



New England Community Development Advisory Council

Meeting Agenda

Tuesday, May 29, 2012
Board of Director's Room – T-31

Breakfast	9:30 a.m.
Welcome/Introductions <i>Richard Walker, Senior Vice President & Community Affairs Officer</i>	10:00 – 10:20 a.m.
Community Development Lending Events/Observations/Discussion <i>Anthony Poore, Sr. Community Affairs Analyst</i> <i>Claire Greene, Sr. Communications Specialist</i>	10:20 – 11:00 a.m.
Q1 2012 New England Community Outlook Survey Household Financial Stability Follow-Up Impending Evaluation <i>Anna Steiger, Director</i>	11:00 – 11:30 a.m.
Regional & Community Outreach Update Financial Education Unit Update – <i>Sol Carbonell, Director</i> City 2 City Greater Springfield, New Haven – <i>Richard Walker, Senior Vice President</i>	11:30 – 12:00 p.m.
Lunch & Roundtable Updates 2011 Annual Report	12:00 p.m.

Community Development Lending: Discussion Question(s)

The Regional & Community Outreach Department is executing a series of convenings called *Business Opportunities in Community Development Lending*. Events have taken place in [Springfield](#), MA, [Augusta](#), ME, and [Manchester](#), NH. A [Burlington](#), VT, event is scheduled for Friday, June 8th. This series is a response to issues raised in the New England Community Outlook Survey and to intelligence gathering from community banks. The initial goals of the events were twofold.

1. To connect traditional and nontraditional lenders with small business and/or affordable housing lending opportunities;
2. Raising the awareness of community-based organizations (community development financial institutions, loan funds, community development credit unions) as well as government organizations (SBA, USDA) that help mitigate financial risk to organizations involved in community development activities.

Evaluations completed at the conclusion of each event provided insights and common themes:

- The ***economic landscape has changed*** considerably since the recession
- The ***easy deals have already been done***, requiring public and private entities to be more ***creative, patient, and flexible*** when engaged in community development lending activities.
- ***Community development deals have become increasingly complex*** and the need to ***collaborate within and outside traditional community development sectors*** has never been greater.
- Access to public and private financing opportunities ***varies significantly*** by state or context (urban/rural).
- Many small businesses owners and micro entrepreneurs ***lack the necessary equity, working capital, or credit histories*** required by traditional lenders when applying for small business lending products.

Questions to Think About Before the Discussion

1. How has the community development lending environment changed in your state/geography since 2008? If you have you observed signs of recovery, is this recovery specific to any sector?
2. What factors in your state are impacting **public** sources of community development capital and how have these sources of financing responded to their communities' capital needs?
3. What factors in your state are impacting **private** sources of community development capital and how have private sector lenders responded to their communities' capital needs?
4. What policy responses are needed (if any) to positively impact the current community development lending environment?
5. How can future events address the current small business and community development lending needs in your state? Examples might include the creation of networking/relationship-building opportunities, Case studies/training on individual types of community development deals, CRA training, etc.