Paul Webster, Director, Financial Management Division
Office of Community Planning and Development
U.S. Department of Housing and Urban Development
451 7th Street, SW Room 7206
Washington, DC 20410
Phone: 202.708.1871
Fax: 202.708.1798
Email: paul.webster@hud.gov

WEBSITE

<http://www.hud.gov/offices/cpd/communitydevelopment/programs/108/>

U.S. Department of the Interior

INDIAN LOAN GUARANTY AND INTEREST SUBSIDY PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|----------------------|--------------|-----------------|
| Office of Indian Energy and Economic Development, Interior Department | Economic Development | Tribal Areas | Loan Guarantees |

DESCRIPTION

The Division of Capital Investment manages the Indian Loan Guaranty, Insurance, and Interest Subsidy Program which breaks through the conventional barriers to financing for tribes and individuals. The loan program helps facilitate loan financing for borrowers that would not be able to do so otherwise. Projects financed must have a positive economic impact to the tribal reservation or service area.

CDFI INVOLVEMENT

CDFIs are explicitly named as eligible lending institutions.

ELIGIBILITY

Eligible Applicants:

- Any lending institution (including Community Development Financial Institutions) may obtain a guaranty provided that the institution is regularly engaged in making business loans, and has a capacity for evaluating and servicing loans which is satisfactory to the Program.
- The borrower must be a federally recognized American Indian tribe or Alaska Native group, an individually enrolled member of such tribe or group, or a business organization with no less than 51 percent ownership by American Indians or Alaska Natives.

Eligible Activities:

- Loans may be used for a variety of purposes including operating capital, equipment purchases, business refinance, building construction, and lines of credit.

FUNDING CHARACTERISTICS

- Borrowers must contribute at least 20 percent in equity to the proposed project. The percentage of a loan that is guaranteed or insured is the minimum necessary to obtain financing, but may not exceed 90 percent of the unpaid principal balance and interest;
- The maximum loan that can be guaranteed for individuals is \$500,000; however, the Program can guarantee loans of greater amounts for tribes, tribal enterprises, or business entities, subject to program and policy limitations; and
- The maturity of a loan is determined by the lending institution, based upon the use of the loan proceeds and the repayment capacity of the borrower; however, the loan term cannot exceed 30 years. The lending institution must also pay a one-time premium payment of two percent of the guaranteed portion of a loan that can be charged to the borrower as a one-time fee, or added to the loan amount.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Regulations can be viewed here: http://ecfr.gpoaccess.gov/cji/t/text/text-idx?c=ecfr&tpl=/ecfrbrowse/Title25/25cfr103_main_02.tpl

CDFI Fund

U.S. Department of the Treasury

APPLICATION PROCESS

- Tribes or individuals must apply for a loan through any lender that regularly engages in making loans. A lending institution should only apply for a loan guaranty when it would not otherwise approve a borrower's loan application. To apply for a loan guaranty, the approved lending institution must submit a request on Government Form 5-4755 to the Program regional office where the business is to be located.

FUNDING AVAILABLE IN FY2010

- Approximately \$10 million in loan guarantees was available in FY2010.

PROJECT EXAMPLES

- Akiachek Enterprises, Inc. is a 6,000 square foot general store that is located 18 miles from Bethel, Alaska. The store was opened in 1982, has sales of over \$900,000 per year, and employs five people. The store's inventory includes groceries, hardware, dry good items, and a pharmacy. In 2002, the Indian Guaranteed Loan Program and the Native American Bank helped this corporation to refinance their outstanding debt on the general store which allowed the owners to reduce their monthly debt payments.

CONTACT PERSON

Philip Viles, Division Chief
Division of Capital Investment
1951 Constitution Ave, N.W.
Room 20 SIB
Washington, DC 20245
Email: loanguaranty@bia.gov

WEBSITE

<http://www.bia.gov/WhoWeAre/AS-IA/IEED/DCI/index.htm>

U.S. Department of The Treasury

CDFI FUND’S FINANCIAL ASSISTANCE PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|-----------------------|------------------|--|
| Community Development Financial Institutions Fund, U.S. Department of The Treasury | Community Development | N/A | Equity Investments, Loans, Deposits, or Grants |

DESCRIPTION

The Community Development Financial Institutions (CDFI) Fund’s Financial Assistance (FA) Program expands the capacity of CDFIs to provide credit, capital, and financial services to underserved populations and communities in the United States. The CDFI Program is the centerpiece of the CDFI Fund’s efforts to achieve these goals. Through the CDFI Program, the CDFI Fund supports the capacity of CDFIs to serve low-income people and communities that lack access to affordable financial products and services.

The CDFI Program provides two types of monetary awards to CDFIs - Financial Assistance awards and Technical Assistance awards. The CDFI program invests in institutions and strategies, not in particular products. It makes awards based on a competitive review process.

The CDFI Fund makes awards of up to \$2 million to certified CDFIs under the FA component of the CDFI Program. A CDFI may use the award for financing capital, loan loss reserves, capital reserves, or operations. Technical Assistance (TA) Awards allow certified CDFIs and established entities seeking to become certified to build their capacity to provide affordable financial products and services to low-income communities and families. TA awards are typically awarded up to \$100,000.

CDFI INVOLVEMENT

The CDFI Fund has awarded more than \$874 million in FA and TA awards through the CDFI Program since 1994.

ELIGIBILITY

Eligible Applicants:

- Certified CDFIs, or entities that have CDFI certification applications pending with the CDFI Fund. CDFIs are financial institutions (banks, thrifts, credit unions, loan funds, and venture capital funds) with a principal mission of serving underserved populations or distressed communities.
- To be eligible for an FA award, a CDFI must be certified by the CDFI Fund before it applies for the award. Prospective applicants that are not yet certified must submit a separate certification application to be considered for FA during a funding round. Both certified and non-certified CDFIs are eligible to apply for TA awards. However, non-certified organizations must be able to become certified within two years after receiving a TA award.

Eligible Activities:

- FA awards can be used for financing capital, loan loss reserves, capital reserves, and operations.
- TA awards can be used for personnel (salary and fringe benefits), training, travel, professional services; materials/supplies; equipment and other capital expenditures; and other service delivery-related costs.

CDFI Fund

U.S. Department of the Treasury

FUNDING CHARACTERISTICS

- FA awards are made in the form of equity investments, loans, deposits, or grants, and the CDFI is required to match its FA award dollar-for-dollar with non-federal funds of the same type as the award itself.¹⁴

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines can be viewed here: [http://www.cdfifund.gov/what we do/awardees.asp](http://www.cdfifund.gov/what_we_do/awardees.asp)

APPLICATION PROCESS

- Application guidelines can be viewed in the FY2011 NOFA and the Application Guide: http://www.cdfifund.gov/docs/2011/cdfi/FY_2011_CDFI_Program_NOFA.pdf or http://www.cdfifund.gov/docs/2011/cdfi/FY_2011_CDFI_Program_Application_Guidance.pdf

FUNDING AVAILABLE IN FY2010

- Approximately \$247 million was available in FY2010, with \$105 million in Financial Assistance awarded.

PROJECT EXAMPLES

- The Reinvestment Fund, Inc is a nonprofit loan fund in operation since 1985 It is a certified CDFI that serves low-income people throughout the mid-Atlantic Region: New Jersey, Pennsylvania, Delaware, Maryland and Washington, D C. In FY2008, it received \$1 million in financial assistance to increase its lending in its target market that will support development of charter schools, childcare centers and supermarkets in underserved communities.

CONTACT PERSON

James Yagley, Associate Program Manager
CDFI Fund, 601 13th Street, NW.,
Suite 200 South,
Washington, DC 20005
Phone: 202.622.9076

WEBSITE

[http://www.cdfifund.gov/what we do/programs_id.asp?programID=7](http://www.cdfifund.gov/what_we_do/programs_id.asp?programID=7)

¹⁴Since FY2009, the matching fund requirement has been waived.

NEW MARKETS TAX CREDIT (NMTC) PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---|----------------------|------------------------|----------------|
| CDFI Fund, U.S. Department of Treasury | Economic Development | Eligible Census Tracts | Tax Credit |

DESCRIPTION

The New Markets Tax Credit (NMTC) program permits taxpayers to receive a credit against Federal income taxes for making qualified equity investments in designated Community Development Entities (CDEs), and is one of the most targeted yet flexible credits in the Internal Revenue Code. Unlike federal tax credits designed to produce specific outputs like affordable housing units, the NMTC is principally a place-based credit designed to stimulate investments into low-income communities through various mechanisms. Low-income communities are defined as census tracts where the household median income is less than 80 percent of the area or statewide median income, or where the poverty rate is at least 20 percent.

CDFI INVOLVEMENT

CDFIs are past and current recipients of NMTC allocations, and can use the allocations to finance healthy food initiatives.

ELIGIBILITY

Eligible Applicants:

- Certified CDEs, or entities that have CDE certification applications pending with the CDFI Fund. A CDEs must have a primary mission of serving, or providing investment capital for, low-income communities or low-income persons and maintains accountability to residents of low-income communities through their representation on any governing board of the entity or any advisory board to the entity.

Eligible Activities

- Once a CDE has received an allocation, it then raises capital from investors that receive the credit in exchange for making qualified equity investments (QEIs) into CDEs. In turn, the CDE must use "substantially all" (85 percent) the qualified equity it receives to make qualified low-income community investments (QLICIs) in qualified active low-income community businesses (QALICBs) within 12 months of receipt of a QEI.

FUNDING CHARACTERISTICS

- The credit is taken over a seven-year period and equals 39 percent of amount of original investment. The credit rate is five percent of the original investment amount in each of the first three years and six percent of the original investment amount in each of the final four years.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines can be viewed in the 2010 Notice of Allocation Availability:
<http://www.cdfifund.gov/docs/nmtc/2010/2010%20NMTC%20NOAA%20FINAL%204%205%202010.pdf>

APPLICATION PROCESS

- The FY2011 NMTC Program round is anticipated to launch in the spring of FY2011. The 2010 Application can be viewed here:
<http://www.cdfifund.gov/docs/nmtc/2010/2010%20NMTC%20Application%20Final%205%207%2010.pdf>

CDFI Fund

U.S. Department of the Treasury

FUNDING AVAILABLE IN FY2010

- \$3.5 billion in allocation authority was awarded to 99 Community Development Entities in FY2010.

PROJECT EXAMPLES

- An \$18.5 million in NMTC allocation authority leveraged with financing from the former Wachovia Bank helped develop the Shops at Park Village. Included in the 113,718 sq ft complex is a Super Giant supermarket, which is the first in the Congress Heights neighborhood of southeast Washington, DC in nearly a decade. The development created 175 construction jobs and 375 permanent jobs. NMTC equity allowed for below market interest rates with more favorable terms and a higher loan to value ratio.

CONTACT PERSON

Robert Ibanez, NMTC Program Manager
CDFI Fund, 601 13th Street, NW.
Suite 200 South,
Washington, DC 20005
Phone: 202.927.6232
Email: cdfihelp@cdfi.treas.gov

WEBSITE

http://www.cdfifund.gov/what_we_do/programs_id.asp?programID=5

U.S. Small Business Administration (SBA)

CDC/504 LOAN PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|------------------------------------|----------------------------|-----------|----------------|
| U.S. Small Business Administration | Small Business Development | N/A | Loans |

DESCRIPTION

The CDC/504 loan program is designed to encourage economic development within a community, and provides long-term, fixed-rate loans of up to \$1 million for financing fixed assets, such as land and buildings. The 504 Program accomplishes this by providing small businesses with long-term, fixed-rate financing to acquire major fixed assets for expansion or modernization. CDC/504 loans are made through nonprofit Certified Development Companies.

A Certified Development Company (CDC) is a private, nonprofit corporation which is set up to contribute to economic development within its community. CDCs work with Small Business Administration (SBA) and private sector lenders to provide financing to small businesses, which accomplishes the goal of community economic development.

Typically, a CDC/504 project includes:

- A loan secured from a private sector lender with a senior lien covering up to 50 percent of the project cost;
- A loan secured from a CDC (backed by a 100 percent SBA-guaranteed debenture) with a junior lien covering up to 40 percent of the project cost; and
- A contribution from the borrower of at least 10 percent of the project cost (equity).

CDFI INVOLVEMENT

CDFIs are currently eligible lenders under the 504 program.

ELIGIBILITY

Eligible Applicants:

- To be eligible for a CDC/504 loan, your business must be operated for profit and fall within the size standards set by the SBA. Under the 504 Program, a business qualifies as small if it does not have a tangible net worth in excess of \$7.5 million and does not have an average net income in excess of \$2.5 million after taxes for the preceding two years. Loans cannot be made to businesses engaged in speculation or investment in rental real estate.

Eligible Activities:

- Proceeds from 504 loans must be used for fixed asset projects, such as:
 - Purchase of land, including existing buildings;
 - Purchase of improvements, including grading, street improvements, utilities, parking lots and landscaping;
 - Construction of new facilities or modernizing, renovating or converting existing facilities; or
 - Purchase of long-term machinery and equipment.

FUNDING CHARACTERISTICS

- Loans typically range from \$50,000 to \$1.5 million. Interest rates on 504 loans are pegged to an increment above the current market rate for five-year and ten-year U.S. Treasury issues. Maturities of 10 and 20 years are available. Fees total approximately three percent of the debenture and may be financed with the loan.

CDFI Fund

U.S. Department of the Treasury

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines can be viewed here: <http://www.sba.gov/content/cdc504-loan-program>

APPLICATION PROCESS

- There are about 270 CDCs nationwide, each covering a specific geographic area. If you are interested in applying for a 504 loan, contact the CDC nearest you. You can get a listing from your local [SBA District Office](#).

FUNDING AVAILABLE IN FY2010

- Approximately \$22 million was available for loans in FY2010.

PROJECT EXAMPLES

- La Tortilla Factory, a tortilla factory in Santa Rosa, provides high quality, wholesome Mexican food, especially tortilla products. The company produced the first low-carb, whole wheat tortillas, which are now featured in several national weight loss programs. Fat-free tortillas, flavored wraps and preservative-free corn and flour tortillas were also added to their product mix.
- Working with Bob Thompson of Bay Area Development Company and Kim August of Exchange Bank, La Tortilla Factory obtained a 504 loan to purchase equipment needed to accommodate its continued growth as well as the introduction of a third production line. Today, La Tortilla Factory distributes its products nationwide and plans to introduce a gluten-free line of tortilla products, proof of the company's continued commitment to maintain a competitive edge through market innovation.

CONTACT PERSON

US Small Business Administration
409 3rd St, SW
Washington, DC 20416
Email: answerdesk@sba.gov

WEBSITE

<http://www.sba.gov/content/cdc504-loan-program>

COMMUNITY ADVANTAGE 7(A) LOAN

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|------------------------------------|----------------------------|-----------|----------------|
| U.S. Small Business Administration | Small Business Development | N/A | Loans |

DESCRIPTION

Community Advantage is a pilot initiative aimed at increasing the number of SBA 7(a) lenders who reach underserved communities, targeting mission-focused financial institutions which were previously not able to offer SBA loans, primarily nonprofit financial intermediaries that are focused on economic development in underserved markets. The program provides access to 7(a) loan guaranties for loans of \$250,000 or less.

Community Advantage lenders will be expected to maintain at least 60 percent of their SBA loan portfolio in underserved markets. For purposes of the CA Pilot Program, the underserved markets will include:

- Low-to-Moderate Income (LMI) communities (while not a specific requirement, CA Lenders are encouraged to serve low and very-low income communities);
- Empowerment Zones and Enterprise;
- Communities;
- HUBZones;
- New businesses, e.g., firms in business for no more than two years;
- Businesses eligible for Patriot Express, including Veteran-owned businesses; and
- Firms where more than 50 percent of their full time workforce is low-income or resides in LMI census tracts.

CDFI INVOLVEMENT

The Community Advantage pilot loan program will allow mission-focused lenders to make SBA 7(a) loan, including some CDFIs, nonprofit Certified Development Companies and SBA-approved micro-lending intermediaries. CDFIs can make loans to eligible food-related businesses.

ELIGIBILITY

- During the pilot, Community Advantage will only be open to: CDFIs certified by the U.S. Treasury, but that do not have a Federal financial regulator, SBA Certified Development Companies (CDCs); and SBA Microlenders.

FUNDING CHARACTERISTICS

- The guarantee available is for 85 percent for loans up to \$150,000 and 75 percent for those greater than \$150,000. The loan terms and conditions of Community Advantage loans are the same as standard 7(a) loans with the following exceptions:
 - The maximum loan amount is \$250,000;
 - The maximum allowable interest rate is prime + four percent; and
 - Revolving loans are not allowed in the pilot program.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines can be viewed here: <http://archive.sba.gov/tools/resourcelibrary/sops/index.html> and in the application listed below.

APPLICATION PROCESS

- Application guidelines can be viewed here: <http://edocket.access.gpo.gov/2011/pdf/2011-3758.pdf>

FUNDING AVAILABLE IN FY2010

- Community Advantage is a three-year pilot initiative. SBA began accepting applications from mission-focused lenders interested in Community Advantage in February, 2011.

PROJECT EXAMPLES

- This is a new initiative, and there are currently no funded projects.

CDFI Fund

U.S. Department of the Treasury

| CONTACT PERSON | WEBSITE |
|--|---|
| Grady B. Hedgespeth, Director Office of Financial Assistance U.S. Small Business Administration 409 Third Street, SW., Washington, DC 20416 Phone: 202.205.7562 Email: grady.hedgespeth@sba.gov | http://www.sba.gov/advantage |

MICROLOAN PROGRAM

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|------------------------------------|----------------------------|-----------|----------------|
| U.S. Small Business Administration | Small Business Development | N/A | Loans |

DESCRIPTION

The Microloan Program assists women, low-income, and minority entrepreneurs, business owners, and other individuals possessing the capability to operate successful business concerns in those areas suffering from a lack of credit due to economic downturns. Under the program, the Small Business Administration (SBA) will make loans or provide guaranties to private, nonprofit, and quasi-governmental organizations (intermediary lenders) that will use the loan funds to make short-term, fixed interest rate microloans in amounts up to \$35,000 to start-up, newly established, and growing small business concerns.

The SBA makes funds available to specially designated intermediary lenders, which are nonprofit community-based organizations with experience in lending as well as management and technical assistance. These intermediaries make loans to eligible borrowers. The maximum loan amount is \$50,000, but the average microloan is about \$13,000. Each intermediary lender is required to provide business training and technical assistance to its micro-borrowers.

These microloans are to be used exclusively for working capital, inventory, supplies, furniture, fixtures, machinery, and/or equipment. SBA will make grants to participating intermediary lenders to provide marketing, management, and technical assistance to prospective borrowers and borrowers receiving microloans. SBA will also make grants to nonprofit organizations, which are not intermediary lenders, to provide marketing, management, and technical assistance to low-income individuals seeking private sector financing for their businesses. SBA will also provide training for intermediary lenders and non-lenders participating in the Program.

CDFI INVOLVEMENT

CDFIs are currently serving as intermediary lenders, and can provide microloans to small businesses that support healthy food initiatives.

ELIGIBILITY

Eligible Applicants:

- An applicant is considered eligible to apply if it meets the definition of an intermediary lender as published in program materials, Chapter 13 of the U.S. Code of Federal Regulations, and Public Law 102-140, and meets published minimum experience and capability requirements.

Eligible Activities:

- Working capital;
- The purchase of inventory or supplies;
- The purchase of furniture or fixtures; and
- The purchase of machinery or equipment.

CDFI Fund

U.S. Department of the Treasury

FUNDING CHARACTERISTICS

- Loan terms vary according to the size of the loan, the planned use of funds, the requirements of the intermediary lender, and the needs of the small business borrower. The maximum term allowed for a microloan is six years. Interest rates vary, depending on the intermediary lender and costs to the intermediary from the U.S. Treasury. Generally, these rates will be between 8 and 13 percent.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- An entity may apply to SBA to become an intermediary lender. A small business may apply to an intermediary for a microloan. Small business seeking funding must meet SBA size standard requirements as defined in Chapter 13 of the U.S. Code of Federal Regulations, meet type of business requirements as published by SBA and meet lending requirements of local intermediary lenders. Each intermediary lender has its own lending and credit requirements.

APPLICATION PROCESS

- Small businesses interested in applying for a microloan should contact an intermediary in their area, since all credit decisions are made on the local level. The Microloan Program is available in selected locations in most states. For more information contact a local SBA District Office.

FUNDING AVAILABLE IN FY2010

- Approximately \$45 million was available in FY2010 for direct loans.

PROJECT EXAMPLES

- Owner Jeff Mitchell received a \$13,000 SBA loan from the Economic Development Council of Northern Vermont for his company, Vermont Pepper Works. Economic Development Council provided Mitchell with the loan, as well as financial counseling. Vermont Pepper Works now produces four products and also provides packaging assistance to other specialty food entrepreneurs. Its products can be purchased in more than 200 specialty or health food stores throughout the Northeast as well as on the Internet.

CONTACT PERSON

SBA Office of Financial Assistance
Microenterprise Development Branch
409 3rd Street S.W., Mail Code 7881
Washington, DC 20416

WEBSITE

<http://www.sba.gov/content/microloan-program>

Other

APPALACHIAN REGIONAL COMMISSION (ARC)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|---------------------------------|----------------------|------------------|-----------------------|
| Appalachian Regional Commission | Economic Development | Appalachia | Grants |

DESCRIPTION

The Appalachian Regional Commission (ARC) awards grants and contracts to help the regional economy become more competitive by putting in place the building blocks for self-sustaining economic development, while continuing to provide special assistance to the Region's most distressed counties and areas. This program focuses on activities which support ARC's mission to be a strategic partner and advocate for sustainable community and economic development. Activities funded must advance ARC's strategic plan. At least half of ARC's Area Development grant funding is directed to projects that benefit counties and areas in the Appalachian Region designated by ARC as economically distressed.

CDFI INVOLVEMENT

CDFIs are past and current recipients of ARC grants.

ELIGIBILITY

Eligible Applicants:

- States, their subdivisions and instrumentalities; and
- Private nonprofit agencies.

Eligible Activities:

- ARC funds projects that address the four goals identified in the Commission's strategic plan:
 - Increase job opportunities and per capita income in Appalachia to reach parity with the nation;
 - Strengthen the capacity of the people of Appalachia to compete in the global economy;
 - Develop and improve Appalachia's infrastructure to make the Region economically competitive; and
 - Build the Appalachian Development Highway System to reduce Appalachia's isolation.

FUNDING CHARACTERISTICS

- Generally, grants are limited to 50 percent of project costs. For projects in counties designated as 'At Risk', this limit can be raised to 70 percent, and in economically distressed counties, it can be raised to 80 percent. For projects in counties designated as competitive (those that are approaching national economic norms), funding is usually limited to 30 percent of project costs. Funding is usually not available for projects located in counties that have attained or exceeded national economic norms.
- The grants may be used for providing supplemental funds under Federal grant-in-aid programs. To be eligible for special basic grants, projects must be of high priority in the State's Appalachian development plan and be either of critical importance to a phased investment and development program for a multicounty area, or of unusual economic benefit to such area.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines can be viewed here:
<http://www.arc.gov/publications/ARCProjectGuidelinesContents.asp>

CDFI Fund

U.S. Department of the Treasury

APPLICATION PROCESS

- Application Guidelines can be viewed here: <http://www.arc.gov/funding/ARCProjectGrants.asp>

FUNDING AVAILABLE IN FY2010

- Approximately \$68 million in funding was available in FY2010.

PROJECT EXAMPLES

- North Carolina Rural Entrepreneurship through Action Learning, Inc. (NC REAL) received a \$35,000 grant to initiate a region-wide entrepreneurial training and support network to create and expand sustainable agriculture-based businesses in Western North Carolina. The project will include convening partners to discuss regional needs related to sustainable agriculture, holding sustainable agriculture expos, and training instructors to offer specialized entrepreneurial training.

CONTACT PERSON

Carolyn C. Kluck
1666 Connecticut Avenue, NW, Suite 600
Washington, DC 20009
Phone: 202.884.7713
Email: ckluck@arc.gov

WEBSITE

<http://www.arc.gov>

State Programs

CALIFORNIA FRESHWORKS FUND (CAFWF)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|--------------------------------|---|------------------|
| N/A | Food Retail; Food Distribution | California | Loans and Grants |
| DESCRIPTION | | | |
| <p>The California FreshWorks Fund is a \$200 million fund intended to finance grocery stores and other forms of fresh food retail and distribution in underserved communities in California. The California FreshWorks Fund (CAFWF) is a public-private partnership loan fund created to increase access to healthy food in underserved communities, spur economic development that supports healthy communities, and inspire innovation in healthy food retailing. The targeted \$200 million fund will finance grocery stores and other forms of healthy food retail and distribution by providing a combination of loan and grant financing to eligible applicants.</p> | | | |
| CDFI INVOLVEMENT | | | |
| <p>NCB Capital Impact, a non-profit community development organization is serving as the Program Administrator for the Fund. The grants and loans made from the Fund will be targeted toward grocery stores and other healthy food retailers and distributors</p> | | | |
| ELIGIBILITY | | | |
| <p>Eligible Activities:</p> <ul style="list-style-type: none"> Loans and grants for grocery stores and other fresh food retailers and distributors. | | | |
| FUNDING CHARACTERISTICS | | | |
| <ul style="list-style-type: none"> The Fund will be capitalized with a combination of debt and grant capital. Currently there is \$97.5 million committed comprised of \$93.5 million in debt and \$4 million in grants. The goal is to capitalize the fund with a total of \$200 million. Of this, The California Endowment has committed up to a \$30 million mission-related investment on the debt side and \$3 million in grant dollars. The partners are working with major foundations, both corporate and private, in hopes of raising additional grants. At this time, there are no government funds in the program. | | | |
| REGULATORY, OPERATING, AND REPORTING REQUIREMENTS | | | |
| <ul style="list-style-type: none"> Program Guidelines can be viewed here: http://www.ncbcapitalimpact.org/uploadedFiles/Sidebar_Callouts/Program%20Guidelines_v2_11Jul22.pdf | | | |
| APPLICATION PROCESS | | | |
| <ul style="list-style-type: none"> Applications can be viewed here: www.ncbcapitalimpact.org/healthyfoods. Completed applications can be emailed to healthyfoods@NCBcapitalimpact.org or faxed to 510.496.0404. | | | |
| FUNDING AVAILABLE IN FY2010 | | | |
| <ul style="list-style-type: none"> N/A | | | |
| PROJECT EXAMPLES | | | |
| <ul style="list-style-type: none"> The program has not yet funded any projects. | | | |
| CONTACT PERSON | | WEBSITE | |
| <p>Scott Sporte Phone: 510.496.2233 Email: sspote@ncbcapitalimpact.org</p> | | <p>www.ncbcapitalimpact.org/healthyfoods</p> | |

CDFI Fund

U.S. Department of the Treasury

NEW YORK HEALTHY FOOD & HEALTHY COMMUNITIES (HFHC) FUND

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--------------------------|-------------|----------------|------------------|
| Empire State Development | Food Retail | New York State | Grants and Loans |

DESCRIPTION

The New York Healthy Food & Healthy Communities (HFHC) Fund is a financing program established to facilitate the development of healthy food markets in underserved communities throughout New York. The \$30 million program meets the financing needs of market operators in underserved communities that plan to operate in these communities and do not have access to financing through the conventional credit market.

The law creates a \$10 million State revolving loan fund for the creation of food markets. These loans, drawn from funds made possible through the Community Reinvestment Act, work directly to combat the lack of healthy, fresh food in neighborhoods with inadequate food access. It also provides additional financial support through matching grants of up to \$25,000 for farmers' market infrastructure through Department of Agriculture & Markets. These grants will be awarded to projects with a commitment to multi-seasonal operations of New York-grown and produced food. Additionally, financing is available to both for-profit and nonprofit developers who propose retail food markets in affordable residential developments under the All-Affordable program.

The state program also provides project insurance for projects funded by the Governor's Healthy Food/Healthy Communities Initiative. This will reduce the upfront costs on borrowing and gives developers an additional incentive to start building. In addition to the loans, Governor Paterson announced new incentives for food markets to be designed with high-performance guidelines. Funding and assistance is available for buildings constructed with energy-efficient and sustainable building principles.

CDFI INVOLVEMENT

This program does not provide funding directly to CDFIs, but CDFIs are administering the program as part of a public-private partnership between the state government, CDFIs and their partners.

ELIGIBILITY

Eligible Applicants:

- Food markets in New York State that are located in underserved areas, defined as a low- or moderate-income census tract, a census tract with below average food market density, or a food market site with a customer base of 50 percent or more living in a low-income census tract.

Eligible Activities:

- Fund participants can obtain pre-development grants and loans, acquisition loans, equipment financing and construction and permanent loans.
- Eligible projects must also accept SNAP and WIC benefits, meet minimum retail square footage criteria and achieve at least three New York State goals, amongst other factors, to be evaluated for a loan or a grant.

FUNDING CHARACTERISTICS

- State funding for the HFHC program was set aside by in the 2009–10 State Budget. Low Income Investment Fund, in partnership with The Reinvestment Fund, Food Access Partners and The Food Trust, was selected through a Request for Proposal to administer the fund.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

- Program Guidelines can be viewed here: http://www.liifund.org/HealthyFood/NY%20HFHC%20Program%20Guidelines_2010-11-17.pdf

| APPLICATION PROCESS | |
|--|--|
| <ul style="list-style-type: none"> Application Guidelines can be viewed here: www.liifund.org/HealthyFood/NY%20HFHC%20Application_2010-11-17.pdf | |
| FUNDING AVAILABLE IN FY2010 | |
| <ul style="list-style-type: none"> The lead fund administrator, the Low Income Investment Fund (LIIF), is currently accepting applications for the \$30 million fund, which supports the development of healthy food markets in underserved communities. The fund includes a \$20 million commitment from The Goldman Sachs Group, Inc. and a \$10 million commitment from Empire State Development. The New York State Health Foundation is providing an additional \$300,000 to cover expenses related to technical assistance and program administration. | |
| PROJECT EXAMPLES | |
| <ul style="list-style-type: none"> The Conklin Reliable Market is a second generation, family-run market that serves a low-to-moderate income area with few fresh food options in the Southern Tier. Mr. Gage The owner, who took over Conklin Reliable Market from his father, who owned the store in its current 5,500-square-foot space since 1964, approached the HFHC Fund with plans to construct a new facility in an adjacent shopping plaza and to modernize and expand the store to 11,000 square feet. The pre-development grant will enable Conklin Reliable Market to initiate plans to double the size of the existing store. The new store will enable Conklin Reliable Market to expand its perishable department, implement energy efficiency improvements and create a more customer-friendly store layout. Preserving the Conklin Reliable Market will also help sustain a town center in a low growth region, support additional jobs and promote local agriculture. | |
| CONTACT PERSON | WEBSITE |
| Low Income Investment Fund 350 Broadway, Suite 701 New York, NY 10013 Phone: 212.509.5509 ext. 16 Email: nyhealthyfood@liifund.org | www.liifund.org/healthyfood |

CDFI Fund

U.S. Department of the Treasury

PENNSYLVANIA FRESH FOOD FINANCING INITIATIVE (FFFI)

| AGENCY | FOCUS AREA | GEOGRAPHY | FINANCING TYPE |
|--|-------------------|------------------|----------------------------|
| Pennsylvania Department of Community and Economic Development (DCED) | Food Retail | Pennsylvania | Loans, Grants, Tax Credits |

DESCRIPTION

The Pennsylvania Fresh Food Financing Initiative (FFFI) is a public-private partnership between the Commonwealth of Pennsylvania, The Reinvestment Fund (TRF), and The Food Trust that serves the financing needs of operators located or locating in communities where infrastructure costs and credit needs are not met by conventional financial institutions.

These organizations work in partnership with the Pennsylvania Department of Community and Economic Development (DCED) to provide funding opportunities to qualified supermarkets and fresh food retailers in the form of direct grants to operators/developers, loans from TRF's Core Loan Fund, loans from a \$40.5 million bank-syndicated supermarket loan fund dedicated exclusively to financing supermarkets and investments from the federal New Markets Tax Credit (NMTC) Program.

The FFFI began with the allocation of \$10 million of state funds to create the program in 2004. The state subsequently allocated an additional \$10 million to the initiative in 2005 and 2006, bringing the total state investment to \$30 million. The state dollars were leveraged by TRF with private resources to create a comprehensive, multi-faceted \$120 million financing pool for grocery stores and supermarkets.

CDFI INVOLVEMENT

This program does not provide funding directly to CDFIs, but CDFIs are administering the program as part of a public-private partnership between the state government, CDFIs and their partners.

ELIGIBILITY

Eligible Applicants:

- FFFI provides grants and loans to qualified supermarkets and fresh food retailers for predevelopment, acquisition, equipment and construction costs, as well as for start-up costs such as employee recruitment and training.

Eligible Activities:

- Pre-development for early costs associated with project feasibility including professional fees, market studies, appraisals, and deposits on land and buildings and other holding costs;
- Land assembly and capital for relocation, demolition, environmental remediation, infrastructure improvements and energy-efficiency investments; and
- Soft costs and other preopening costs for training costs, security and other preopening expenses; and construction for general conditions, builder overhead and profit, labor, materials and contingency funding.

FUNDING CHARACTERISTICS

Two types of grants are available:

- Standard Grants provide up to \$250,000 per store and \$750,000 in total for one supermarket operator.
- Extraordinary Grants provide up to \$1 million for a project showing high potential to:
 - Maximize debt and equity financing potential to demonstrate efficient use of grant resources;
 - Create a significant number of high-quality jobs;
 - Have substantial economic impact in line with broader neighborhood development plans; or
 - Address a lack of fresh food outlets in very low-income communities.

REGULATORY, OPERATING, AND REPORTING REQUIREMENTS

For program requirements, contact TRF at food@trfund.com.

APPLICATION PROCESS

For loan application requirements, contact TRF at Food@trfund.com.

FUNDING AVAILABLE IN FY2010

- The State’s \$30 million grant was allocated over five years as follows:
 - \$13.1 million for loan capital and credit loss reserves;
 - \$12 million as direct grants to store operators;
 - \$3.1 million to support NMTC financing; and
 - \$1.8 million for program administration.

As of June 2010, TRF has matched the State’s \$30 million grant with \$120.6 million in additional investment.

PROJECT EXAMPLES

- Located in the Eastwick section of Philadelphia, Brown’s ShopRite of Island Avenue was the first store to receive financing through the FFFI. In 2005, the store received \$5 million in NMTC financing for construction and renovation of the store and \$250,000 in FFFI grant funding to help with workforce development training costs. This 57,000 square-foot supermarket boasts fresh and affordable foods as well as a strong connection to the community. The Island Avenue ShopRite has created a dedicated community meeting room and offers prepared foods by Philadelphia’s own Delilah’s Southern Cuisine. The supermarket has created 258 quality jobs in the community, most of which qualify for employee benefits.

Contact Person

Patricia Smith, The Reinvestment Fund
Email: patricia.smith@trfund.com

Caroline Harries, The Food Trust
Email: charries@thefoodtrust.org

Website

<http://www.trfund.com/financing/realestate/supermarkets.html>
<http://www.thefoodtrust.org/php/programs/fffi.php>

CDFI Fund

U.S. Department of the Treasury

Private Funding Sources

Foreword

Throughout its history, the CDFI industry has been aligned with the most important issues that affect underserved communities. Thus many CDFIs are poised and ready to respond to the nation's increasing focus on access to healthy foods. This is an exciting time for the industry and many organizations will want to take their turn to help expand healthy food options and access to healthy food in their communities.

CDFIs are also accustomed to the rigor and diligence that is required to seek out appropriate financing sources. This Catalogue is intended to provide a representation of the types of private funding sources that exist for CDFIs as they embark on healthy food initiatives. Foundations, nonprofits, banks, and intermediaries have been included in the Catalogue to provide a valuable source of information on healthy food financing options. The profiles included are Opportunity Finance Network's interpretation of publicly available information about private funding sources. This Catalogue is not intended to be viewed as a finite list of all healthy food financing options, but rather as a resource for funding options and an informational tool to assist CDFIs as they seek creative ways to identify both traditional and nontraditional funding sources. As such, 36 funding sources are featured in this Catalogue as they provide various options for funding healthy foods initiatives across the entire food continuum.

When utilizing this Catalogue, it is important to remember that potential private funders may employ programmatic filters to screen applicants and to ensure alignment with mission, outcomes, concentrations, and strategy. CDFIs are encouraged to use the Catalogue to guide their thinking around healthy food financing, to form productive partnerships with potential funders as well as intermediaries, and to open additional avenues for healthy food financing in their communities.

Key Findings

- *The availability of private sources of funding for healthy foods is broad and consists of a wide-range of opportunity.* Private sources of funding include foundations, nonprofits, banks, and intermediaries, all of which have clear funding priorities and strategies. It is imperative to use a wide lens and to think creatively about how CDFIs can access the financing sources that exist. Many funders use programmatic initiatives as a first-level filter, thus CDFIs should be knowledgeable about the funding initiatives of a potential source and determine how best to access that source's financing program.
- *Private financing sources adhere to strict funding requirements which should be met in order to apply for funding.* Close attention to application deadlines, eligibility requirements, mission-fit, and geographic requirements is essential to successfully securing private financing for healthy foods.
- *Intermediaries are a valuable source of information on healthy foods across the entire food spectrum.* Although an intermediary may not provide direct funding, it can provide access to networks of funders that may yield viable financing opportunities. In addition, intermediaries often hold convenings, regional meetings, strategy sessions, and many other nonfinancial activities that result in networking and knowledge-sharing that is critical to building solid partnerships with potential funders.

Methodology

OFN researched potential healthy foods funders by utilizing a number of public and proprietary data sources. Every effort was made to cover a wide range of potential funders and to include organizations with a focus on funding healthy foods initiatives. Further effort was made to include potential financing sources with funding priorities that align closely with healthy foods. It is highly likely that many banks,

CDFI Fund

U.S. Department of the Treasury

foundations, and other sources of funding that are not listed in the Catalogue may have, or could have, programs that finance healthy food projects. With that in mind, the 36 funding sources featured in this Catalogue exhibited the following characteristics:

- *Relevance.* The funder is providing, or has expressed a desire to provide, healthy foods financing. Intermediaries are involved in activities that promote healthy foods initiatives.
- *Operational.* Funders included in the Catalogue have current programs that meet healthy foods initiatives. Although the terminology may vary, featured funders are engaged in financing that has been, or can be, used for healthy foods.
- *Validation.* Significant efforts were made to confirm each potential funder's information and to verify their commitment to healthy foods financing. It should be noted that organizations may alter their program initiatives, funding strategies, and mission objectives at any time which could result in a shift in their overall financing priorities.

Independent Foundations

ARTHUR M. BLANK FAMILY FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|-------------------|---|----------------|-----------------|-----------------------|
| Better Beginnings | Atlanta; Maricopa County, AZ; Beaufort County, SC | Grant | Ind. Foundation | \$8.2 million in 2009 |

DESCRIPTION

The mission of the Arthur M. Blank Family Foundation is to promote positive change in people’s lives and to build and enhance the communities in which they live. The Foundation has an especially strong interest in supporting innovative endeavors leading to better circumstances for low-income youth and their families.

CDFI INVOLVEMENT

The Arthur M. Blank Family Foundation does not have an explicit focus on CDFIs.

ELIGIBILITY

- Within the scope of its plan, the Blank Family Foundation will identify and invite potential partners to apply for grants around its specific initiatives. The organization will seek partners from all sectors – public, private and nonprofit. The Foundation will no longer accept unsolicited grant requests.
- Specific guidelines for grants related to focus areas will be provided to partners identified through a variety of channels, including requests for proposals, individual contact and collaboration-centered meetings.

FUNDING CHARACTERISTICS

- Please refer to www.blankfoundation.org for more information.

APPLICATION PROCESS

- Inquiries about initiatives or programs relating to the Foundation's specific goals may be made by contacting the organization at www.blankfoundation.org

EXAMPLE INVESTMENTS

- Atlanta Community Food Bank - \$80,000 for operating support for the Atlanta Prosperity Campaign, which helps families become more self-sufficient and food secure.

CONTACT PERSON

WEBSITE

The Arthur M. Blank Family Foundation
3223 Howell Mill Road
Atlanta, GA 30327
Phone: 404.367.2100
Donovan Lee Sin, Program Officer
Email: dleesin@ambfo.com

www.blankfoundation.org

CDFI Fund

U.S. Department of the Treasury

F.B. HERON FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|-----------|----------------|--|--------------------------------|
| Sustainable Communities/Community Economic Development | National | PRI | Ind. Foundation | \$10.9 million (12/31/2009) |
| DESCRIPTION | | | | |
| The F.B. Heron Foundation is a private, grant-making institution dedicated to supporting organizations with a track record of building wealth within low-income communities. In addition to grants, the Foundation seeks to accelerate the level of its assets invested in efforts with strong financial and social returns. The Foundation was created in 1992 with the mission of helping people and communities to help themselves. | | | | |
| CDFI INVOLVEMENT | | | | |
| The F.B. Heron Foundation has a history of collaboration and support of CDFIs. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none">• Through its access to capital strategy, the Foundation will consider support for community development financial institutions (CDFIs) that serve low-income communities• Further, healthy foods initiatives are an area of interest to the extent that any projects conform to the Foundation's focus areas of sustainable communities and community economic development. In most cases, PRIs are made to organizations that also receive grant support from the Foundation• For all criteria, see www.fbheron.org. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none">• Typically, low-interest senior or subordinated loans or equity-like investments to nonprofit or for-profit organizations whose work closely corresponds with the Foundation's programmatic interests; Interest rates: 4.5%.• Terms and conditions: Negotiable.• See www.fbheron.org for detailed information on PRIs. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none">• All first-time applicants submit a one- or two-page letter of inquiry by mail or fax rather than calling.• Current grantees or investees should contact their program officer prior to submitting a proposal for renewed support.• An initial request for a mission-related investment may be in the form of a letter of inquiry with a proposed term sheet or private offering memorandum.• Letters of inquiry and applications should be submitted via letter (preferably) or by fax (if necessary) and not by email. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none">• TRF – support provided to increase access to capital in low-income communities. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Luther Ragin F.B. Heron Foundation 100 Broadway, 17 th Floor New York, NY 10005 Phone: 212.404.1800 | | | www.fbheron.org | |

HARRY AND JEANETTE WEINBERG FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|-----------|----------------|---|------------------------|
| Access to fresh foods | National | Grant | Ind. Foundation | \$106.4MM (2/28/09) |
| DESCRIPTION | | | | |
| <p>The Harry and Jeanette Weinberg Foundation's mission is to assist the poor by making grants to direct serve non-profit organizations in Maryland, Hawaii, Northeastern Pennsylvania, New York, Israel, and the former Soviet Union. Its grants focus on meeting basic needs (e.g., shelter, nutrition, health, and socialization). It also places emphasis on assisting older adults and the Jewish community. Within its Basic Human Needs and Health funding area is a goal to increase access to fresh produce and proteins.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>The foundation does not have an explicit focus on CDFIs.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> • 501(c)(3) status. • Work must principally serve lower-income individuals. • Focus on vulnerable and at-risk populations. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> • Grants are made for general operating support, capital projects, and program support. • In 2010, Basic Human Needs and Health grants ranged in size from \$50,000 to \$2 million. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> • Letters of inquiry (LOI) accepted on a rolling basis. • Full proposals also accepted on a rolling basis; approximately 1-2 months after a successful LOI. • Application process available at: www.hjweinbergfoundation.org/grants/process/ | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> • N/A | | | | |
| CONTACT PERSON | | | WEBSITE | |
| <p>Amy Kleine Phone: 410.654.8500 Email: akleine@hjweinberg.org</p> | | | <p>www.hjweinbergfoundation.org</p> | |

CDFI Fund

U.S. Department of the Treasury

THE JOHN MERCK FUND

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|-------------------|-------------------------------|----------------|-----------------|--------------------------------|
| Rural New England | Maine, New Hampshire, Vermont | Grant | Ind. Foundation | \$13.2 million (12/31/2008) |

DESCRIPTION

With its new rural New England program, the John Merck Fund will seek to support the development of sustainable food systems in New England's three poorest and most rural states: Maine, New Hampshire, and Vermont. Areas of emphasis within the food systems sector in each state will include: creating more job, job training and higher education opportunities for older youth (ages 16–25); expanding employment and career development options, including entrepreneurial ventures, for low-income women; and preserving and nurturing small-scale, economically viable and environmentally sustainable agricultural operations.

CDFI INVOLVEMENT

The grant program does not have an explicit focus on CDFIs.

ELIGIBILITY

- Grants in the Rural New England program are limited to Maine, New Hampshire, and Vermont.
- Refer to the John Merck Fund's individual Program Areas for more details; www.jmfund.org.

FUNDING CHARACTERISTICS

- Refer to www.jmfund.org/grant.php for all details.

APPLICATION PROCESS

- By invitation only.
- The John Merck Fund actively seeks out projects and programs that may merit support, and then requests grant applications on behalf of those it finds most promising. The organization does not encourage the submission of unsolicited proposals.
- Organizations interested in obtaining support for work they do in one of JMF's program areas are welcome to send a brief email or letter of inquiry—an email with a letter of inquiry attached is preferable.

EXAMPLE INVESTMENTS

- Food Works - To provide low-cost, fresh, local food to organizations serving low-income Vermonters (\$15,000 in 2010).

| CONTACT PERSON | WEBSITE |
|---|--|
| The John Merck Fund 2 Oliver Street 8th Floor Boston, MA 02109 Phone: 617.556.4120 Email: info@jmfund.org | www.jmfund.org |

THE KRESGE FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|------------|-------------------------------|--|-------------------------------|
| Community Development | Nationwide | Grant (may also consider PRI) | Ind. Foundation | \$200 million (12/31/2009) |
| DESCRIPTION | | | | |
| The Kresge Foundation awards grants to nonprofit organizations to improve the life circumstances and opportunities for poor, disadvantaged and marginalized individuals, families, and communities. | | | | |
| CDFI INVOLVEMENT | | | | |
| The Kresge Foundation has a history of investing in CDFIs. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> The organization evaluates grant requests on the basis of how closely a potential grantee's mission, program, and community outcomes align with and advances Kresge Foundation's values criteria. Refer to www.kresge.org for details. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> Maximum is \$250,000 for up to three years. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> For all criteria, see www.kresge.org. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> Kresge Foundation is a member of the Convergence Partnership, a funders' collaborative that was founded in 2006 on the premise that people achieve good health when the places where they live support health and nutrition. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Grants Inquiry Coordinator Phone: 248.643.9630 | | | www.kresge.org | |

CDFI Fund

U.S. Department of the Treasury

MAINE COMMUNITY FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|----------------|----------------|--|--------------------------------|
| Community Building | State of Maine | Grant | Ind. Foundation | \$15.7 million (12/31/2009) |
| DESCRIPTION | | | | |
| <p>The Maine Community Foundation serves thousands of people who share a common mission: improving the quality of life in the state of Maine. The Community Building Grant Program will only support projects that clearly meet all three of the following core criteria:</p> <ul style="list-style-type: none"> • Use of existing community resources: The proposed project uses the skills, services, materials, and/or time that people and organizations in the community can and will provide. • Ability to strengthen community life: The proposed project makes the community stronger by helping it address current or future challenges. • Sustainability: The proposed project will continue to affect the community after Maine Community Foundation funding has been exhausted. | | | | |
| CDFI INVOLVEMENT | | | | |
| Maine Community Foundation's grant program does not have an explicit focus on CDFIs. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> • Applicants must be nonprofit, 501(c)(3) federal tax-exempt organizations, public schools, public agencies working for the State of Maine, or Indian tribal governments (and their political subdivisions), recognized by the Department of the Interior or applicants must have a fiscal sponsor that is a 501(c)(3) organization, public school, or public agency. • Grants cannot pay for program expenses that have already been incurred. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> • Grants are available for up to \$10,000. • Grants are for one year of support. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> • Proposals must be postmarked by February 15 each year and mailed to: Grantmaking, Maine Community Foundation, 25 Main Street, Ellsworth, ME 04605. Decisions made after June 4 each year. • The Community Building Grant Program does not accept applications via fax or e-mail. • Please go to www.mainecef.org for more information about the application process. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> • Waterville Main Street - for the start-up phase of the nonprofit "Barrels Community Market" which will offer locally produced foods, drafts, and other goods. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Maine Community Foundation 245 Main Street Ellsworth, ME 04605 Phone: 877.700.6800 | | | www.mainecef.org | |

MARY REYNOLDS BABCOCK FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|----------------------------|----------------|--|-------------------------------|
| Transforming Economic Conditions in Communities | Southeastern United States | Grant/PRI | Ind. Foundation | \$6.9 million (12/31/2009) |
| DESCRIPTION | | | | |
| The Mary Reynolds Babcock Foundation assists people in the Southeastern United States to build just and caring communities that nurture people, spur enterprise, bridge differences and foster fairness. The Foundation's mission is to help people and places to move out of poverty and achieve greater social and economic justice. | | | | |
| CDFI INVOLVEMENT | | | | |
| The Mary Reynolds Babcock Foundation grant program has a history of supporting CDFIs. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> • Your organization must meet the following basic eligibility requirements: <ul style="list-style-type: none"> ▪ A not-for-profit organization; and ▪ Located in the Southeast. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> • Grants range from \$20,000 to \$200,000. • PRI – typically made to organizations with a past history or current relationship with the Foundation . | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> • Review the Foundation's mission, beliefs, and program descriptions. • Submit an organization summary. • Wait for a response from the Foundation. • Submit a proposal. • For more information, please refer to www.mrbf.org. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> • N/A | | | | |
| CONTACT PERSON | | | WEBSITE | |
| John Francis Phone: 336.725.7541 ext 112 Mary Reynolds Babcock Foundation 2920 Reynolda Road Winston-Salem, NC 27106 Phone: 336.748.9222 Fax: 336.777.0095 Email: Info@mrbf.org | | | www.mrbf.org | |

CDFI Fund

U.S. Department of the Treasury

MICHAEL AND SUSAN DELL FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|-------------------|----------------|--|-------------------------|
| Childhood obesity/wellness | National or Texas | Grant | Ind. Foundation | \$107.1MM (12/31/09) |
| DESCRIPTION | | | | |
| <p>The Michael and Susan Dell Foundation is a private foundation that supports children’s causes in the U.S. and globally. Its primary goal is to “support and initiate programs that directly serve the needs of children living in urban poverty.” To date, The Foundation has committed more than \$650 million, primarily to organizations in urban communities in the United States, South Africa and India.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>The foundation does not have an explicit focus on CDFIs.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> • Must be a charitable or tax-exempt organization. • Must fall into one of five program areas: education, health, safety, youth development and early childhood care. • Full eligibility information can be viewed here: www.MSDF.org/MSDFGrantApp | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> • Grants range from \$500 to several million dollars. • Generally will not fund more than 25% of a project’s budget or more than 10% of an organization’s total annual operating expenses. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> • All unsolicited proposals must be submitted online at www.msdf.org. • Foundation staff will respond by e-mail within six weeks. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> • The Food Trust to fund an initiative to increase access to healthy foods and nutrition knowledge for school children in Philadelphia (\$220,000, December 2008). • Sustainable Food Center to support an evidence-based seed to table, school and community nutrition program (\$336,361, March 2010). • The Food Trust for “Fresh Food Financing Initiative Texas” strategic planning project designed to increase access to nutritious foods in Houston-area food deserts (\$119,000, November 2010). | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Dr. Aliya Hussaini, Health Team Lead Phone: 512.600.5501 Email: aliya.hussaini@msdf.org | | | www.msdf.org | |

ORGANIC FARMING RESEARCH FOUNDATION (OFRF)

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|---------------|----------------|--|-----------------------|
| Organic farming systems | North America | Grant | Ind. Foundation | \$50,033 Fall 2010 |
| DESCRIPTION | | | | |
| The Organic Farming Research Foundation's (OFRF) mission is to foster the improvement and widespread adoption of organic farming systems. | | | | |
| CDFI INVOLVEMENT | | | | |
| OFRF's grant program does not have an explicit focus on CDFIs. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> Detailed information can be viewed here: http://ofrf.org/grants/apply_education&outreach. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> Maximum of \$15,000 per year. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> OFRF will post requests for proposals for education and outreach projects during the first quarter of each year. Proposal deadlines will be posted on the organization's website. Please refer to www.ofrf.org for detailed proposal information. OFRF accepts electronic proposal submissions. To apply, send proposal as an attachment to an email in .wpd, .pdf, or .txt formats. OFRF will not accept proposals submitted in the body of an email. All proposals must be a maximum of nine pages in length. Bibliographic references, investigators' curricula vitae (CVs), and letters of support may be included as appendices to the proposal. CVs are limited to no longer than two pages each. Proposals that surpass the page limit or otherwise do not meet these requirements will not be considered for funding. Proposal Guidelines can be viewed here: http://ofrf.org/grants/apply_education&outreach. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Jane Sooby Organic Farming Research Foundation 303 Potrero St., Ste. 29-203 Santa Cruz, CA 95060 Phone: 831.426.6606 Email: Jane@ofrf.org | | | www.ofrf.org | |

CDFI Fund

U.S. Department of the Treasury

ROCKEFELLER FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|------------------|-----------------------|--|-------------------------------|
| Basic Survival Safeguards | Global | PRI | Ind. Foundation | \$145 million (12/31/2009) |
| DESCRIPTION | | | | |
| <p>The Rockefeller Foundation supports work that expands opportunity and strengthens resilience to social, economic, health, and environmental challenges—affirming its pioneering philanthropic mission since 1913 to promote the well-being of humanity. The Foundation operates both within the United States and around the world.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>Rockefeller Foundation has a history of investing in CDFIs.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> Complete a funding inquiry form at www.rockefellerfoundation.org. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> Negotiable. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> The online application is the only way the Foundation receives and responds to unsolicited proposals from organizations that have access to the Internet. Please do not send proposals by mail or email unless invited to do so. Based on the answers provided in the funding inquiry form, your organization will be invited to submit a full proposal if there is a potential fit. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> Pacific Community Ventures (PCV). PCV manages three community development venture capital funds. After having invested in PCV's Fund I in 2001, the Rockefeller Foundation invested \$1 million in PCV's Fund III in 2007. PCV's Fund III is a \$40.5 million fund that has invested in companies such as Adina For Life, Inc., dedicated to producing healthy, fair trade beverages, and Fresh Dining, which prepares all-natural gourmet meals and delivers them to customers' homes. Since inception, Fund III has created or preserved close to 100 jobs. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| The Rockefeller Foundation 420 Fifth Ave New York, NY 10018 Phone: 212.869.8500 | | | www.rockefellerfoundation.org | |

VERMONT COMMUNITY FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|------------------|----------------|--|--------------------------------|
| Sustainable Communities/Basic Human Needs | State of Vermont | Grant | Ind. Foundation | \$10.7 million (12/31/2009) |
| DESCRIPTION | | | | |
| <p>Since 1986, the Vermont Community Foundation has been committed to building philanthropic resources that sustain healthy and vital Vermont communities. One part of that work involves making grants. In 2009 the Foundation awarded more \$10 million to Vermont nonprofit organizations. These grants support a breadth of issues such as hunger, housing, arts, cultural heritage, social justice, animal welfare, and environmental sustainability.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>Vermont Community Foundation's grant program does not have an explicit focus on CDFIs.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> Grant applications will be accepted from organizations that are located in or serve the people of Vermont. Organizations must be tax-exempt under Section 501(c)(3) of the Internal Revenue Code or be a public agency or municipality in the state of Vermont. Nonprofit organizations or community groups who do not have 501(c)(3) status may apply for grant awards if another tax-exempt organization acts as a fiscal sponsor. For all criteria, see www.vermontcf.org. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> See www.vermontcf.org for detailed information on all Vermont Community Foundation grant programs. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> Vermont Community Foundation typically funds grants in two rounds. Please refer to the organization's website, www.vermontcf.org, for detailed information about application processes and deadlines. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Ryan Torres Vermont Community Foundation P.O. Box 30 3 S. Court Street Middlebury, VT 05753 Phone: 802.388.3355 ext 289 | | | www.vermontcf.org | |

CDFI Fund

U.S. Department of the Treasury

W. K. KELLOGG FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|------------------------|----------------|--|------------------------------|
| Healthy Kids/Food and Community | National/International | Grant | Ind. Foundation | \$270 million (8/31/2010) |
| DESCRIPTION | | | | |
| <p>The W.K. Kellogg Foundation supports children, families, and communities as they strengthen and create conditions that propel vulnerable children to achieve success as individuals and as contributors to the larger community and society. The Foundation allocates 80% of its funding each year to the United States. The organization targets just over half of its budgeted domestic dollars to the following three priority states: Michigan, Mississippi, and New Mexico. These states were identified as having a high percentage of children in poverty where the organization had opportunities to leverage and to build upon its past grantmaking and established partnerships to make the greatest impact. They distribute the remaining domestic funds nationally, spread across urban, suburban and rural communities. Latin America, the Caribbean, and southern Africa receive the remaining 20% to promote leadership, social, and economic development in those regions.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>W. K. Kellogg Foundation has a history of collaborating with CDFIs.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none">• CDFIs or CDCs.• To be eligible for support, your organization or institution, as well as the purpose of the proposed project, must qualify under regulations of the United States Internal Revenue Service.• For all criteria, see www.wkkf.org. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none">• W.K. Kellogg Foundation is not able to fund requests that do not fit its funding guidelines and/or focus on propelling and strengthening impoverished children through Kellogg Foundation programming goals. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none">• Deadline: Rolling.• Applications are reviewed by headquarters staff.• Must apply online.• Apply at: www.wkkf.org. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none">• Alameda County Community Food Bank, Inc., Oakland, CA – project created a community environment that supports healthy children, youth, and families by making available and sustaining local healthy foods and space and structure for physical activity on behalf of the Oakland Food and Fitness Community Collaborative (\$702,200 between May 2007 and October 2009). | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Central Proposal Processing Department Phone: 269.969.2329 | | | www.wkkf.org | |

Z. SMITH REYNOLDS FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|-------------------------|----------------|--|--------------------------------|
| Community Economic Development | State of North Carolina | Grant | Ind. Foundation | \$20.8 million (12/31/2009) |
| DESCRIPTION | | | | |
| The Foundation seeks to foster economic well-being, vitality and sustainability by promoting asset-building for individuals, families, and communities in North Carolina. | | | | |
| CDFI INVOLVEMENT | | | | |
| The Z. Smith Reynolds Foundation's grant program does not have an explicit focus on CDFIs. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> The Z. Smith Reynolds Foundation is restricted to making grants to charitable, tax-exempt, 501(c)(3) organizations and government entities for programs and projects that serve the people of North Carolina. No grants are made to individuals for any purpose. Out-of-state charitable organizations are eligible to apply for funds to support projects operating in North Carolina. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> Small grants (requests of up to \$35,000 for up to two years). Strategic grants (requests for more than \$35,000 per year). | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> The Foundation only accepts proposals through its online application system and will not accept proposals by mail, fax, or email. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| CONTACT PERSON | | | WEBSITE | |
| John Francis Z. Smith Reynolds Foundation 147 S. Cherry Street Suite 200 Winston-Salem, NC 27101 Phone: 336.725.7541 ext 112 | | | www.zsr.org | |

CDFI Fund

U.S. Department of the Treasury

Banks

BANK OF AMERICA

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|-----------|-----------------|--|----------------|
| Small business | National | PRIs and grants | Bank | Not available |
| DESCRIPTION | | | | |
| Bank of America makes PRIs to CDFIs that primarily serve low- to moderate-income (LMI) communities across its footprint. The organization's strategy is to target investments that benefit LMI individuals and families, LMI census tracts, and small businesses within those areas. | | | | |
| CDFI INVOLVEMENT | | | | |
| Bank of America is the largest investor in CDFIs. It does not have an explicit focus on healthy food financing, but does have a stated focus on investing in CDFIs that work with small businesses. Bank of America also makes grants to CDFIs via the Bank of America Charitable Foundation. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none">• Community development credit unions.• Microenterprise loan funds.• Community development loan funds. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none">• For loans: maximum term is ten years, interest payments quarterly, principal payments may be structured to amortize the PRI, typically no prepayment penalty (prepaid principal is not eligible to be advanced again to the borrower), may be unsecured, generally, below-market interest rate.• For grants: 501(c)3 status, location within the Bank of America footprint, and alignment with local funding priorities. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none">• The underwriting process is comprehensive and competitive. Qualified organizations interested in applying for a PRI should complete the required eligibility quiz to access the online application.• Upon completion, the application will be reviewed and the applicant will be contacted if additional information is required in order to consider your request. Applications and inquiries from depository CDFIs (regulated banks seeking equity) are referred to National Community Investment Fund, a separate and independent trust invested in by Bank of America and established to fund for-profit CDFIs. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none">• In 2004, Bank of America made the first private-sector investment in the Pennsylvania Fresh Food Financing Initiative via Philadelphia-based The Reinvestment Fund. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| PRI: www.bankofamerica.com/community Grants: www.bankofamerica.com/foundation | | | www.bankofamerica.com | |

CITI

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|-----------|------------------|--|----------------|
| Small business | National | Loans and grants | Bank | Not available |
| DESCRIPTION | | | | |
| Citi is the third-largest bank in the U.S. (by assets). Citi has more than 1,000 branches, with a major presence in California, New York, and Texas. | | | | |
| CDFI INVOLVEMENT | | | | |
| Citi committed \$199 million in investments to CDFIs in 2010 via the Communities at Work Fund, which was created to channel funds to small and start-up businesses via CDFIs. While Citi does not have an explicit focus on healthy food financing, financing of retail food businesses such as grocery stores could qualify under the Communities at Work Fund. Citi also makes grants to CDFIs via the Citi Foundation, although it does not have a specific grant program around healthy food financing. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> CDFI Loan Funds, Community Development Entities (CDE) who are affiliates of CDFI Loan Funds, and Microenterprise Funds are eligible to apply for a loan from the Communities at Work Fund | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> Loans (Communities at Work Fund): <ul style="list-style-type: none"> Loans range in size from a minimum \$200,000 to a maximum \$20 million; Loans are typically general recourse, unsecured loans; and Eligible uses include community development transactions that positively impact economically disadvantaged people and communities throughout the U.S. Proceeds may be used for financing of small businesses, social enterprises, commercial real estate, and community services organizations. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> Complete the form located at http://www.communitiesatworkfund.com/apply/form.asp. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> As of November 2010, the Communities at Work Fund had disbursed \$49.1 million to the following CDFIs: ACCION Texas, Cooperative Business Assistance Corporation, IFF, Self-Help Ventures, New Mexico Community Loan Fund, and Enterprise Cascadia. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Loans: info@communitiesatworkfund.com Grants: www.citigroup.com/citi/foundation | | | www.communitiesatworkfund.com www.citi.com/icg/sa/citicommunitycapital | |

CDFI Fund

U.S. Department of the Treasury

GOLDMAN SACHS

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|-----------|---|-------------|----------------|
| Healthy food | National | Grant and loan | Bank | Not available |
| DESCRIPTION | | | | |
| <p>The Goldman Sachs Urban Investment Group (UIG) is an investment effort focused on urban markets in the United States. UIG employs a comprehensive, place-based strategy, with an emphasis on direct investing through strategic partnerships with best-in-class developers, non-profits and other local stakeholders, driving tangible, positive economic and social benefits for underserved urban communities.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>UIG invests the firm's capital to transform distressed communities into sustainable and vibrant neighborhoods of choice and opportunity. While UIG is primarily focused on financing affordable and mixed-income housing, it seeks to address the broader needs of the neighborhoods in which it is invested.</p> <p>UIG is also responsible for the capital access component of the firm's <i>10,000 Small Businesses Initiative</i>, a unique five-year program that seeks to unlock the growth and job-creation potential of small businesses across the United States through greater access to business education, financial capital, and business support services. UIG deploys capital by using CDFIs as intermediaries in locations where the firm announces the Initiative. Eligible borrowers are primarily based in low-and moderate-income communities and serve to stabilize neighborhoods and create jobs.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none">In general, UIG focuses on a CDFIs track record, overall financial strength, and capacity to meet particular programmatic goals (i.e., <i>10,000 Small Businesses</i>). | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none">UIG has both lending and investing platforms. To date, UIG has structured partnerships with several CDFIs through the <i>10,000 Small Businesses Initiative</i> as well as other CDFI investments. A list of featured investments is available at: http://www2.goldmansachs.com/services/financing/urban-investments/featured-investments.html. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none">UIG does not publish a formal application process for potential CDFI partners. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none">New York Healthy Foods & Healthy Communities: In 2010, UIG committed \$40 million as the sole private sector investor in the Healthy Food and Healthy Communities Fund (New York State). The Fund will provide capital in the form of loans and grants to increase the number of healthy food markets in underserved communities across New York State. The program is intended to meet the financing needs of market operators who do not have access to financing through the conventional credit market. The Low Income Investment Fund is UIG's CDFI partner.To date, <i>10,000 Small Businesses</i> has been launched in New York City, Los Angeles, New Orleans, and Houston. To deploy lending capital UIG has structured partnerships with Seedco Financial Services (NYC), the Valley Economic Development Center (LA), the National Development Council's Grow America Fund (LA), and Hope (New Orleans). UIG will announce the selection of a CDFI partner for Houston in July. | | | | |
| CONTACT PERSON | | WEBSITE | | |
| Cristina Shapiro Email: cristina.shapiro@gs.com | | http://www2.goldmansachs.com/services/financing/urban-investments/index.html | | |

JPMORGAN CHASE

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|-----------|----------------------|--|--|
| Community development | National | Grants and financing | Bank | Approx. \$230MM invested in CDFIs (2010) |
| DESCRIPTION | | | | |
| JPMorgan Chase is the second-largest bank in the U.S. (by assets). It has a footprint covering 25 states and the District of Columbia, with a major presence in New York, Illinois, Arizona, California, Michigan, and Texas. With more than 5,300 branches, JPMorgan Chase has the third-largest footprint of any U.S. bank. | | | | |
| CDFI INVOLVEMENT | | | | |
| Chase's community investment activities have a significant focus on CDFIs. In 2010, Chase committed \$100 million toward CDFIs serving charter schools, small businesses, and other community needs. While Chase does not have specific programs for CDFI healthy food projects, it is an area of interest for the bank. In addition to financing, Chase provides grants to CDFIs via the JPMorgan Chase Foundation. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> • Eligibility for financing depends on program. • For grant eligibility, see www.jpmorganchase.com/corporate/Corporate-Responsibility/grant-guidelines.htm. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> • Grants to CDFIs range from a few thousand to several million dollars. • Loans and investments can exceed tens of millions of dollars; New Markets Tax Credit (NMTC) equity is a common vehicle for financing healthy food projects. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> • For grants, complete the letter of inquiry form at: www.jpmorganchase.com/corporate/Corporate-Responsibility/grant-programs.htm. • For financing, contact Sarah Schulte, Vice President (see below). | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> • JPMorgan Chase was the lead investor in the bank-syndicated \$40.5 million loan pool created by The Reinvestment Fund for the Pennsylvania Fresh Food Financing Initiative. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| <i>Grants:</i> Local Community Relations Officer (see www.jpmorganchase.com/corporate/Corporate-Responsibility/grant-programs.htm) <i>Financing:</i> Sarah Schulte Vice President Phone: 312.732.5658 Email: sarah.r.schulte@chase.com | | | www.jpmorganchase.com | |

CDFI Fund

U.S. Department of the Treasury

PNC

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|--------------------------------|-----------------------|--|----------------|
| Community development | Mid-Atlantic, Midwest, Florida | Loans and investments | Bank | Not available |
| DESCRIPTION | | | | |
| <p>Pittsburgh, PA-based PNC is the 11th largest bank in the U.S. by assets. PNC Community Development Banking offers services and products targeting low- and moderate-income (LMI) communities and customers such as: financial education, consumer products, community development lending, and community development investments. PNC Community Development Banking is a significant investor in CDFIs operating across PNC's footprint.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>PNC's community development loans and investments target CDFIs serving LMI people and the revitalization of distressed communities. PNC offers a range of investment options for CDFIs, such as NMTC equity and general recourse debt.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none">• CDFIs must be located in PNC's footprint, which comprises the following states: Delaware, Florida, Indiana, Maryland, Missouri, New York, Pennsylvania, Virginia, Wisconsin, the District of Columbia, Illinois, Kentucky, Michigan, New Jersey, Ohio, Rhode Island, and West Virginia.• CDFI projects must serve LMI individuals or promote neighborhood revitalization.• Contact Frank Porrazza for other eligibility information. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none">• The pricing and terms will vary depending on the nature of the investment. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none">• Contact Frank Porrazza (see below). | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none">• PNC is an investor in the \$32.4 million syndicated bank partnership raised by The Reinvestment Fund to finance supermarket development in connection with the Pennsylvania Fresh Food Financing Initiative. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Frank Porrazza Vice President/Senior Development Advisor Community Development Banking Phone: 215.585.8001 Email: frank.porrazza@pncbank.com | | | www.pnccommunityinvolvement.com | |

RABOBANK

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|------------|---|-------------|----------------|
| Agriculture, community development | California | Loans (farms) and grants (CDFIs) | Bank | Not available |
| DESCRIPTION | | | | |
| <p>Netherlands-based Rabobank Group is a leader in food and agriculture lending. In the U.S., Rabobank N.A. is a \$10.2 billion community bank providing retail and commercial banking services in California. Rabobank offers a set of agriculture financial products, including farm loans and insurance. It also offers community development loans/investments and grants, including to CDFIs.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>Rabobank partners with several CDFIs in California, although its investment activity is not limited to CDFIs.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> Contact Frank Bravo (see below). | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> Loans: Rabobank offers a wide range of loans, including Small Business Administration (SBA) Loans, U.S. Department of Agriculture (USDA) Loan Guarantees, Community Investment Program (CIP), and Future Farmers of America (FFA) and 4H Loans. Grants: Rabobank makes grants to California CDFIs that range in size from \$5,000 to \$25,000. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> Contact Joyce Keane (see below). | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> Example Investment: Fresno's Valley Small Business Development Corporation and Salinas' California Coastal Rural Development Corporation to establish a statewide loan pool to provide small farm owners with access to credit (\$15 million in 2010). Exaple Grants: Rural Community Assistance Corporation, California Capital FDC, Agriculture and Land-Based Training Association (ALBA), and California FarmLink. | | | | |
| CONTACT PERSON | | WEBSITE | | |
| <p><i>For community development investments and loans</i> Frank Bravo Phone: 559.735.2275 Email: Frank.Bravo@Rabobank.com</p> <p><i>For grants</i> Joyce Keane Phone: 916.797.8232 Email: Joyce.Keane@rabobank.com</p> | | <p>www.rabobankamerica.com</p> | | |

CDFI Fund

U.S. Department of the Treasury

WELLS FARGO

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|-----------|--|-------------|----------------|
| Community development | National | Grants and loans | Bank | Not available |
| DESCRIPTION | | | | |
| San Francisco-based Wells Fargo is the fourth-largest U.S. bank (by assets). It has one of the most extensive branch networks in the U.S., with more than 6,500 branches across 40 states. | | | | |
| CDFI INVOLVEMENT | | | | |
| Wells Fargo supports the continuum of the CDFI industry, from very small loan funds to very large ones. Wells Fargo invests in CDFIs via its Community Lending and Investment (CLI) group, which provides debt and equity capital for economic development, job creation, and affordable housing in areas of need. Wells Fargo also provides grants to CDFIs through the NEXT Awards for Opportunity Finance, and through smaller grants made on the local level. While Wells Fargo does not have a specific stated focus on healthy food financing, it has provided financing for at least one healthy food project (i.e., Pennsylvania Fresh Food Financing Initiative). | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none">• CARS™-ratings for senior debt and NMTC transactions (strongly encouraged).• Location within Wells Fargo footprint, which includes the following states: AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, ID, IL, IN, IA, KS, MD, MA, MI, MN, MS, MT, NE, NV, NJ, NM, NY, NC, ND, OH, OR, PA, SC, SD, TN, TX, UT, VA, WA, WI, WY. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none">• Grants typically range from \$10,000 to \$100,000.• Debt, including equity-equivalent investments (EQ2) and senior debt.• NMTC equity.• Wells Fargo also partners with Opportunity Finance Network on the Wachovia Wells Fargo NEXT Awards for Opportunity Finance, a competitive program that awards 3%, ten-year loans paired with grants. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none">• Investments: https://www.wellsfargo.com/com/real-estate/contact.• Grants: https://www.wellsfargo.com/donations.• NEXT Awards: http://nextawards.org/. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none">• Wells Fargo is an investor in the \$32.4 million syndicated bank partnership raised by The Reinvestment Fund to finance supermarket development in connection with the Pennsylvania Fresh Food Financing Initiative. | | | | |
| CONTACT PERSON | | WEBSITE | | |
| Megan Teare, Senior Vice President, Wells Fargo Community Lending and Investment Phone: 612.316.0512 Email: Megan.G.Teare@wellsfargo.com | | https://www.wellsfargo.com/com/real-estate/ community-lending-investment | | |

Intermediaries/Advisors/Coalitions

CALVERT FOUNDATION

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|-----------|----------------|--|-------------------------------|
| Healthy Foods/ Community Development | National | Debt | Ind. Foundation | \$4.0 million (12/31/2009) |
| DESCRIPTION | | | | |
| Non-profit organization offering community investment notes that fight poverty, finance affordable homes, fund small and micro businesses, etc. Calvert Foundation has nearly \$200 million invested in 250 community organizations in all 50 states and over 100 countries. | | | | |
| CDFI INVOLVEMENT | | | | |
| Calvert Foundation actively invests in CDFIs and currently has 66 CDFI borrowers in its portfolio. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> • CDFIs or CDCs. • Minimum assets of \$2 million. • For all criteria, see www.calvertfoundation.org/who-we-help/criteria. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> • Principal: \$50,000 to \$2.5 million. • Interest rates: 4.5%. • Term: Typically three to five years. • Other: general recourse, interest-only, possible renewal at maturity. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> • Deadline: Rolling (Investment Committee meets quarterly). • Requirements: Submit audited financial statements and letter of interest. • Apply at: www.calvertfoundation.org/who-we-help/criteria. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> • Calvert Foundation has partnered with The Reinvestment Fund. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Najada Kumbuli Phone: 301.280.6032 Email: najada.kumbuli@calvertfoundation.org Calvert Foundation 7315 Wisconsin Avenue Suite 11W Bethesda, MD 20814 | | | www.calvertfoundation.org info@calvertfoundation.org | |

CDFI Fund

U.S. Department of the Treasury

CONVERGENCE PARTNERSHIP

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|-----------|----------------|--|----------------|
| Healthy food | National | None | Intermediary | N/A |
| DESCRIPTION | | | | |
| <p>The Convergence Partnership is a collaborative of funders focused on a vision of “Healthy People, Healthy Places.” Specifically, the group seeks for neighborhoods, schools, and workplaces to offer healthy food and safe places to play and be active. Within its Access to Healthy Food focus area, the Convergence Partnership seeks to change policy and create solutions that increase access to fresh, affordable food. The Steering Committee comprises The California Endowment (TCE), Kaiser Permanente, Kresge Foundation, Nemours, The Robert Wood Johnson Foundation (RWJF), The W.K. Kellogg Foundation.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>The Convergence Partnership teamed with The Reinvestment Fund, a CDFI, and The Food Trust in the policy effort behind the development of the national Healthy Food Financing Initiative.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> N/A. The Convergence Partnership does not offer direct financing. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Mildred Thompson Senior Director, PolicyLink and Director of the PolicyLink Center for Health and Place Phone: 510.663.2333 Email: mthompson@policylink.org | | | www.convergencepartnership.org | |

C.S. MOTT GROUP FOR SUSTAINABLE FOOD SYSTEMS AT MSU

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|---|-------------------|--|----------------|
| Equal access to food | Based in Michigan (focus is nationwide) | No direct funding | Intermediary | N/A |
| DESCRIPTION | | | | |
| The C. S. Mott Group for Sustainable Food Systems at MSU engages communities in applied research and outreach to promote sustainable food systems. The group's goal is to improve access and availability of locally produced food. | | | | |
| CDFI INVOLVEMENT | | | | |
| The C.S. Mott Group for Sustainable Food Systems does not have an explicit focus on CDFIs. Please contact the organization at www.mottgroup.msu.edu/mottgroup for more information. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> Although no direct funding is offered, the C.S. Mott Group for Sustainable Food Systems is a great resource for organizations seeking to engage in the healthy foods arena. The organization is focused on local knowledge, social values, civic engagement, food security, agro-ecosystems, and small to medium-scale family farms, all issues that are aligned with CDFIs. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| CONTACT PERSON | | | WEBSITE | |
| The C.S. Mott Group for Sustainable Food Systems at Michigan State University Susan Smalley, Director 312 Natural Resources Building East Lansing, MI 48824-1222 Phone: 517.432.1612 | | | www.mottgroup.msu.edu/mottgroup | |

CDFI Fund

U.S. Department of the Treasury

FOOD TRUST

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|-----------|----------------|--|----------------|
| Healthy food | National | N/A | Intermediary | N/A |
| DESCRIPTION | | | | |
| <p>The Food Trust is a Philadelphia-based non-profit that operates school- and community-based projects designed to make healthy food available to all. Founded in 1992, the Food Trust works with neighborhoods, schools, grocers, farmers, and policymakers in pursuit of that mission. The Food Trust also offers consulting services related to its work, such as feasibility studies, network and coalition development, and program evaluation.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>The Food Trust has partnered with The Reinvestment Fund (TRF) and the Low Income Investment Fund (LIIF) on the Pennsylvania and New York fresh food financing initiatives, respectively. It has also partnered with Hope Enterprise Corp. on the New Orleans Fresh Food Retailer Initiative. For each of these programs, the Food Trust provides outreach and marketing to grocers and communities and conducts eligibility determinations for applicants.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> Contact The Food Trust with partnership inquiries. | | | | |
| EXAMPLE PROJECTS | | | | |
| <ul style="list-style-type: none"> Healthy Corner Store initiative, a program working to increase healthy foods at corner stores and educate children about healthy snacking; supported by the Michael & Susan Dell Foundation, Pew Charitable Trusts, the Robert Wood Johnson Foundation, and the Bank of America Charitable Foundation, among others. Supermarket Campaign, a project addressing low-income individuals' lack of access to supermarkets in Pennsylvania, New York, Louisiana, and Illinois; supported by the Robert Wood Johnson Foundation, Kraft Foods Foundation, the Colorado Health Foundation, the Michael & Susan Dell Foundation, and the Arthur M. Blank Foundation. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Brian Lang Associate Director, Supermarket Campaign Phone: 215.575.0444 Email: blang@thefoodtrust.org | | | www.thefoodtrust.org | |

IMPRINT CAPITAL ADVISORS

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|------------|----------------|--------------|--|
| Community development & Social enterprise | Nationwide | N/A | Intermediary | More than \$200 million under advisement |

DESCRIPTION

Imprint Capital Advisors is a mission-driven organization focused on helping clients successfully develop and execute strategies that leverage their capital for impact. The organization's only business is providing clients with unbiased advice and customized services, grounded in deep experience and extensive market relationships. Imprint Capital uses a collaborative approach, which leverages relationships with leading experts to ensure its clients get the quality of expertise and execution they require. Imprint Capital assists with every aspect of mission-driven investing, from strategy development, to implementation design, to execution, through ongoing portfolio management.

CDFI INVOLVEMENT

Although Imprint Capital does not have an explicit focus on CDFIs, the organization is familiar with CDFIs and has been involved with CDFIs and the CDFI industry in the past.

ELIGIBILITY

- No direct funding is provided.

FUNDING CHARACTERISTICS

- Although no direct funding is offered, Imprint Capital's services range from strategy development to portfolio execution to transaction structuring. The organization applies its services across asset classes, interest areas, return profiles, and levels of executional complexity. In addition to advisory, portfolio and transaction services, Imprint Capital also offers a help desk service for investment advisors and mission investors and actively promotes impact investing through its field building work. The organization is committed to broadly disseminating its learnings and knowledge through those efforts.

APPLICATION PROCESS

- No direct funding is provided. Organizations interested in Imprint Capital's knowledge should visit www.imprintcap.com for more information.

EXAMPLE INVESTMENTS

- N/A

| CONTACT PERSON | WEBSITE |
|--|--|
| Nico Klein, Associate Imprint Capital 353 Sacramento St, Suite 1760 San Francisco, CA 94111 Phone: 415.982.5900 Email: Info@imprintcap.com | www.imprintcap.com |

CDFI Fund

U.S. Department of the Treasury

LIVING CITIES CATALYST FUND

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|-----------|-------------------------|--|------------------------|
| Promoting health and wellness | National | Below-market rate loans | Intermediary | \$11.65MM (3/31/11) |
| DESCRIPTION | | | | |
| <p>Founded in 1991, Living Cities is an innovative philanthropic collaborative of 22 of the world's largest foundations and financial institutions. Its members participate at the senior management level on the Living Cities Board of Directors and implement the organization's agenda, which is focused on improving the lives of low-income people and the urban areas in which they live.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>Living Cities has a history of collaborating with CDFIs.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> All potential investments must fit with Living Cities' priorities and demonstrate the ability to service and repay debt in a timely fashion. The Catalyst Fund will consider a range of criteria when evaluating potential investments, including: programmatic significance (scale, impact, innovation); alignment of the investment with Living Cities' programmatic and geographic priorities; ability to leverage substantial additional funds from other public and private investors; financial strength of the borrower; strength, experience and stability of the borrower's management; potential to create systemic change; ability to integrate previously isolated services and structure; and portfolio diversification and balance of risk. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> Most loans will have terms of two to five years, although longer terms are possible. All loans must be repaid in full by 2020. Loans may range in size from \$1 million to approximately \$3 million. Interest rates will range from 3.5-5%, with interest to be paid quarterly. The Catalyst Fund may also offer lines of credit and guarantees. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> Potential investments must meet both programmatic and financial thresholds. All deals will be screened first for programmatic significance and fit with Living Cities' priorities. The programmatic review will be conducted by the staff and membership of the Program Committee of Living Cities. Borrowers that meet the programmatic screen will be recommended for financial review. This review involves three steps: <ul style="list-style-type: none"> Preparation of a brief "greenlight memo" for consideration by the Catalyst Fund Credit Committee; Due diligence, structuring and underwriting of the credit; and Review and approval by the Credit Committee. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> \$2 million loan to The Reinvestment Fund to support fresh food financing in Newark, NJ. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Amy Chung Phone: 646.442.2208 | | | www.livingcities.org | |

NATIONAL FEDERATION OF COMMUNITY DEVELOPMENT CREDIT UNIONS (FEDERATION)

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|-----------|-----------------------|--|---------------------------------|
| Healthy food | National | Loans and investments | Intermediary | \$30.8 MM (year ended 12/31/10) |
| DESCRIPTION | | | | |
| <p>The National Federation of Community Development Credit Unions (Federation) is a membership organization of more than 230 high-impact credit union CDFIs. Founded in 1974, the Federation’s mission is help low-income individuals and communities achieve financial independence through credit unions.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>The Federation strengthens credit union CDFIs through its advocacy, financing, technical assistance, education, training, networking and consulting services. The Federation’s Community Development Investment Program (\$50 million in assets under management) offers non-member deposits, special risk-sharing PRIDE™ and Microenterprise deposits, secondary capital loans that can be counted as PCA net worth and more. Its CDCU Mortgage Center provides training and technical assistance to credit unions in affordable mortgage lending, housing counseling, foreclosure prevention and also operates the CDCU Secondary Market, which purchases performing mortgage loans from community development credit unions.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> • Financing available for credit unions only. • Federation membership required to receive financing. • NCUA Low-Income Designation required for loans, deposits and grants (not required for mortgages purchased by CDCU Secondary Market). | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> • Federation loans and deposits range in size from \$10,000 to \$500,000, with terms from 1-8 years and rates ranging from 2.0% 6.00% depending on product, term and risk profile. • Federation Secondary Capital can be counted as Net Worth for PCA calculations according to NCUA policies and guidelines. • Equity grants and other special purpose grants based on funding availability. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> • Credit unions interested in a deposit, loan or other investment from the Federation should contact Terri J. Fowlkes (see below). | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> • Federation Microenterprise Deposits provide liquidity and share the risk of credit union lending to micro-entrepreneurs engaged in healthy food production, processing, distribution and retail sales. | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Terri J. Fowlkes, Director of Community Development Investments Phone: 212.809.1850 ext 221 Email: tjfowlkes@cdc.u.coop | | | www.cdcu.coop | |

CDFI Fund

U.S. Department of the Treasury

NEW ISLAND CAPITAL MANAGEMENT

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|------------|----------------|--------------|----------------|
| Sustainable agriculture Sustainable communities | Nationwide | N/A | Intermediary | N/A |

DESCRIPTION

New Island Capital Management is a San Francisco-based investment company. The organization's investment mandate and resources place it among a handful of institutional-scale, mission-focused investors that target appropriate risk-adjusted returns while striving to accomplish environmental and social good. New Island Capital has a long-term horizon, it invests globally, and it selects investments across all asset classes. The organization focuses particular attention on communities, sustainable agriculture, alternative energy and the environment.

CDFI INVOLVEMENT

New Island Capital Management does not have an explicit focus on CDFIs.

ELIGIBILITY

- N/A

FUNDING CHARACTERISTICS

- N/A

APPLICATION PROCESS

- Organizations interested in discussing healthy foods initiatives with New Island Capital Management should refer to www.newislandcapital.com.

EXAMPLE INVESTMENTS

- Recent healthy foods initiatives include: agriculture cooperatives and organic dairy farming.

CONTACT PERSON

Chris Larson, Principal
New Island Capital Management
505 Sansome Street
San Francisco, CA 94111
Phone: 415.538.9200

WEBSITE

www.newislandcapital.com

OPPORTUNITY FINANCE NETWORK (OFN)

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--------------|-----------|-----------------------|--------------|--------------------------------|
| Healthy food | National | Loans and investments | Intermediary | \$19.2MM (year ended 12/31/10) |

DESCRIPTION

Opportunity Finance Network (OFN) is a membership organization of nearly 200 high-performing CDFIs. Founded in 1984, OFN's mission is to lead CDFIs and their partners to ensure that low-income and low-wealth people and communities have access to affordable, responsible financial products and services.

CDFI INVOLVEMENT

OFN serves CDFIs through its public policy, knowledge sharing, strategic consulting, strategic communications, and financing programs. The OFN Financing Fund is a roughly \$70 million portfolio of CDFI loans and investments. A portion of OFN's financing portfolio comprises the Wachovia Wells Fargo NEXT Awards for Opportunity Finance, in partnership with the John D. and Catherine T. MacArthur Foundation. OFN also provides underwriting and monitoring services for third-party investments in CDFIs, as well as the industry-standard CDFI Assessment and Ratings System™ (CARSTM™).

ELIGIBILITY

- OFN membership required to receive financing (except for NEXT Awards).
- Strong CAMEL (capitalization, asset quality, management, earnings, liquidity) and impact performance.
- Priority given to CARSTM-rated CDFIs.

FUNDING CHARACTERISTICS

- OFN loans and investments range in size from \$100,000 to \$3 million, with terms from three to ten years and rates ranging from 4.25% (five years) to 5.00% (ten years).
- NEXT Awards are ten-year, 3% loans and unrestricted grants.

APPLICATION PROCESS

- CDFIs interested in a loan or investment from OFN should contact Wanda Speight (see below).
- NEXT Awards application and full eligibility information available at: www.nextawards.org.

EXAMPLE INVESTMENTS

- OFN has made several loans to CDFIs that are active in healthy food financing:
 - Coastal Enterprises, Inc. (2005);
 - California Coastal Rural Development Corporation (2007); and
 - The Reinvestment Fund (2010).

| CONTACT PERSON | WEBSITE |
|---|--|
| Wanda Speight, Executive Vice President Phone: 215.320.4301 Email: wspeight@opportunityfinance.net | www.opportunityfinance.net |

CDFI Fund

U.S. Department of the Treasury

RSF SOCIAL FINANCE (RSF)

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|------------|--|--------------|--------------------------|
| Food and agriculture | Nationwide | PRI | Intermediary | \$290 million since 1984 |
| DESCRIPTION | | | | |
| <p>RSF Social Finance (RSF) is a pioneering non-profit financial services organization dedicated to transforming the way the world works with money. In partnership with a community of investors and donors, RSF provides capital to non-profit and for-profit social enterprises addressing key issues in the areas of Food & Agriculture, Education & the Arts, and Ecological Stewardship</p> <p>The RSF Food & Agriculture PRI Fund supports borrowers that positively contribute to:</p> <ul style="list-style-type: none">• Healthy ecological systems;• Urban and rural economic development;• Safe and equitable labor conditions; and• Increased access to healthy food in underserved areas. | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>Although RSF Social Finance does not have an explicit focus on CDFIs, the organization has been involved with CDFIs in the past and is familiar with the CDFI industry.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none">• RSF serves both nonprofit and for-profit social enterprises.• Please refer to www.rsfsocialfinance.org for a full list of borrower criteria. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none">• PRIs of \$50,000 or greater.• PRIs made to non-profit and for-profit social enterprises addressing key issues in food production, food access, value-added processing, distribution, retail, and waste management. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none">• Interested applicants should complete a pre-loan application located at www.rsfsocialfinance.org. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none">• N/A | | | | |
| CONTACT PERSON | | WEBSITE | | |
| Ted Levinson, Senior Lending Manager RSF Social Finance 1002 O'Reilly Avenue San Francisco, CA 94129 Phone: 415.561.3900 | | www.rsfsocialfinance.org | | |

SLOW MONEY

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|------------|-------------------|--|-----------------------|
| Equal access to food | Nationwide | No direct funding | Intermediary | More than \$4 million |
| DESCRIPTION | | | | |
| <p>Slow Money adheres to a set of principles designed to: enhance food security, food safety and food access; improve nutrition and health; promote cultural, ecological and economic diversity; and accelerate the transition from an economy based on extraction and consumption to an economy based on preservation and restoration.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>Although Slow Money does not have an explicit focus on CDFIs, the organization has been involved with CDFIs as it organizes investors and donors to steer new sources of capital to small food enterprises, organic farms, and local food systems. Slow Money aims to develop the relationship between capital markets and place, including social capital and soil fertility. Slow Money is supporting the grass-roots mobilization through network building, convening, publishing, and incubating intermediary strategies and structures of funding.</p> <p>Slow Money has launched The Soil Trust with plans to raise donations and deploy them as guarantees, co-investments, and seed capital in order to catalyze slow money investing. In connection with this effort, Slow Money has initiated discussions with local CDFIs in two regions.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> Although no direct funding is offered, Slow Money is committed to connecting investors to the places where they live, creating vital relationships, and new sources of capital for small food enterprises. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Slow Money 320 Washington Street 4th Floor Brookline, MA 02445 Email: info@slowmoney.org | | | www.slowmoney.org | |

CDFI Fund

U.S. Department of the Treasury

SOCIAL COMPACT

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--------------|-----------|----------------|--------------|----------------|
| Supermarkets | National | Debt | Intermediary | Not available |

Description

Social Compact, Inc. is a national non-profit organization with a mission of breaking down barriers to investment in inner-city neighborhoods. It created the Social Compact Investment Fund (SCIF) to support the development of supermarket-anchored retail projects in markets overlooked by traditional, national supermarket and grocery store chains. SCIF investments seek to support projects offering high-quality general merchandise, including farm-fresh fruits and vegetables.

CDFI INVOLVEMENT

Social Compact does not have an explicit focus on CDFIs.

ELIGIBILITY

- For-profit or non-profit commercial real estate development firms.
- Single or mixed-use development sites in which a full service grocery retailer is a major or anchor tenant and occupies at least 30% of the proposed net leasable square footage.
- NMTC-qualifying location.
- For all eligibility criteria, see www.socialcompact.org/SCIF/.

FUNDING CHARACTERISTICS

- Principal: Up to \$150,000.
- Interest rates: 0.5% per month.
- Fees: Application/underwriting fee of \$5,000 and a closing fee of 2% of the loan proceeds.
- Term: Maximum of 12 months.
- Other: general recourse, interest-only, possible renewal at maturity.

APPLICATION PROCESS

- Fill-able Word application and full instructions available at: www.socialcompact.org/SCIF/.
- Rolling.

EXAMPLE INVESTMENTS

- N/A

CONTACT PERSON

Alyssa Lee
 Phone: 202.547.2581
 Email: alee@socialcompact.org

WEBSITE

www.socialcompact.org/SCIF/

SOLIDAGO FOUNDATION

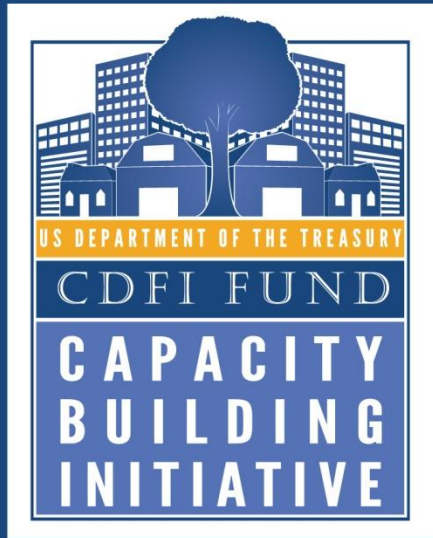
| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|--|--|----------------|--|-----------------------|
| Agriculture and food security | Based in Massachusetts (focus is nationwide) | Grant | Ind. Foundation | \$2.7 million in 2008 |
| DESCRIPTION | | | | |
| <p>The mission of Solidago Foundation is to promote justice, equity, sustainability and enfranchisement for all through charitable grant-making to, and work with, progressive, empowering, community-based organizations and collaborations. The Foundation seeks non-traditional and creative approaches to deep-rooted social problems that address the institutionalized disparities of wealth, resources, power and opportunity. Solidago supports building progressive organizations and alliances for lasting structural change of unjust systems.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| Solidago Foundation does not have an explicit focus on CDFIs. | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> • Solidago Foundation supports the development of broad social movements for systemic political and economic change. Key principles are to fund: <ul style="list-style-type: none"> ▪ Democratic, community based organizations doing base-building linked to political participation; ▪ Infrastructure support, building the capacity of grassroots organizations through applied research, media, leadership development, training of trainers, on-site organizational development; ▪ Networks, alliances, coalitions, collaborations, and action-oriented convenings where organizations intersect; and ▪ New models of sustainable community development that are linked to organizing. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> • Program staff use a cluster approach to funding. Grantees are often part of a network or collaboration of organizations that work effectively together. The Foundation rarely funds organizations that are working in isolation and/or are unaware of available partners or strategic alliances that might result in change at a larger scale. The Foundation supports horizontal networking and periodical convenings of grantees with similar interests. | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> • Contact Solidago Foundation at www.solidago.org. | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> • N/A | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Solidago Foundation 150 Main Street Northampton, MA 01060 Phone: 413.587.0174 | | | www.solidago.org | |

CDFI Fund

U.S. Department of the Treasury

SUSTAINABLE AGRICULTURE & FOOD SYSTEM FUNDERS (SAFSF)

| FOCUS AREA | GEOGRAPHY | FINANCING TYPE | ENTITY TYPE | TOTAL INVESTED |
|---|---|-------------------|--|----------------|
| Equal access to food | Based in California (focus is nationwide) | No direct funding | Intermediary | N/A |
| DESCRIPTION | | | | |
| <p>The Sustainable Agriculture & Food Systems Funders (SAFSF) was formed in 1991 by funders with a shared interest in economically viable, environmentally sound and socially responsible systems of food production, processing, distribution and consumption. SAFSF is not a grant-making entity. SAFSF is a broad international network of grant-makers that works to foster communication, shared learning and information exchange about issues connected to sustainable agriculture and food systems.</p> | | | | |
| CDFI INVOLVEMENT | | | | |
| <p>Although SAFSF does not have an explicit focus on CDFIs, the goal of the organization is to provide educational and networking opportunities for grant-makers in order to facilitate philanthropic work to support vibrant and healthy agricultural and food systems. The organization encourages all interested grant-makers to make use of the SAFSF network to exchange ideas, ask questions, and collaborate on issues of common interest.</p> | | | | |
| ELIGIBILITY | | | | |
| <ul style="list-style-type: none"> Although no direct funding is offered, SAFSF has a solid reputation for being a positive for organizations seeking to engage in the healthy foods arena. For more information, please refer to info@safsf.org. | | | | |
| FUNDING CHARACTERISTICS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| APPLICATION PROCESS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| EXAMPLE INVESTMENTS | | | | |
| <ul style="list-style-type: none"> N/A | | | | |
| CONTACT PERSON | | | WEBSITE | |
| Virginia Clarke Coordinator SAFSF 911 W. Pedregosa Street Santa Barbara, CA 93101 Phone: 805.687.0551 Fax: 805.569.2686 Email: vclarke@safsf.org | | | www.safsf.org info@safsf.org | |



This document was created for the CDFI Fund by:

