



***“TOOLS FOR SUCCESS” WEBINAR SERIES
FOR ASSETS FOR INDEPENDENCE
GRANTEES***

**“Matchmaker, Matchmaker...”
Finding and Vetting Network Partners
August 30, 2012**

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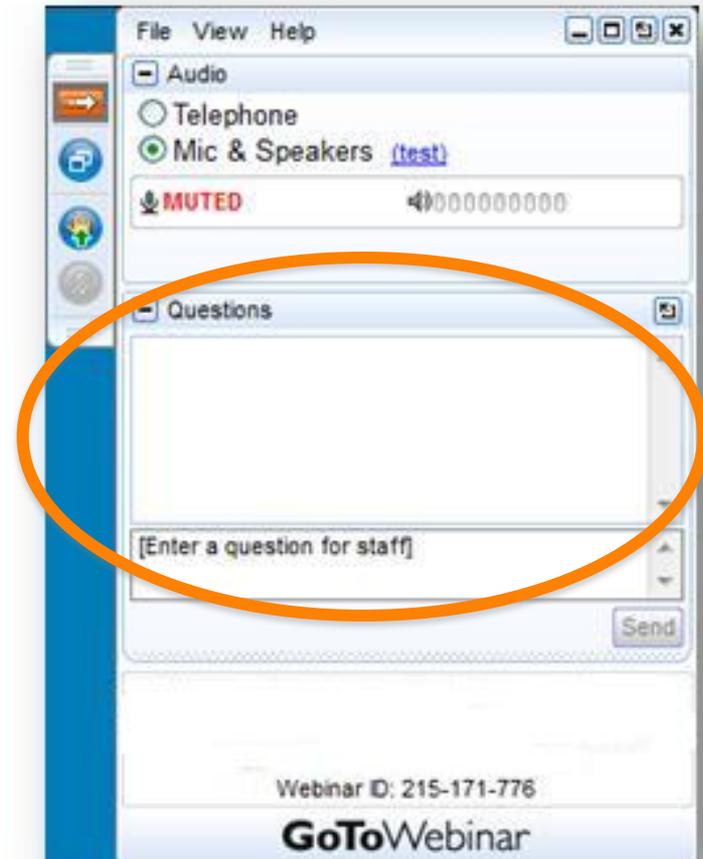
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Housekeeping

- This webinar is being recorded.
- A transcript and link to the recording will be available 1 week after the webinar.
- You will also receive a copy of today's PowerPoint.
- Today's webinar will last for 1 hour.

Housekeeping

- All webinar attendees are muted to ensure sound quality.
- Use the question box in your webinar Control Panel to ask questions at any time.





Not an AFI grantee yet?

- Assets for Independence (AFI), which is administered through the Office of Community Services (OCS) at the U.S. Department of Health and Human Services, provides federal funding to community-based nonprofits and government agencies for Individual Development Accounts (IDAs).
- To learn more about applying, visit www.idaresources.org
- Upcoming Orientation Session:
Prospective Grantee Webinar: Planning an AFI Project
Thursday, September 13, 2:00 – 2:45 PM EST
Register at www.idaresources.org

Your Guest Speakers

- **Martha Wunderli**

Utah Individual Development
Account Network (UIDAN)
Statewide Director;
AAA Fair Credit Foundation
Salt Lake City, UT



- The Utah Individual Development Account Network (UIDAN) creates economic opportunities for low-income families to break the cycle of poverty and launch new cycles of prosperity for themselves, their families, and their community.

Your Guest Speakers

- **Jacqueline Troy**
Savings & Financial Capabilities Manager
Indiana Housing & Community Development
Authority
- The Indiana Housing and Community Development Authority (IHCDA) creates housing opportunity, generates and preserves assets, and revitalizes neighborhoods by investing financial and technical resources in the development efforts of qualified partners throughout Indiana.

Your Guest Speakers

- **Toby Berry**
Community Action Agency
Community Development Director
Jackson, MI
- Community Action Agency was founded in 1965 through the Office of Economic Opportunity and fulfills the mission of moving people to self-sufficiency through agency programs ranging from Head Start to Weatherization. The organization increases its capacity to serve families through regional partnerships and collaborations.

Your Moderator

- **Leigh Tivol**
AFI Resource Center



- The AFI Resource Center provides training and technical assistance to AFI grantees, their project partners, and other organizations that are providing asset building services across the nation.

Today's Discussion Topics

- Overview of several existing networks
- Choosing partners and network make-up
- Attracting and vetting partners
- Monitoring partner relationships
- Weathering rough patches

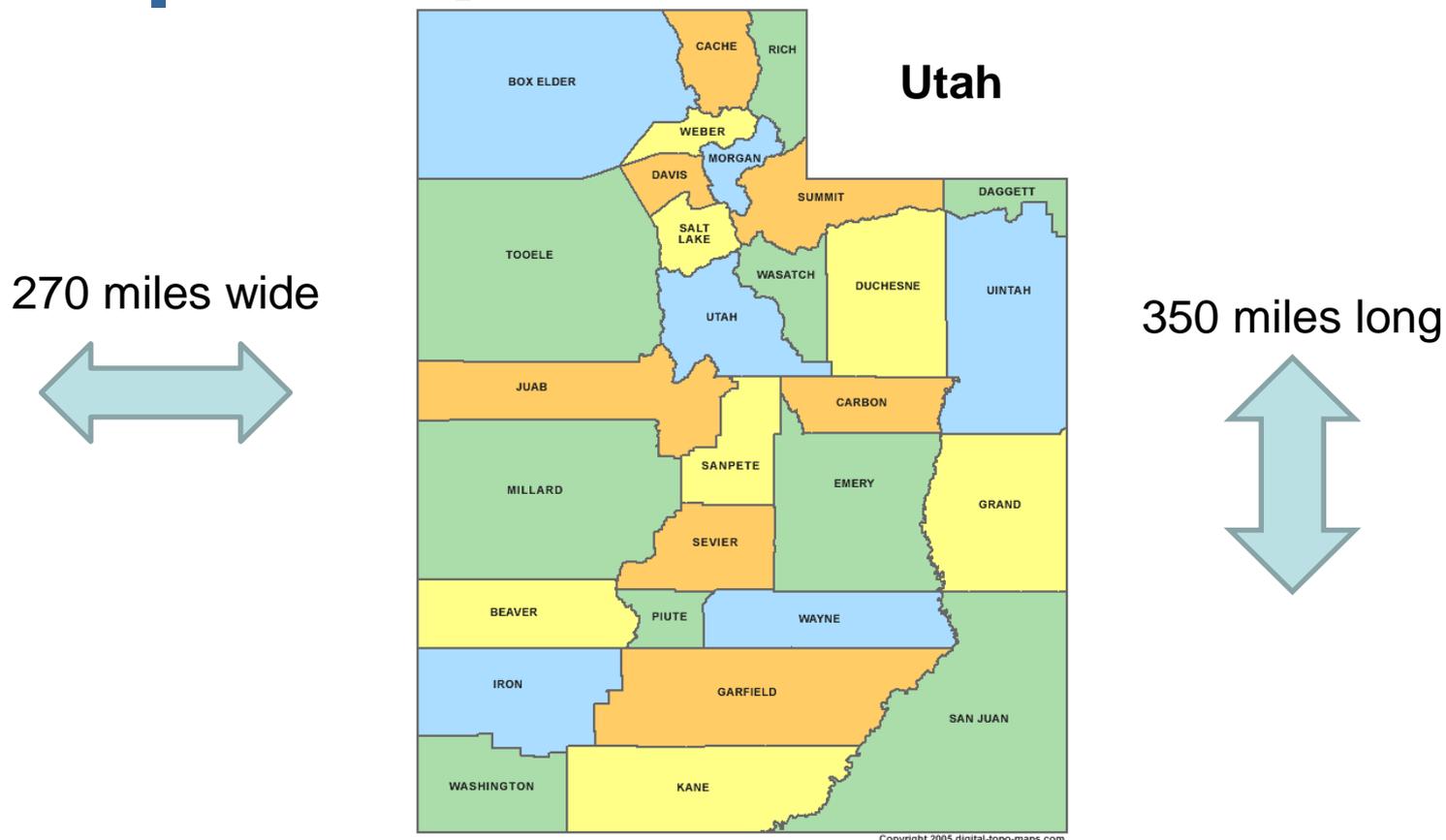


Utah Individual Development Account Network



- 100 partners across Utah
- Opened its first accounts in October 2004
- 578 savers
- 5 AFI grants = \$1.8 Million
- Target population – All Utahns who meet AFI eligibility

Running a statewide program requires partners



UIDAN responsibilities

- Manage, sponsor, administer and raise funding for the program. UIDAN raises all non-federal funds.
- Certified personal finance counselors provide in-depth analysis of each applicants credit worthiness and spending habits.
- Recruits partner agencies, provides orientation and coordinates financial education and asset specific training.
- Manages banking relationships.
- Produce and distribute monthly IDA statements to savers.
- Monthly call to review saver status.
- Provides outcomes and impact data to partners.

Partner roles

- Market the IDA program to their consumers and community partners.
- Validate authenticity of the IDA program.
- House financial education/orientation at their sites.
- Follow-up with applications and assist with document submission.

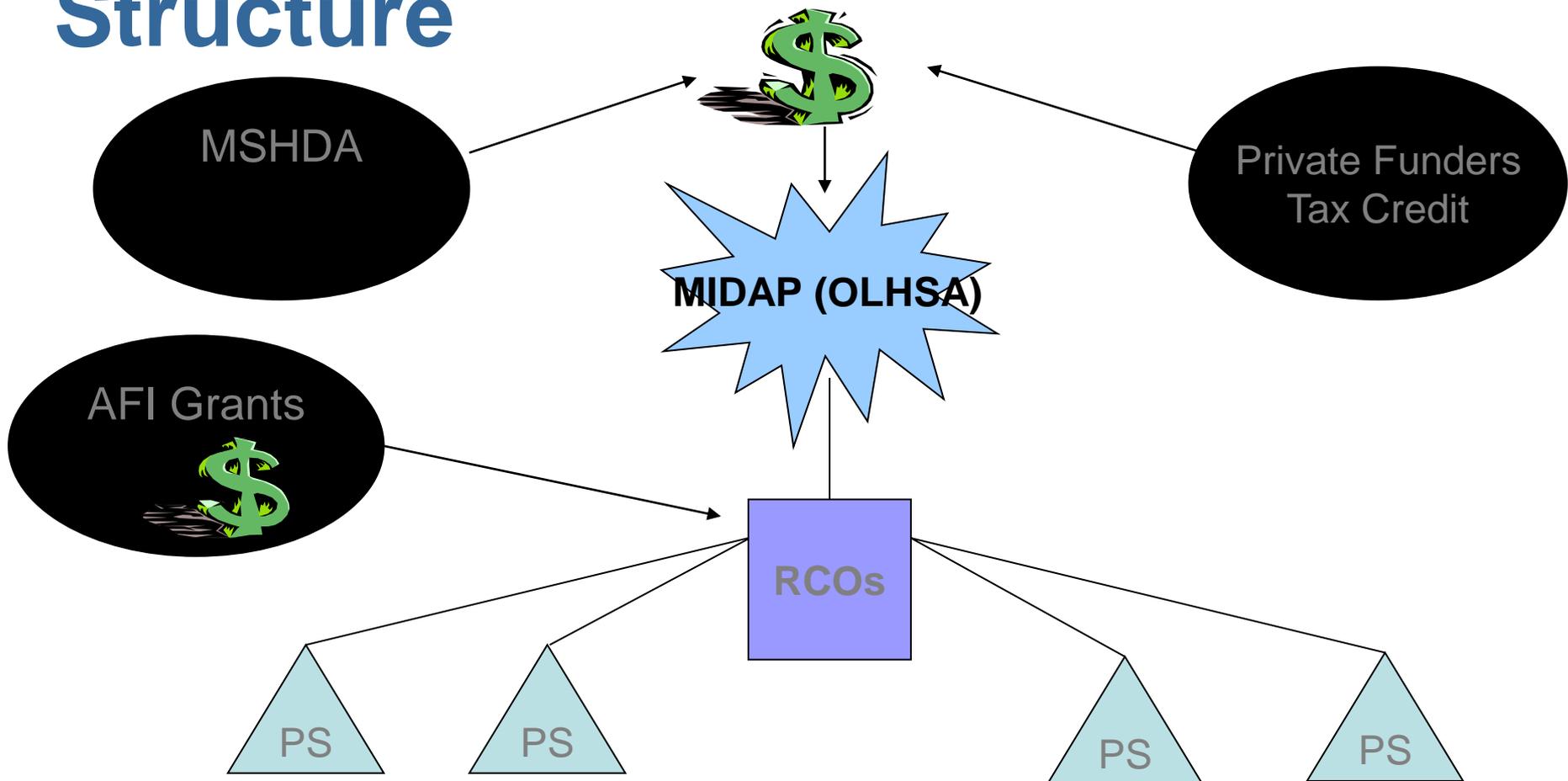


Community Action Agency



- Regional Coordinating Organization (RCO) for the Southern Region of Michigan
- 7 program sites – most cover more than one county
- 6 AFI grants; 4 AFI grants currently active ranging from \$180,000 to \$88,000
- Of our 4 active grants there have been 30 asset purchases and 106 open accounts.
- Our second grant closed out in December 2011 with 104 purchases.

Michigan IDA Partnership Structure



Partner organizations

- Community Action Agencies
- NeighborWorks Affiliates
- Neighborhood Community Development Corporations
- Faith-Based Organizations



Network responsibilities



- Secure non-federal match commitment
- Manage all grant responsibilities including compliance and reporting requirements; reserve account
- Provide training and program structure
- Oversee data management system
- Release match funds to PS

Program site responsibilities



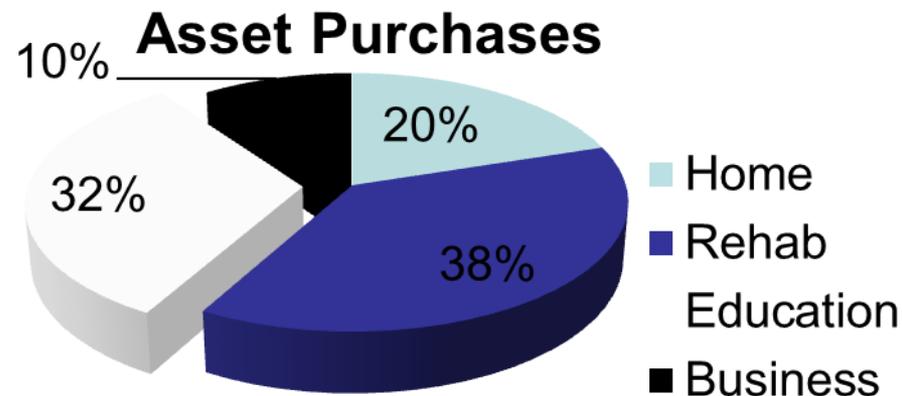
- Selection of local financial institution partner
- Outreach and recruitment of participants
- Eligibility and enrollment
- Provision of services either through partnerships or in-house
- Data entry for participants
- Request of match funds
- Report as needed to RCO

Indiana network overview

- Sub-grantees – 30 to 35
- Partnering financial institutions – 45
- Annual budget - \$2 - \$3 million
- Active savers – approximately 1,200/yr

Typical IDA Participant

- Between the age of 20 and 40
- Female
- Single parent, working full-time
- Have only a high school diploma
- Between 100 - 150% FPG



Types of network partners

- Housing Counseling Agencies
 - State certified
 - Habitat for Humanity
- Housing Authorities
 - Family Self-Sufficiency
- Credit Counseling Agencies
- Community Action Programs
 - Family Development
- Asset Building Coalitions
- Business Incubators

Division of roles

IHCDA

- Fundraising/Match
- Federal reporting
- Policy development
- Compliance/Monitoring
- Resource Development
- Training

Network Partners

- Recruitment
- Case management
- Asset purchase processing
- Participant training
- Credit counseling
- Database management

Discussion Topic # 2: Choosing partners and network makeup

- When considering the size of your network and what you want to achieve, what's the ideal network makeup?

Network makeup

- UIDAN: Looking for diversity and breadth
- CAA: minimum number of savers and geographic considerations
- Indiana: gradually downsizing number of network partners

Scenario #1

- Consider this scenario: You've just received a \$500,000 AFI grant and need to reach about 200 savers over five years in your state.
- What would the structure of your network look like?

Discussion Topic # 3:

Attracting and vetting partners

- What are the criteria for choosing partners? What will determine a successful relationship?
- What's the due diligence process look like? How do you vet partners?
- From the partner's perspective, why is it attractive to join your network? How do you keep partners engaged?

Factors to consider when vetting partner organizations



- Organization's reputation in the community
- Target population
- Other asset-building services provided by the organization – is there a continuum of services?
- Organizational capacity (minimum of 25 accounts)

Finding partners

- Ability to find eligible **and appropriate** savers
- Ability to support asset purchase
- Look at partners' institutional will
- IHCDA provides all back-office support needed – allows partner to focus on day-to-day management

Attracting partners

- Orientation sessions and use of website
- Ability to provide good data
- Value added for their clients

Attracting partners



- Handle all applications and reporting
- Web-based data management
- Standard policies, paperwork all ready-made

Scenario #2

- Consider this scenario: You want to offer IDAs to your clients and are considering whether to submit an AFI proposal or whether to join a bigger network in your state.
- Which is the most compelling reason why you would choose to join the network instead of submitting your own grant proposal?

Discussion Topic # 4:

Monitoring partner relationships

- Once the relationship has started, what are the benchmarks and metrics you monitor to determine whether a relationship is successful or not? How do you share those with the partners?
- What does the data collection and analysis relationship look like with your partners? Is everyone on the same system? Are all partners able to see how the others are doing?

Balancing act

- Balancing monitoring and supportive relationships
- Goal: Monitoring/compliance visits 1-2x per year
- Support many professional training opportunities (e.g., financial education train-the-trainers)

Monitoring the network



- Ensuring 80% of accounts have active savers through collection of monthly account statements
- Confirming asset purchase compliance
- Collecting quarterly narrative reports

Discussion Topic # 5: Weathering rough patches

- What can go wrong?
- How to right the ship

UIDAN's experience

- Communication problems
- Reduction in partner's organizational capacity

CAA's experience



- Poorly performing partner organizations
- Transferring savers from former partner organizations
- Partners drop due to limited admin funding

Advice?

- For becoming a network
- For becoming a network partner

Questions for the Guest Speakers



Contact Information

For general questions about the AFI program,
visit www.idaresources.org.

- **Toby Berry**
Community Action Agency
tberry@caajlh.org
- **Jacqueline Troy**
IHCDA
jtroy@ihcda.IN.gov
- **Leigh Tivol**
AFI Resource Center
leigh.tivol@idaresources.org
- **Martha Wunderli**
AAA Fair Credit Foundation
martha@faircredit.org



Thank you!

Assets for Independence Resource Center

- AFI Resource Center:
 - 1-866-778-6037
 - info@idaresources.org
 - www.idaresources.org
- AFI Program Website:
 - www.acf.hhs.gov/assetbuilding