Innovative Funding Strategies Webinar:
Gathering Diverse Local Funds

July 15, 2015

Anamita: Good afternoon everyone. It's 2:01 and we will get started at the moment. Melinda, I will just turn it over to you for introductions.

Melinda: Thank you Anamita. Good afternoon everyone, thank you for coming out here today. My name is Melinda Gonzalez, and then that service Program Coordinator with NALCAB National Association for Latino Community Asset Building. And we have partnered with AFI Assets for Independence Resource Center who can provide you with more formation on and IDA, and individual development account funding opportunity. Today we will speak with Michael. He is with the Community Action Partnership of Riverside County who will share his organization's experience using the funding. Our webinar today will be presented by Anamita who's a technical resource provider with the AFI resource center. In her role she provides information on the application process, and navigating the funding opportunity announcements. She has been with the AFI resource center since October, 2013. She has assisted applicants with the funding deadline for the past three deadlines. Prior to her role with the AFI resource center she had experience with a range of organizations as well as the current organization. And so with that Anita, I will go ahead and turn it over to you. Thank you.

Anamita: Thank you Melinda, and thank you NALCAB for hosting us. You can get information about this not program today, and with that I'll just go ahead and get started explaining what the assets for independence, or AFI, program is. I'll just give you a short overview. Before that I would just like to give you a few guidelines of interacting with the webinar which will be especially important when you want to ask questions later on. For right now, just so you are aware, the webinar is being recorded and will be available on our website along with the presentation sometime after we get all the materials back, and will also try to share with an NALCAB so they can share it with you as well. Right now we muted all the participant lines to kind of ensure the sound quality. So if you do have any questions during the question and answer session at the end, or throughout you can type them into the chat box which you should see on the right-hand corner of your screen. So all you have to do is basically type into the chat box there and hit send.

Okay, just to give you an overview of Assets for Independence which is a discretionary grant program administered by the Office of Community Services, which is in the Administration for Children and Families. Which is then again located in the office of US Department of Health and Human Services. They ACF promotes economic and social well-being for families and specifically that kind of account entails children, individuals, communities through a couple of other programs including Head Start, TANF which is Temporary Assistance for Needy Families, and the CSBG grants. As you see they have a range of different programs that they manage.

AFI was created in 1998 to demonstrate and support an assets-based approach for increasing the economic self-sufficiency of low-income individuals and families. The U.S. Department of Health and Human Services see asset building as an anti-poverty approach that supports the acquisition of assets to increase opportunities, build wealth, and increased economic stability for low-income families. The underlying principle is that assets can be tangible, and the focus of the program is to enable low-income individuals to purchase assets such as a home, or pursue further education, or possibly start a small business. There are some other programs that come through the US Department of Health and Human Services, so [AFI] is basically comparably with other support strategies such as SNAP.

AFI funds projects that provide or allow individuals to open up individual development accounts. These are basically savings accounts that allow them to save towards a very specific goal. As I mentioned, these are to purchase a first home, to capitalize or start a small business, and fund post-secondary or technical education. Basically they work as a match savings accounts, and one of the ways we make it more accessible to other people is you can basically think of it as a 401(k) account, a matched savings account towards a specific goal.

There are a few organizations that are eligible to apply for an AFI grant. These include: nonprofit organizations that have 501(c)(3) status; state or local government agencies; tribal governments are able to apply jointly with a nonprofit; we have several financial institutions that are federally certified as either Low Income Credit Unions or Community Development Financial Institutions, so long as they demonstrate a collaborative relationship with a community-based organization that is working towards addressing poverty, they can also apply; additionally, any other entity that is deemed under the section 405(g) under the AFI Act, specifically within the state of Indiana, and the Pennsylvania Department of Economic Development. Those are all organizations that are able to apply for the AFI program.

Just some information about the AFI grant program. As I mentioned it's a discretionary grant program, grants are awarded on a competitive basis, and specifically there is more than one competition in one fiscal year. Programs implemented by grantees, meaning participants that have no direct contact with the government. So organizations can have more than AFI grant at a time. So for example in our fiscal year 2014, we had approximately $10 million that was awarded and grants with 44 grants being made. The maximum award amount is $1 million, and the minimum award amount is $10,000. So the grant period is a five your grant which full funding will be available once the grant has awarded.

Now I would like to walk you through a bit about how the AFI program works. So this would be looking from a participant’s perspective. This would be the client of a nonprofit organization. So for example, looking from the perspective of Kim - many AFI participants are often women. So Kim is looking to purchase her first home. An AFI grantee would determine what she's eligible for, and work with her to open up an IDA account. The grantee would match her savings at a rate of two dollars for every one dollar that she's investing. For three years Kim would be able to save maybe 55 dollars a month of her earned income working towards a goal of $2000 in her IDA account. Often we see that there are a lot of partnership programs and in that instance typically an AFI grantee would be working with any type of local homeownership programs to help Kim purchase her home for maybe a $6000 down payment with closing costs for three years. Kim could save about $55 per month of her income and work towards the goals of $2000 of her IDA. During that time she would also get financial education training and homeownership training from the AFI grantee which is another stipulation of the grant – grantees are required to provide participants with financial literacy training. Once she's saved that $2000, she's eligible to purchase her home using her savings plus $4000 from the AFI grantee. So there is essentially $2000 of federal, $2000 of non-federal funding that's been added on to Kim's $2000 of savings allowing her to purchase her first home.

So just to explain that break down again, here is another image depicting how that would work. Just so you can see Kim’s scenario a little more visually, it allows you to see that at the end of the three years she saves about $2000, and you're getting the grant funding that is about $4000 allowing her to pay for home and put a $6000 down payment on at home.

So now will talk a little bit again about who can participant in an AFI program. Grantees are required to determine if applicants meet the federal eligibility requirements for participating in AFI, and that's prior to their enrollment into the project. Within section 408 of the AFI Act, there are some guidelines that direct the eligibility requirements for participating in an AFI funded project. So these are essentially any individual who is a member of the household that is eligible for assistance under their states Temporary Assistance for Needy Families, or TANF program, Or any individual that is a member of the household that meets both of these two requirements. Either an income test, essentially a test to see if the adjusted gross income of the household is equal to or less than 200% of the federal poverty guideline, or the Earned Income Tax Credit limits. The other requirement is the net worth test. The net worth of the household is what they are looking at there. They are looking to see if at the end of the calendar year proceeding that determines eligibility whether that doesn't exceed $10,000, And that's excluding the value of a primary residence or one vehicle. So as you can see there are some pretty specific guidelines, but the easiest one to kind of follow would be whether the individual is eligible for TANF or not.

So continuing to talk about how AFI works. From a perspective of a grantee, there are three kind of broad categories that we tend to look at: the project start up, the behind-the-scenes aspect, and the process of engaging and supporting savers. So this is not an exhaustive list that we have presented here, but we do kind of go through some of the key steps that are involved in starting and running and AFI project. So from project start up a grantee will either need to consider activating partners, one or more federally insured financial institutions to work with them to establish and maintain the project reserve fund, the participant IDA account, and any business capitalization account if that is the asset goals that you're going to allow your participant to save towards. When setting up the project reserve fund, which is the fund that will host the federal and non-federal match, you will be depositing the nonfederal cost contribution and start working to draw down your funds as you start working with your participants. Some of the behind-the-scenes things that you need to consider are the process of training any staff that you have on program policies and procedures, developing program materials and marketing pieces, setting up a data management system and any other report tracking processes to track how you're spending your funding and how you're engaging with your participants. So then they also need to consider, of course as I mentioned, engaging in supporting savers. A lot of that will be doing community outreach, recruiting enrollees, determining their eligibility. So if you think back to when I was talking about the eligibility, making sure they are either TANF eligible or meet the other requirements. Working with them to create savings plan agreements, and then opening up those IDA accounts. So those are some of the direct things you need to do. The behind-the-scenes activities that grantees need to engage in are to make sure that all the required reports for the federal grant are being submitted, conduct periodic internal reviews of the project implementation, staff reviews, participant successes, those kind of things. Then also perform any kind of closeout procedures at the end of the project.

So here's another deeper dive into how you would see again engaging and supporting and savers. A lot of that will entail, again as I mentioned determining the match participants savings, developing a system to ensure that your participants are saving in an appropriate manner towards their goal. For example if they're saving towards a small business plan, you're going to be working with them to review any business plans working with them to gain any skills needed to build their financial literacy and achieve economic self-sufficieny. So this actually entails a lot of wraparound supportive services to ensure that they are really building towards self-sufficiency. So some of those other services including helping them with their tax preparation, and anything else that would help them work towards purchasing the asset that they're saving towards.

So actually at this point I would like to turn it over to Michael Elkins, who is a community program specialist who is with the Community Action Partnership of Riverside County. Michael has been there for sometime now, and has been managing the AFI project. So he can actually give you a deeper insight into what the actual day-to-day is like with managing an AFI program. So with that, Michael please.

Michael: Good afternoon everybody. Thank you for having me on today. So I will just start off by going over some of the demographics about our program and our county. CAP Riverside was originally designated by Riverside County's official anti-poverty agency all the way back in 1979. We have quite a large county. It's over 7000 square miles and a population of over 2 million. Approximately 50% male to female ratio. The largest ethnic group is 45% Hispanic. We have just over 16% of our population that actually fall below the poverty guideline. One of every six residents has trouble meeting basic needs. One of every five children live in poverty in our community. Just to give you an idea of how large our community is and our county is, and how difficult it is to reach people in remote locations. If you begin driving from east to west at the farthest location in our community, it will take you approximately 5 1/2 hours to travel across the entire county. And then north to south it will take you approximately 2 to 2 1/2 hours to travel the entire county. As far as why partner with AFI. CAP Riverside is here and we offer many other programs besides IDAs. As stated before we'd like to think of it as a total wraparound program. We offer utility assistance, home weatherization, tax preparation assistance, any type of program to provide a way CAP Riverside to introduce its assistance to people. We also offer dispute resolution. We basically provide residents a way of becoming self-sufficient.

So, our county has been one of the hardest hit during the recent recession. We've experienced extremely high unemployment rates as well as increased poverty levels. Although the country as a whole has seen a slight economic recovery, Riverside County continues to see poverty rates above 15%. That in conjunction with high cost of living and high unemployment rates above the national average. We currently got over 370,000 residents that all fall well below the poverty guidelines. As I stated before one and nine families are living in poverty within our county. One in six failed to meet basic needs, and again this all combined with the high cost of living as well as high unemployment rates. It makes program like AFI IDAs absolutely essential.

Moving on. OK, so just going over some of the demographics of our county and within our IDA program. Our participants are 75% female and 25% male. 46% of the participants total are Hispanic of which 37 actual participants are Hispanic females and 16 are Hispanic males. Then we've got 26% of our participants are African-American and then 24% of all participants are single mothers. We currently have 115 savers. That fluctuates monthly based on new enrollee, participants who actually successfully reach their goals, and those who were dis-enrolled in the program based various reasons for not being able to purchase their assets complete the required financial literacy training or savings goals. Since the inception of the IDA program here at CAP Riverside, we've had a total of 1,053 savers, and 446 have actually completed the program to purchase an asset. Participants have saved over $512,000 all combined. As well as having matched in excess of $1.78 million that has been leveraged into $18 million by way of mortgages, education, and small business loans. Now when considering that 75% of our I DAs savers are women, the benefit is that we're in a good position to offer all of the savings goals such as first time home buyer, start with small businesses, and education goals. From the data that I've seen in the past we've seen that mothers even start up a micro business or go to school for higher education, and then both of these are great segues into being able to participate in the program again and later on purchase their first home.

So here at CAP Riverside we match at a rate of 4 to 1. So that breaks down to everyone thousand that a participant saves we met with an additional $4,000. Our participants save for minimum of six months in accordance to AFI guidelines. We also set a time limit for our participants to complete their asset purchase within two years form starting their savings. We do this because it allows for the momentum to carry through. Momentum and motivation are a big part of this. It ensures a greater likelihood of success by setting these time limits.

Some of the program activities that we offer are several financial literacy courses each month at three different locations throughout our county. We also conduct outreach at various events to promote our program and learn about additional resources that might be available to the different participants, and help them attain self-sufficiency goals. Case management is probably the most time consuming thing that we do each month. This involved a lot of one-on-one coaching, mentoring, encouraging phone calls. Overall it's supposed to motivate, inspire, and just in general be a life coach and a champion for the goals of our participants. It helps if the goals are attainable, and that with a bit of hard work and determination they can accomplish whatever they set out to do.

We currently have two full-time staff members dedicated to the IDA program working 40+ hours a week on the program, and then we have an additional staff members planning the fiscal and management portion of their time to the IDA program.

Moving on to our partners. Here at CAP Riverside, we are always developing new partnerships as well as maintaining the partnerships we already have in order to be able to leverage our resources and be able to provide the best services to our participants. We currently work with a couple of different financial institutions. One of those banks carries our matching fund, as well as our federal IDA funds and the other, the credit union, and that's where we set up all of our individual particpants’ savings accounts. We also work with several nonprofit agencies, one of which being Springboard. And they teach all of our financial literacy courses and these courses are both offered in-person at our main office location, and our remote sites are offered as webinars further east out in our county. We also partner with the local business women centers, and they offer courses in business start-up and different workshops assisting the participants with one-on-one coaching, completion of their business plan. Historically we've sought out a lot of funders for the local match part of the program, and we've had success partnering with service clubs, banking institutions, small business owners, as well as we have leveraged a portion of local share funds and what that is, is community residents are able to designated a portion of their bill, they can pay anywhere from 1 to 3 dollars a month of their bill and that goes into a fund into helping low income families with their utility bills and such.

So some of the lessons learned. The benefits of having partners with AFI is that it's provided a relevant way for us to assist clients with a way to become self-sufficient. IDA has been an excellent tool to help people move from an initial an immediate need into a fully and self-sufficient, productive member of the community. Just to give you an example here at CAP Riverside, a person might come in to receive utility assistance and help pay an overdue electric bill. So that person not only receives assistance on the utility bill, but they're also getting financial education on their financial future, as well as being informed about additional resources here at CAP Riverside. Now one of those resources happens to be our IDA program, and in a short amount of time that person has the potential to move from a brief moment of poverty to being a small business owner, or a homeowner, or having the gone to school to attain higher education. Once they complete that IDA program, and each of these assets are proven to help the participant achieve a high level of self-sufficiency they otherwise would have not been able to achieve. As well as having the opportunity to participate in the financial literacy program that can actually change their lives. It's my opinion that the match funds are great, however the financial literacy that is attained through these programs are probably the most beneficial to anyone that participates.

Just to let you know, full disclosure, there have been some challenges along the way for us for the nonfederal matched dollars. Many of the larger banking institutions have moved away from supporting some of the IDA's here in our local area. We started to develop relationships between smaller banks and credit unions in order to make up for some of those lost relationships with some of the larger banking institutions. The biggest obstacle there is that they're planning and funding cycle are 1 to 2 years out, and we really need to start developing relationships with them now, and realize that there may not be a chance of any funding for one and a half to two years depending on where they're at in their planning year. We are also beginning to focus efforts, raise match funds from small businesses in the local community. Even perhaps a small business owners who have completed the IDA program and want to give back. As well as partnering with service organizations such as VFW, Rotary, other veterans service organizations, American Legion, that sort of thing. We've actually seen them kind of compete with each other a little bit as they do fundraisers and find out what the other has donated and helped. They tend to either want to match that or go above that. So that's helpful there sometimes. The bottom line is that in order to gain support from large organizations and catch that one big fish, however it's more likely that we would gain support from many small organizations. So that's what we are focusing our efforts on right now.

I'm sure as you can see from the slides one of our challenges have been the high percentage of IDA participants that haven't been successful. I would say probably two-thirds for us in the past, although that has recently changed. Now I can't speak to the past, because I haven't been here to see that. However, since coming on board with CAP Riverside myself and another community resource assistant have made a personal mission to see a marked improvement and help participants complete the program and attain their goals. The ways we were doing this is by doing a better job of enforcing standards, and placing our lives in the face of participants more actively. We've increased case management through increased calls, emails, by making ourselves more available and giving time to our client. Just realizing that we are here deserve them, and that the greatest thing we can do for them. We kind of think of ourselves as life coaches and cheerleaders for them, and sometimes that's all people need to start believing in themselves and make their ways towards attaining their goals.

Since we've started working on this strategy, we've seen a dramatic increase in participant motivation as well as the average number of participants who have successfully completed their asset purchase since March, we've had approximately 40 participants complete the program and that is really unprecentdent from the numbers in the past. People just need to know that somebody believes in them so they can start believing in themselves.

So as I near the end of my portion here, one of the questions is, “How can an organization like yours know if it's in a good position to run an IDA program and what should you be asking yourself?” What you should do is look at the needs within the community and see if the IDA program is a good fit. Not every community has a need for all three of the options that IDA program offers. It might work better to offer one or two options for the asset rather than all three. Look at the cost of living. How much does it cost to actually get into a home? So would that be a good option? Is there an opportunity for community members to actually go to college in your area, or is it maybe outside of your reach? Really look at those options. We're blessed to be in an area where all three options seem to work well. When you do the math it seems that about one-third, give or take, of participants fall into each category and that's helpful there. Also take a look to see what other organizations in the area are offering. It's important not to duplicate services if there's not a need to do so. And then it's also important to be able to work with other organizations in order to leverage resources wherever possible. We all know that we operate in a world where we don't have unlimited resources, so partnering with these other agencies is important as we strive to make our communities a better place to live. My information is going to go ahead and post. If anybody has any additional questions later on, feel free to email me or call me. With that I will go over and send it back to Anamita. Thank you so much for having me.

Anamita: Thank you so much, Michael. I really appreciate you sharing your insights just... I know you started recently, but I think is very valuable information about how an AFI program actually runs.

Michael: Thank you.

Anamita: No, thank you. Don't go anywhere, because we're definitely going to need you later for questions.

Ok, now I just want to talk a little bit about the requirements with applying for an AF I grant. There are a couple different things, just to pick up from where Michael left off, in terms of things you should be considered when deciding whether or not to apply for AFI or figuring out what needs to go into the application. This slide shows a couple of what we considered key requirements.

The first requirement would be to think of the cost sharing. There are a couple of sections of the AFI Act that outline how grantees are required to finance their projects, And it's a combination of the federal AFI Grant and the cash from one or more nonfederal sources which I think Michael kind of talked about the changes in local climate everywhere and the national climate in terms of looking for more local small funders. But that's what you might need to consider there for the non-federal sources. So the total project budget is the sum of the federal AFI grant, and non-federal cash contribution. Specifically the federal AFI grant must comprise of no more than 50% of the total project budget. So for example, what that means is that if you are receiving $300,000 in federal AFI grant funds, you need to raise another $300,000 in cash for that project. So that is a total project budget of $600,000. Federal funds can be used to meet the AFI cash requirement only if those federal funds have a specific statutory authority to be used to meet the matching requirements of other federal programs. So when applying for the grant you need to have a firm commitment of cash support from those nonfederal sources at the time of application. When considering your application they do not count in-kind sources.

Continuing on, you're also going to need to consider the qualified expenses. So again, just how you're going to break out your budget to cover the participant cost and some of the other administrative costs. So there is a limitation on the use of funds: 85% of project funds are used to match the participants' IDA savings. Those are considered to be the qualified expenses and can be used to capitalize on small business, funding a post-secondary education, or purchasing a first time home. 85% of your funds are going towards participants, the remaining 15% is going towards a couple of different things. Specifically, that is 2% for data collection for the purposes of information as far as the AFI evaluation. 5.5% for non-administrative functions. That may be helping participants with economic literacy, budgeting, or credit counseling. Then you have 7.5% for administrative costs, and that's provided that the combined administrative and non-administrative expenditures do not exceed 13% of the AFI grant funds. So the other key requirement is about grantees matching participants earned income in their IDA deposits. When they are developing their project, OCS, which is the department funding this program expects that the grantee will set a match right that will allow their participants the one to one matching up to 8 to 1. So for example, say you were matching eight dollars to every one dollar that your participant saves. So you can set your match rate anywhere between one and eight. So as Michael mentioned CAP Riverside does a four to one match.

Moving on to identifying potential funders. We are aware that the landscape has changed and it is more challenging to raise the nonfederal match. So in doing so we recommend that the first thing they do is start searching to see aside from the IDA account holders themselves who else may share the goals of your asset building program. At a broad level, this could also include any organization that shares the goal of also empowering low-income people. And specifically you can drill from there to kind of see specifically who might be interested in getting low income people into homes, or into businesses, or into college or a post secondary education. So, what we're really asking you is to think about who else is going to benefit from the success of your program, and work from there to identify other organizations that you can tap into to raise that nonfederal match. So on the private side these might be lenders for example. And Michael kind of went over just now how they started moving toward smaller, locally owned banks. The other thing you could be looking to is considering people that are taking out loans for new business ventures or new mortgage loans. Some of the considerations on the private education side is whether there are educational institutions that could benefit from students tapping into their resources. So really comes down to thinking very broadly and also strategically about who else could benefit from your program, and how do you demonstrate that to them in order to raise that nonfederal funding match.

On the public sector side, you of course have local governments and the community development world. There are several developers that you could consider working or partnering with in terms of public financing for a new house and project that might be set aside for new low income homebuyers. There are also some other affordable housing programs that you might build consider partnering with for that nonfederal cash match. Once you've gone through that, we're asking you to think who's already funding this work. Is there any other kind of existing sources of funding you can leverage? Again, is there a local department in your county government that uses community development block grant funds. That's an allowable source of federal funding that you can apply towards your nonfederal match. The reason why that becomes a great source of funding to tap into is because it allows them to double the impact of their CDBG dollars by supporting your AFI project. It also allows them to leverage federal AFI funding. That's a very direct way in which you can show that there is shared success. Another way that we've seen grantees do it is to tap into scholarships that are being offered to low income students. Those funds are already being used for the same purpose as an AFI project for the most part. So perhaps considering going to the scholarship provider to partner with, and that would help double their scholarship fund. That might be one way to go about pursuing the nonfederal funding, and then pairing that funding with their financial education. That's a great way to appeal to that shared interest and shared success. We’ve seen other grantees do some kind of creative thinking around reason that nonfederal match.

So in this side we kind of go through a couple sources of non-federal funding that are most common among AFI grantees. And it pretty much stays the same year to year. We've also seen financial institutions, foundations, they are often the top funders followed by state and local governments, and then United Way and other foundations. So those are typically the most common. Some of the least common might be some of the organizations that Michael mentioned in the presentation: service based organizations, locally based organizations, employers, religious charities – there is a broad spectrum, and it really does depend on who shares that success story with you.

So with that said, some of the next things to consider how does this fit, now that you know program requirements, as Michael talked about, with AFI, your organization, and the population you want to serve. So when thinking about your organization you might want to consider do you already have experience working with this population or with low income people? Do you already have experience helping people pursue homeownership or post-secondary education? If you already don’t do these things, do you have the capacity to bring on partners to help you do it? Those are the things that you should start thinking about for the organization. For your service area you might want to start considering do you have enough of a need for the AFI program, and how sustainable will it be over the course for the five years?

So in April 2015 the Office of Community Services released their new Funding Opportunity Announcement, which we call FOA for short, for the AFI program. Essentially it allows you to go through… that's basically the grant funding opportunity…the next application due date is October 13, 2015, and they are always very careful about saying of course pending funding availability, because they are tied to Congress approving their funding. So for now, as far as we know, the funding opportunity is open and they are accepting applications, and there are awards to be had. There will be future deadlines in the federal fiscal years in 2015 and April 2017. There are future deadlines posted as well.

Some other information. The next steps as you go away from this webinar today. We really encourage you to think about whether AFI is a good fit for your organization, and more importantly for your community. In doing that we would really encourage you to work with other community leaders, organizational leaders, and any other partners to figure that out. We have a number of resources here at the AFI resource center to share information about the AFI program. We have a couple of prospective grantee webinars that introduce the 2015 FOA and then go through the process of applicants applying for it. I really wanted to highlight that we have this webinar called Developing Resources and Partners. Please look for it on our calendar, because that would really encourage you to think more strategically about raising that nonfederal match. We are very aware that can be a critical piece when applying for AFI.

With that, here's some more information about how you can contact us here at the AFI Resource Center. I would like to pause it is time to start responding to any questions that you might have. As I mentioned before, to submit your questions just submit them in the chat box, and they will pop up here, and I will read them and see how I can answer them.

OK, so I see we have a question about getting a copy of the presentation. We will be sending this out, a copy of the presentation; a recording will be posted later.

The next question that I see in the queue is, “The federal portion of the match is 1 to 1, therefore any higher than 1:1 needs to be non federal funds.” Let me just recap how the AFI program … applying for it and doing the match at the federal level works. Let me go back a couple of slides here. When you're applying for the project budget, if you're applying for a $300,000 in federal funding. You would have to raise $300,000 in non federal funding, and overall your AFI project budget would be $600,000. I hope that answers your question, but just also stress we will also be… You can also contact us at the AFI resource center, and they will kind of walk-through in more detail how that might work.

Also just to recap for doing questions, you would need to type them into the chat box on the side. Since you don't seem to have any immediate questions popping up, I wanted to share this other resource that we have. It’s a new resources that the Office of Community Services is calling Building Financial Capability: A Planning Guide for Integrated Services. It's an interactive guide that helps or allows organizations to develop a comprehensive plan for integrating financial capability services into their existing programs. It's broader than an IDA and savings program and includes things like how to do financial education, or credit building. It's very useful for program managers and directors in organizations.

So I got a follow-up question on whether you can assume the AFI budget to any matching scenario, and I'm assuming by that you mean that whether you're talking about the participant match rate. That can be either between 8 to 1, or 4 to 1, or wherever along the spectrum of 8 to 1 or 1 to 1 that you want it to be. If you're referring to the participant match. As far as the budget, the $600,000… I gave the example earlier of raising a non-federal budget of $300,000 to go and be combined with the $300,000 in federal match. You would have an overall budget of $600,000. The way to grant requirements work out is dividing up the budget that you spend 85% of funds on the IDA savers, and 15% on some of those other non-saving activities. So administrative funds, data collection, and that kind of thing.

So we don't seem to have any other questions at the moment. So at this time I would want to see if Melinda you're still on the line, if there's any other kind of common questions that you see come up with some of your members. Please feel free to raise them.

Melinda: I think the biggest question is just about finding the nonfederal match. So you mentioned in the webinar that the follow up or could be used for follow up for participants if they want to join?

Anamita: Yeah, the webinar is Developing Resources and Partners. This is a standing webinar that we have and offer pretty consistently leading up to application deadlines. So we really encourage people to go to the AFI Resource Center site and register for that webinar via our calendar there. It goes into a lot more depth with information on strategies for connecting with organizations or developing partners, and figuring out ways to raise that nonfederal match.

Melinda: OK, I guess there standing webinars will be on the calendar as well correct?

Anamita: Yes.

Melinda: I had another question just generally speaking. I'm not sure which percentage of participants already have an IDA program or what percentage don't have one, but they would be interested in starting one. Is this a case where if they don’t currently have an IDA program where today is July 15, would it be realistic to say that they can submit an application by October, or do you think it would be best to start the process now and wait for the next round of applications?

Anamita: I think it would really kind of depend on where they are in the process of thinking about applying for a program. I think certainly there's enough time between now and October to develop an application, but as you heard from what Michael said earlier, and you really need to start earlier about that non-federal funding. It really kind of depends a little on that. There are multiple factors at play, but for first time grantees I would say if you were for the first time hearing about AFI and are considering applying for the program, you would need to start immediately thinking about who your partners could be, what resources could you tap into to raise the nonfederal match. And what partners could you tap into to offer your participants services. Who could help with recruiting, enrollment, all of those kind of key parts we talked about with managing the program.

Melinda: Thank you.

Anamita: And just to recap again for anyone. If you are interested or are having difficulty putting in a question, you just need to type it into the chat box at the bottom right-hand corner of your screen. So it sounds like we have some people maybe dropping off the call. So with that we can call the webinar to a close. I will see if it's OK with Melinda.

Melinda: That's OK.

Anamita: So OK. We will be sharing resources again after the webinar, and the webinar was being recorded. So hopefully we will share those resources provided there are no technical issues. I do want to think Melinda again for sharing, and thank you Michael for sharing your insights.

Michael: Absolutely my pleasure. Thank you for having me.

Melinda: Thank you Michael.

Michael: You're welcome.