



AFI Coaching Cohort 1 - Session 1

Funders, Financial Institutions, and other Partners

May 6, 2015

EMILY: Great. So I want you to start by giving a sense of who's on the call and then we'll dig into today's topic, which is Funder's Financial Institutions and other partners. So I'm going to go down the list of organizations that we had registered for today's poll and ask one person from organization to respond and tell the group if this is the first time you're applying for acting or if you had projects in the past, and if so since when? So we're going to start with Catholic Charities Housing Services in Washington State. Is Raquel on the line?

RAQUEL: Yes I'm right here.

EMILY: Hey. And this is your first time applying for acting is that right?

RAQUEL: Well this is our second time applying for the first time around it was last year in October and we did not receive funding.

EMILY: Ok. Great I hope we can put together some (garbled) to get you funding this year.

RAQUEL: Yes.

If I could remind everyone to please put their lighters on the (garbled) if you're not the one speaking that would be very helpful in reducing the feedback that we're hearing. Thanks. So the next one you mentioned is Community Action Council of Howard County, are Anne or Edith on the call? Ok. Well not hearing from them, we'll move on to the next one, which is the group from Puerto Rico, we Mrs. Rios or Mr. Pagon, are you guys on the call today?

PUERTO RICO: Yes all four of us are in the same office.

Oh great, good, good. Thanks so much and this is the first time you are applying for acting is that right?

PUERTO RICO: Yeah this is the first time for Puerto Rico's applying for acting however, I used to work at the Women's Support Clinic resource (garbled) in Philadelphia and so we received that funding for many years.

Oh yeah, so you have a little bit of experience there, that's great. The next one is the Human Resources Agency of New Britain. David? Are you on the line? Ok, perhaps not, next is the League Assorted Orchestras, Is Richard with us today?

RICHARD: yes I am here.

Hey thanks so much for joining us, is this your first time applying for acting or have you applied before?

RICHARD: Yes this is my first time for this organization but I have been an averaging for the IDA's since the beginning of the instructional for the state of Florida I was on the Florida IDA Coalition that we started here and then it expanded to Jacksonville Florida and a couple organizations and pretty much every organization that got a B average finding out had worked with these organizations over the years and this was the first time applying as independent.

Ok great, so bringing more IDA's projects to the state. That's great. The next group is Low Country Community Action in South Carolina, all right I don't hear Arlene. So is there someone there from the Mississippi Band of Choctaw Indians? Ok what about New Jersey Department of Community Affairs? Ok how about the Ogallala Sioux Tribe Partnership for Housing? Ok, What about the Ohio Community Development Corporation Association is Sam or Susanne are you there?

SUSANNE: Susanne's on the line hi everybody. We've been grantees since the beginning 1999 I believe. We've submitted applications recently that were not funded so and also Emily, just wanted to let you know that I have an overlap in my schedule so I might have to duck out a little early.

EMILY: Ok Well thank you for joining us I hope you get something out of the beginning of the call at least.

SUSANNE: I'm sure I will, thank you.

EMILY: Thanks, now the next visit is the Southeastern Idaho Community Action Agency, do we have Patty or Shante?

SHANTE: This is Shante.

Hey, thanks so much for joining us. How long have you guys been grantees?

SHANTE: We have received their grant back in 2012 in the beginning we were ready to close that out this year. But we have been through this process before, however, this will be my first time as the grant writer going through the process.

Sure, sure. And then United Way of Central Alabama.

Yes hi this is Trish Hooper with United Way of Central Alabama. We've participated in the program since 2006 and what was the other part of the question?

It was to tell us if you were a grantee and how long you've been there.

There, you go, perfect. That's great.

You're probably one of our long time grantees on the call today, up there with Ohio so that's very exciting. Another one is Megan Tillo from the University of Central Florida?

I'm here and this will be our first time applying.

Great, great thanks for joining. And then from Ventura County Community Development Corporation? Is there anyone from there? Ok so it sounds like 7 groups on the call, which is great, it seems like that'll allow us for a much more manageable conversation than 15 people. 15 groups. So when each of you responded to me to that email with a couple of background questions, I got some ideas for topics that we could talk about under Sumter's Financial Institutions and partner's so I thought we could start with those questions that pertain to those three topics and stuff and what today's session is carved out for. But then I also saw that there was some just general questions about subject design and other things so if we have time left with the hour and we almost need to go ahead and move into that. Hey did someone just join?

Yes, my apologies I'm late on the call this is Laura from Ventura County Communities Development Corporation.

Oh great, no worries. Thanks for joining us we just went through a roll call and so we've heard everyone who is here and we've done some housekeeping and now we're going to move into the questions, so that I received in anticipation of today's call so one of you asked about securing the funds from local partners, you said that you already had some funding but then it sounds like you're looking for additional funding that you could identify, that you could find from local partners so, for those of you who have your funding lined up or are have some ideas of where you're going to look for that, can you—I'm sorry for each question I'm going to just briefly review the Athey requirements around that topic and then I'm going to turn it over to the group to share what their insights might be to their colleague. So in terms of the nonfederal cash contribution has to come from obviously a nonfederal source so from state or local governments or private sources like foundations or corporations. And it has to be a one to one match for the amount of your Athey award and you have to have that commitment in place at the time of application and there are specific limitations on the way those funds can be used most notably that 85% has to be used to mass participants savings. And so you know that's one of the biggest stumbling blocks for applicants and even continuing projects is to find that nonfederal match but then also on top of that is beyond the 15%, there are often other operational and administrative costs where you want to where it can be useful to leverage additional programs and resources so that might may be another additional for fundraising even beyond the one to one nonfederal cash contribution. So with that

background can we get some folks on the call to share where they have received the nonfederal funding that they are going to put forward in the process?

TRISH: Hi this is Trish at United Way of Central Alabama. And I am one of the ones who said we're looking for additional local match funding that I can say for which we do not yet funded through the state legislature. I don't know if other states do but I've heard that some do, so we get funding from our financial institutions, from local foundations, from city government, from community development like grant funds as well as we're working hard. We've already gotten from one two-year college but we're hoping to expand participation and get more four year and two-year colleges to contribute.

EMILY: Great yeah, and how do you talk to the two year and four year colleges, do you ask them, do you serve just their students with the funds that they donate?

TRISH: Yes, so we would work hand in hand with their financial aid office and so we already have well over 100 students gone through colleges using the program so most recently we got a from a college out of Montgomery, Alabama that noticed, you know, that this was happening that they were able to help their students with this program and they reached out to us and said, what's this we want more of it? So we're going to be meeting with the head of admissions and their financial aid director.

EMILY: Nice! Very cool, very cool. One barrier that I see when I set up when we hear from applicants trying to set up the apprentice partnership is sometimes the college doesn't want to put their scholarship funds into an account that's owned by the grantee. How did you deal with that?

TRISH: Well it's the other one that currently does contribute, they just made a gift from the foundation that the college has and you know they just go this x number of dollars to assist x number of students and you know and that's limited to students that are going to their own college. So it didn't compete with any scholarship dollars I don't believe, it was just designated for this.

EMILY: Oh ok. Great. That's great to know about other routes to go before we collect some more responses was there somebody who joined the call just before Trish started talking?

DAVID MCGEE: This is David McGee at HRA in New Britain.

Oh hey, David, thanks so much for joining us, sorry I got you the info a little bit late but I was glad that you are able to join us.

That's ok thank you.

EMILY: Great. So what we're, the first question we're talking about of course sources of nonfederal funding and additional operating funds and we just heard from Trish in

Alabama. Is there anybody who else wants to share where they're getting their funding from and how they secured the match?

RICHARD: This is Richard Cuff I'm in Jacksonville, Florida. We have a business alliance that we've been building with community based support for an early childhood music program that we started at the pre-K level and we started the program about 5 years ago. So we had quite a bit of opportunity to build community support and pledges from business owners who understand that their membership in the alliance will go toward providing funding for the match that we will be pulling down. We've not yet sought any public funds from government agencies or anything like that. And I feel like the fact that we did the hard work first, and that was selling the private community, the private sector first and proving that it would work without any funding over the last couple of years and as an opportunity to see some doors open now as we're now beginning to ask for those public dollars.

EMILY: Great call. Is there anybody on the call who has public funds committed to their project? Can you tell us about how that happened?

RODRIGUEZ: Business partner Rodriguez from Puerto Rico. We do have public funds from municipalities of (garbled) here in Puerto Rico and we had a universal savings program and back five years ago and the program didn't work as we planned because there was no previous experience with IDA's and so in using we had like half a million dollars for the universal savings program and we spent about 100,000 so we're taking the other 400,000 for to start an idea program. So we can now have the idea experience that we need and then we can start working with the little kids with the universal savings program. Because it was for newborns.

EMILY: Ok, and so you're going to target your IDA program, you apathies IDA program to who are you going to target at the time?

RODRIGUEZ: Well this time we're going to target in youth and so they can start their own business, we're going to work with alternative schools and we're going to work with adults. That want to start their own business and you know the other allowed matches. Housing and education. So we are going to be working with two-year colleges as well as four-year colleges and universities that are in the area. It's a good idea to tap for some money there too. What we definitely need them to recruit the students that we're going to need to participate in the program.

EMILY: Great. It's not too much to ask if they're definitely going to benefit from it. Is there anyone else who is receiving secured public funding for their project?

SUSANNE: Hi this is Susanne, with the Ohio CDC, we do not have a public funded IDA program in the state of Ohio. But we have been able to apply for the discretionary funding with some of the different departments in Ohio so we've been able to secure nonfederal finances through that. The only thing about those dollars is that they're specifically for home ownership and we're a network, network grantees, we typically

offer all through IDA so I'm excited to hear about some of the suggestions about getting education IDA for that. I got some really good information from the other people on the call but we are starting some conversations with the board of regions to see if we can make something happen with that and we also have a micro grant where we were given permission to use some of the money for IDAs by sub branching each one of it. So we have those particular funds so we do not have a state funded IDA per say.

EMILY: right, right. In terms of the board of regions, that too kind of initiated the apathe projects in Arizona and the three public universities they have there. It was Arizona Board of regions that really said hey, this could be something really good for our students. So I wonder if you have any opportunity to ask your board of regions people, you now, hey you should reach out to your counter parts in Arizona. So that if they hear from a peer, maybe that will be kind of convincing to them. Ok, lets see. What about Ventura County? Where have you received matching funds from before and what are you looking for looking to for this time around?

LAURA: So that has actually been one of our most challenging components. We are currently in an offee grantee and we've struggled with receiving the nonfederal funds in terms of getting the volume that we want. Historically where we have been successful is there has been a few financial institutions that have given grants to provide the nonfederal but we've had to rely within the last 12 months on doing more hands on fund raising in terms of creating events or even working with local businesses to contribute, like restaurants to contribute some proceeds into this program. The challenges that we've had in terms of working with financial instituti8ons is usually their dollars are not allowed and are prohibited for one on one, it's typically only for operations, is very far and few when banks do allow in their compliance to allow those funds to go as a match that will trickle down unto a one on one. So that's kind of one reasons I wanted to join on this call, because as we looked at preparing for a new application I kind of wanted to see where folks are looking in terms of partnerships for that nonfederal,. I know somebody mentioned the colleges. We've just recently began to have conversations with the local community college on how we can collaborate but we haven't reached to that conversation point as to what they can do in terms of releasing some of those funds because they would need to feel comfortable that if they're willing to partner, those funds actually need to go into our master city Escrow account in order to count towards this particular project, it cant sit in the college's bank account and them assume we can do the match afterwards, so there needs to be the trust factor with that as well with that. So

EMILY: Right. Exactly. Definitely good luck with that issue, figuring that out. So I know that Trish mentioned getting funding from financial institutions. But is there anybody else who has gotten their nonfederal cash contributions from financial institutions?

TRISH: This is Trish again. And I can tell you how we framed the pitch.

EMILY: Oh great.

TRISH: Yeah what we, we were asking them to support the work of our financial stability partnership which includes an aspect of financial education to outreach and we know that our banks are just clamoring for opportunities to get CRA credit, so we hooked um, we'll say for instance, give us \$30,000, we'll put \$10,000 of it into IDA, \$10,000 of it into financial education outreach of which you are guaranteed 10 opportunities reaching 200 people kind of thing. And then we'll put 10 of it to support our free tax prep program. So it helps in that its' supporting three things and we know that the IDA is extremely difficult to not only understand but for them to take back in and explain, and so we haven't had a ton of work with a ton of success with requests that are just stand alone for the IDA.

EMILY: Ok, that makes sense so it's kind of a matter of kind of packaging your request, yeah. Ok, so thinking more about some of you the first time applicants on the call, I guess Megan, in Florida, have you thought about where you might be able to find the nonfederal cash contribution? Is it something you think the university is going?

MEGAN: Well we, originally I was here they were thinking about something with you know, with financial aid but I'm pretty sure its federal funding, so we're also at this point kind of at a loss, where we would find that kind of funding within the university.

TRISH: and I know that there's other universities that have applied so there's a way to do it for sure.

MEGAN: Specifically we've been I think there's been correspondence with Arizona state?

EMILY: ok great.

MEGAN: The university of Arizona, was again before I was here, but I'm not sure where exactly, you know they told us how to set it up and the accounts and things like that but it never got discussed like where their match was coming from.

EMILY: Ok. Yeah I guess it must be from institutional funds or from state level assistance that's offered I guess.

MEGAN: Right.

EMILY: um, ok does anybody have any other questions about funders? The next topic is going to be talking about our financial institutions partners but I don't want to if anybody has any questions about funders or the topics that are very intricate about documenting their nonfederal cash commitment? Does anybody have any questions in this area before we move on?

RICHARD: Well, before if we can, before we move on can you talk, this is Richard from Jacksonville. The documentation process and not necessarily in detail, but if you could give me a picture about that please?

EMILY: Yeah, yeah. So it's at a higher level its that you have to get a commitment from the funders for a specific dollar amount that they're going to commit to your project and you need to get that in writing on their letterhead. And there is specific, depending, on what type of organization they are, like whether or not they are a third party organization or if they're a state or local government agency there's specific guidelines about how it needs to be documented and you can find those guidelines both in the funding opportunity announcement or on the Apathe Resource Center web page and apply for an Apathe Grant section. Does that sound good?

SHANTE: This is Shante from Seca, I have a question we have a program through our self help housing programming funds that we get from community frameworks which come through, so it's a federal source but under their criteria, after ten years the funds that come back to the agency once we sell those homes, after that ten years, those funds then become unrestricted funds for the agency is that something that would be eligible? Being that it is coming from the agency's unretristited and it would no longer be tied to any federal sources?

EMILY: It definitely sounds to me like it would given what you're telling me but could I get you to send an email to the Apathe Resource Center, specifically naming those funds and describing that situation so that I can follow up with you?

SHANTE: So if the agency had those unrestricted funds that maybe we have applied for specifically for specific programs or whatnot but they do come into the agency as unrestricted funds for us to utilize as we see fit. Can our A.D. or C.S.O. do that letter on our agency's letterhead or is that conflict of interest or?

EMILY: no, right. Yep, Definitely one of the sources that the solo lists for the nonfederal is the applicant entity itself, a lot of groups have money that they've raised formerly. That they're putting towards the application so that would be easy to document. I just want to make sure that it would not be consider federal funds even after that period of time has passed.

SHANTE: Ok.

EMILY: So that was Shante right?

SHANTE: Uh huh.

EMILY: Ok yeah, I can definitely.

RAQUEL: This Raquel with Catholic Charities Housing Services and we're kind of in the same situation as her, the only thing I don t know if you guys have under your programs The Shop Fund Program? Under The Shops Fund program is different frameworks.

EMILY: yeah

RAQUEL: After those funds are revolved they're no longer federal funds because they are unrestricted funds. So that's where our funding is coming from.

SHANTE: Ok. I kind of presume that it was because there really was no strings attached to it after that point but my (garbled) majority even though we've gotten the money before them. I don't want an account on that and then sometime submit and not be able to account that.

RAQUEL: So in that, what we are doing is that we're getting that commitment letter from Frameworks itself because of course they're the grantee agency that we are.

EMILY: Its kind of complicated.

RAQUEL: Yeah we're getting the commitment letter from frameworks and provide a balance sheet of hours because the money is not in our account.

EMILY: Ok and so they just include a new letter that they did specify that once that it is revolved it is no longer federal funding.

RAQUEL: Right.

EMILY: Ok, thank you for that.

DAVID: Emily this David in New Britain um question regarding like workforce development programs or the family self-sufficiency programs. DO you know of any opportunities where you know funds can be leveraged with those two types of programs, since a lot of times they work closely with IDA Participants. You know, mainly, we work with workforce development program here in the summer employee where we employ teenage youth and we also have low housing income that also houses a family self-sufficiency program. So I'm wondering if you or anybody else on the call knows of any Partnerships or collaborations where you know funding dollars could be leveraged?

EMILY: I will throw in two ideas and then I'd love to hear from other folks on the call. In terms of FSS Fund, from HUD I actually don't know, we haven't found a way to leverage those funds specifically but with the ROTH program I understand that there's a lot more funding available for case management through the ROTH program and while you couldn't use it as your nonfederal cash contribution, you could use those funds to support the case management for your IDA participants if they also qualify for that program. SO that would decrease your program costs. And then in terms of your summer youth employment program, funding, that seems like it be a great way to again not to use that as your nonfederal cash contribution probably but maybe as a way to have young people earn income so they can actually participate in the IDA but depending on where that summer youth employment funds are coming from, you probably could, maybe you could leverage them as a nonfederal cash contribution if you're going to make

participation, receiving those stipends if you want to make it dependent on not just working their hours but also meeting their savings goals. Does anyone have any thoughts about how to use workforce or FSS funds to support a project?

Thank you

EMILY: We're at the bottom. So I'm going to, so let's move on to the financial institution topic. We heard from University of central Florida where they got some guidance about from other grantees about how to set up those accounts so that's great. Does anybody else have any questions about to set up the accounts with their financial institution partners? I can't say that I really received a lot of questions about this ahead of time.

RICHARD: Emily, this is Richard (garbled) A question that I have is is there a just referred thing for those that are open to working with the IDA program or that having fund and I'm familiar with these types of accounts, there are a couple banks here that I've spoken to that are totally in the dark and then the other thinks that you have programs and are working with partners it seems if I talk to a branch, they're not necessarily aware of it, so there's one particular contact at the bank we should speak to or department or is there resource that you would have that we could get contact with the banks, their local?

EMILY: Yeah, no thanks for your question, I'm definitely going to open it up to the group but no, assets for independence does not specify what banking partners you can or should use, just that they have to be federally insured, financial institutions or if there are none of those in your area then at least state insured financial institution but no, there's unfortunately there's no guidance on the national level on who you should partner with. One thing that we do ask you to think about though is that there are different types of banks that operate and have different segments of the market so there's you know, your national banks, like wells Fargo and Citi and then there's your small local banks, that have a more regional or local footprint and then there's credit unions of course which are the nonprofits and they have definitely have a local focus so I would say that if you have approached only financial institutions and one of those segments maybe try approaching ones in other segments.

TRISH: Hi this is Trish, from United Way of Central Alabama, butting in; it's always very helpful to us for us, when we're able to tell a bank that their bank does participate in another market. So for instance BBBA Compass that's headquartered out of Texas, they bought a bank here and when we began talking to the bank, they bought here, about Ida's they of course never heard of it and this that and the other but we were able to share with them that their own bank was quite active in it in Texas, that changed everything. And then also we're able to get funding from Wells Fargo, it's not specifically designated for IDA, but it's a contribution to United Way for our financial stability work. And then we're able to use that funds for local match. So I know those are two national banks that are active in the program.

Thank you so much.

EMILY: And if you come across other names, where you want to know if they're holding accounts at other for other Apathe projects, we do collect that information from current projects and so if you came to us with a name of a bank we could probably tell you if they are and probably what market, where they're doing that as well. We can probably share that information with you.

TRISH: That would be really helpful because what we know about banks is even though they are a national bank, their decisions about contributions are made locally often and so sometimes its even done and specific to the city level it's up to the city president. So it would be really helpful to have a list of banks that we know are local match providers and host banks across the country that would really be a helpful resource.

EMILY: Ok, well we can look into what information we can kind of proactively post versus upon request versus with what we're not at liberty to share, so you know, I'll see what I can do. Other grantees or prospect, what has their experience been like trying to recruit a financial institution partner to hold the account?

ANNA: This Anna again from Puerto Rico, we have the universal savings accounts in the largest bank here in Puerto Rico, it's called Popular Bank and they're built in the same servicing or the same structure for the IDA's so we had, we were lucky that we had that setup before we even started thinking about IDAs.

EMILY: Great, you know, its just a matter of making sure that whatever the design on the accounts, the setup on the accounts was under the universal match savings accounts making sure that's of course parallel to the requirements that Apathe has.

ANNA: Yeah but using the program in which we'll say big problem when we first started the Universal Savings account but now that we starting the IDA program, now they because they have the experience that using the same structure. With the minor changes that we have to make for the new structure for IDA.

EMILY: OH, ok, yeah. That's great leverage. Can some other current grantees or prospects who have found a financial institution partner, do you want to share who your partners so that we can help Richard out with some ideas?

RAQUEL: Yeah this is Raquel with Catholic Charity housing services, we currently hold a partnership with one of the local banks, Banner Bank, that's what it is here and Yoakum, Washington and we already have a relationship with them. They are the ones who hold all of our other accounts. So that is how they are supporting the IDA project and they've actually already had some IDA projects of their own in prior years so they have that experience as well, we just thought it was a smart move to do because of the already existing partnership and their experience with other IDA programs.

EMILY: Sure, yeah.

DAVID: This is David, at a conference that I went to some years ago, alternative federal credit union there in upstate New York. They're doing some real good things around active buildings, IDAs and Vida, so you know I would suggest that you take a look at their website and or contact their officials to find out what they're doing, they seemed to be really, really progressive and have done some real good things in working with again, IDA and Vida. If you have those kind of programs, and you peek in on what they're doing, they have a really good motto that seems to be effective and that's alternatives Credit Union in Upstate New York.

EMILY: Yeah, I've heard of them too, yeah. They are still a grantee actually so they have been around for a while. What about in Ohio, who are your financial institution partners there?

MARIA: I just new you were going to call on me. (Garbled) Well we just to give my subtle conference call colleagues a little bit of background on our project. We operate a statewide IDA program and so some of our sub grantees are in urban communities and some are in rural communities/ And what I'm noticing is the trend is that the people who are in the rural communities tend to use the local level bank that maybe or a credit union but the urban centers are using more of the major banks like Huntington, US Bank, Heath, those particular type of financial institutions now; one of the things that when we were breaking down and doing sub grantees, they were in negotiation with a bank to set up the IDA account and one of the things that they were hearing from the bank was you know, they were not exactly coming across as being warm and fuzzy about doing the IDA program simply because it would be a small account, it was a custodial account, from the banks perspective it seemed like it was more trouble than it was worth, so the way we were able to convince them to do this is we addressed that by saying that we will be attracting into the program individuals who were either unbanked or under banked. Or had some previous banking issues and this would be their opportunity to expose the participants saver to not only being become savers but other financial institutions products so we made it look like this is your benefit for doing the program, you will probably have a lifelong customer at some point as they progress through the IDA program and they become more financially savvy and secure they will more than likely access some of your other banking products like a mortgage or some other products that might be available like a credit card or something like that. And then the other thing that we used as a hook to lure the banks in we've found that a lot of the banks actually have financial education curriculum as part of the services that they offer to the community and so the partnership became more than just can we open up or can you do our IDA account for us but can you become our partner and offering financial education services through the saver participant.

EMILY: Right, yes. Lots of times with your financial institutional partner, you can get so much more out of them then just holding the accounts. It can be a more inclusive relationship.

TRISH: And also, this is Trish again, our financial education outreach component that we do, you know they love the fact that every client, every IDA client has to have x numbers

of hours of financial education and we include those bankers with the opportunity to participate is instructors in some of those classes and we have one success story that we tell over and over again that really appeals to the banks and that is one banker named Damien, he conducted some workshops on home ownership and he as a result and he wasn't even doing a hard sell at all, he got 14 mortgages. And all he did at the end of the class was he handed everybody a business card, He didn't stand up there and say I'm your man, let me do your mortgage. They liked him, they trusted him, they had never met a banker probably that they liked. He was awesome and I mean when we tell other banks that a Wells Fargo banker got 14 mortgages out of just being a partner in this program. They like it.

EMILY: I bet they do. Yeah, I always talk about that in the abstract, that this could happen. So its great to hear that it actually does happen. Ok. Great. That leads really well into the topic of other partners that you might want to leverage in terms of just how the financial institutions can have multiple roles besides funders and holding the accounts, they can also be something like your financial education providers, or they can do something like credit counseling. One point I want to make before we go into the topic though is I want you all, especially those who are returning grantees to read the funding opportunity announcements early. And look at how financial education is treated in the current funding opportunity announcement in terms of its now been kind of reframed as skills to build economic self-sufficiency and take a look at how that's presented. That's kind of a difference in the way that they're looking at applications and the revision of financial education this year. But still I think based on 15 years of experience of these Apathe projects I think that a lot of people would say that financial education is a core part of an IDA and necessary for it to be successful so, the Rafael fund from Puerto Rico had a question about options to provide financial education. And so I wanted to know with his question about who would provide financial education or the curriculum or what was your question there? And I'm not able to hear you. So I don't know if you're still on mute or maybe if there's someone else from Puerto Rico who could speak for that question?

ANNA: Sorry what was the question again?

EMILY: Rafael had submitted one of his questions was about options for providing financial education and so, I wasn't sure if this question is about is there required curriculum or is it who can provide financial education?

ANNA: We are gathering around six or seven partners to provide the financial locations and the CCER the Credit Counseling Consumer Services, they'll be doing the piece on credit. The financial institution that we're partnering with, they're going to be doing the financial institution piece and we have a medical vista that has been working with financial locations curriculum and all the forms for IDA for the last two years and she's now a next year she's going to be a Vista leader and she's the key person for the IDA program. So the medical Vista has helped with having the curriculums and all the guides and all the forms that we need for the IDA program. Which is an asset because you know; we don't have the personnel to do that.

EMILY: Ok great, so you're going to use community organizations across the territory to provide the financial education?

ANNA: Well we have the bank. They'll be doing the financial because we have like around six models; we have divided the financial location into like six different classes. Closing the assets and the asset's specific training and they will have all their mortgage companies and other banks also to participate there. But on their regular general financial location, we have the municipalities itself has different departments that can help us with the financial location. Such as the economic development department and they also have an entrepreneurship department and they're going to be helping those with asset specific training for people that want to start their own business. So we're collaborating with Paul Lake, with Private and with the bank itself.

EMILY: Great, thanks. Sounds like you have a lot of partners going on. Partnerships going on in your project so I would really encourage you to look carefully at the sections of the funding opportunity announcements that talk about partner management. We're going to go through that a little bit in the webinar about developing resources and partners that we're offering on the 27th but just to touch on that briefly, there are you know the grantee obviously is in charge of their of the results and they're keeping the results of that project but a lot of red tape is involved project partners and so there needs to be some oversight to make sure that partners are in compliance with Apathe program requirements and other federal requirements and so in the funding opportunity announcement it's going to ask you to talk about, it asks you to talk about funding your applications, your capacity to maintain collaboration with partners and you're experiencing managing partners and how you're going to share data and information with them and then for some of them but especially, probably the financial institution you'll need to have the written, the signed third part agreement. So like.

ANNA: But we've have the formals partners which are you know a few. The other ones that call them collaborators. Because they will be other organizations or other institutions that well call in for example to do an activity or to do one of the seminars or something like that. So they wont be formal partners that you know, we just calling them collaborators. The bank is a formal partner and the municipality the same, but the other ones you know, we'll just call them for one seminar something like that.

EMILY: Great ok yeah. I think that's a really helpful distinction to make in your application to show that you have you know, because you would acknowledge that there are different levels of accountability and data sharing that's (garbled) for different kinds of partners that's a great point. Does anyone else have partners that they have memorandums understanding with that you know I would just encourage you to think about now and you know the start of a new project for returning grantees to think about, you know, refreshing or renegotiating your memorandum of understanding or if you have never had it in writing before, think about getting it in writing as something to build off in case there's turnover as a partner agency when I was operating the IDA program here in D.C. for a few years we would have partners and we have everything working like

clockwork with one staff member and then that person would leave and I would have to new person over from scratch. In terms of explaining what the IDA program was and what their roles and their committed to on an organizational level. So that was always a challenge. Is there any other questions about partners? Ok are there any other, we have about five minutes left on this call so are there any other we're going to end, we're going to have our next discussion in about two weeks on the 20th but are there any other burning questions that you have that you would like me to address that will help you move forward with your application? I'm not hearing anybody, can someone say something just so I know that people are still there.

We're still here.

Ok, good, all right. Ok I take it then that you all have no questions and you are perfectly, that's great. So you're ready to keep going with your application. And that sounds wonderful so thank you so much for your time today. I think this has been a really productive discussion and I hope that you all have learned from each other, including the experienced grantees. And down some ideas about where you can look for additional partners or additional funding sources. Even if you already have that secured, and like I said this is just the first time that we have done one of these cohort-coaching sessions. So I would invite any of you that feel strongly to send me an email with any feedback that you have whether this was helpful or not helpful and how we can make it more helpful in any way. And of course we'll take that into consideration for future sessions and obviously your most important vote will be if you show up again. On the 20th but I hope that you will because we're going to talk about project design and organizational capacity, which is something that a lot of people had, questions about. So I hope that will be a useful time for everybody so, thanks again, and again don't hesitate to reach out to me, Emily Applenewby at the Apathe Resource Center or just call the general number which is 866-778-6037 with any questions that you have about your applications. Thank so much and have a great afternoon.