



## **Cohort for October 2016 Application Deadline**

Session 1 - Funders, Financial Institutions, and other Partners

**August 25, 2016**

Operator: This meeting is now being recorded.

Speaker 1: Hello?

Anamita Gall: Hi Good Afternoon. We're just going to give a couple more minutes before we get started to allow everyone to come in, but thank you for joining us this time.

Speaker 1: Hi. Thank you.

Anamita Gall: Yup. So I'll just announce again for those that I've might have missed. My name is Anamita Gall: with the Assets for Independence Research Center. This is our October 2016 Coaching Cohort Session and were just going to give a couple more minutes to let everyone join the line and then we'll get started. Thank you. If you could mute your line while we wait, that would be greatly appreciated.

Alright. Good Afternoon again. As I mentioned to some of you that already joined, my name is Anamita Gall and I am a Technical Assistance Specialist with the Assets for Independence Research Center. So I'll just go ahead and get our, we'll start our call today since I'm not hearing anyone else join. If you could just, we just want to let everybody know that we are going to be recording this session, and we'll work on turning around and posting the transcripts up on the website later. But so you are aware that you are being recorded.

So, essentially the coaching cohorts are really designed to really allow for peer learning, and so for you guys to learn from each other. And then where, as needed, for me to jump in and provide some assistance based on my experience having gone through a few rounds of applications and that kind of thing, but this really is supposed to be an engaging session where the idea is, its driven by your questions, but if you don't have any questions then the call ends really quickly. And so, really this is really just about discussion.

So I'll expect we'll have a couple of people on the call. Just to kind of manage this since it is basically a giant conference call, if you could mute yourself, when you're not talking and then unmute yourself that

would be great. And then if you don't have those features on your phone, you could press \*6 to mute or unmute your line. Just to let you know.

I'm going to go ahead and do a role call down the list of registrants that we had, and we just really need one person from the organization to speak up and then just say that you're on the line if there's multiple of you, because I know sometimes you have a number of people joining us from an organization. So with that, I'll just start going down the list. And if you could just unmute yourself, and respond that you're on the line that would be great. So first I have, the Barclay Green Mount Apartment. Is anyone from that organization on the line today? This is located in Baltimore City. Ok. And do we have anyone from the Cable Foudnation.org?

Irvin Owens: Yes, I'm Irvin Owens. I'm here.

Anamita Gall: Ok thank you for joining us. Do we have anyone from the CABC, which is located in Arkansas it looks like? The CABC? Ok. Do we have anyone from the Capital Area Asset Builders on the line? Alright, do we have anyone from CFORM or C F O R M. The Covenant Community Development Organization?

Hi, I realized someone just joined the line. We're just getting started. So that you know were doing role call right now. Just to catch up, this call is being recorded. And then we ask that you know, once I get your organizations name if you can just unmute your line and say that you're here. So that would be great and just to kind of manage the conversation if you could just keep yourself on mute. Until you, have something to say and jump in there. So I will move back on down so we had Convent Community Development, is anyone on the line from there?

Speaker 3: Hello?

Speaker 4: Hello.

Speaker 3: Yes, are you talking about Covenant Community Development?

Anamita Gall: Yes.

Speaker 3: Yes. I'm here.

Anamita Gall: Alright.

Speaker 3: Yes. I'm here.

Anamita Gall: Alright thank you. Alright so I will move on then, is anyone from here from the City of Austin?  
Dawn Perkins?

Dawn Perkins: I'm here.

Anamita Gall: Ok great. Do we have the Community Foundation of the Greater DeBake Organization on the line? Ok. Do we have the Desk Meet Institute on the line? Do we have Economic Opportunity Community Development Department of the City LaGuardia, in Georgia on the line? Ok. Do we have El Central de Ayuda on the line? Franklin County Early Head Start Organization in Florida? Is the Holly Springs Community Development Center on the line? Ok. Housing Coalition Educators in Los Angeles, California? Is the Kansas Coalition against Sexual and Domestic Violence on the line? Is the Mayor's Office of Human Resources or Human Services in Baltimore, the Community Action Partnership is on the line?

Demetria: Yes. We have two.

Anamita Gall: Ok. Great. Is that Demetria that I heard?

Speaker 5: Yes.

Anamita Gall: Ok. Thank you. And Mission Hiring Hall on the line? Ok. Is the National Institute for Integrated Family Services Inc. on the line? Do we have the Native American Development Center on the line? And then we do have the Native American Youth and Family Center on the line? Ok. And then I think I heard, Ingrid from the Maya Project Community Development Corporation is that on the line? Is anyone from that organization on the line?

Ingrid Thompson: Yes. Ingrid Thompson.

Anamita Gall: Is the New Level CDC on the line based in Nashville, Tennessee? What about the Oakland, Livingston Human Services Agency? Ok. Do we have Partners in Community Building Inc. in Chicago, Illinois? Is Saving the Way Foundation from Lancaster, California on the line? And then PKU School District Early Head Start Program based in Mississippi on the line? Do we have Pikes Peak United Way on the line?

Laura: You do.

Anamita Gall: Ok. Thank you. Is this Laura?

Laura: It is. Thank you.

Anamita Gall: Thank you. Ok do we have the PIMA Community College in Arizona on the line? Hi, Good Afternoon. Did someone just join the line.

Santiago: This is Santiago Hidalgo from NYFC.

Anamita Gall: From where, sorry.

Santiago: Native American Youth and Family Center.

Anamita Gall: Great. Thank you. Sure, were going through and doing roll call, but thank you for joining us.

Santiago: Sure glad to be here.

Anamita Gall: Ok. And then moving down the list. And then just, an announcement that I made earlier, if everyone could just mute their lines until because this is kind of like a giant conference call, if you could just mute your lines when you're not talking and then unmute. That would be greatly appreciated so we could like just manage the sound. And then also just so that everyone, who just joined recently in the last minute or two, were recording this call. And then later on this transcript will be uploaded to our website. Ok?

Alright and so, moving down is Positive Change Inc., from Boston, Massachusetts on the line? Ok, is Prosperity Corp on the line? From Albuquerque, New Mexico?

So again if you can mute your lines, until we finish role calls that would be great. Is South Central Community Action Partnership Program on the line? Do we have the Springfield Partners for Community Action Inc., that's based in Springfield, Massachusetts? Do we have Saint James Parish Government based in Louisiana on the line? How about the Change Center in Durham, North Carolina? Do we have the Christian Pentecostal Church of God, based in Orlando, Florida on the line? Do we have Trident United Way on the line in South Carolina?

Speaker 9: Yup.

Anamita Gall: What about the Urban League of San Diego County?

Renado Cruz: Yes. Here.

Anamita Gall: Awesome. And could you pronounce your name for me?

Renado Cruz: Cruz, Renda

Anamita Gall: Ok. Rendo ok got it. And then Urban Perspective in Chicago, Illinois? Anyone from Urban Perspective? Alright the Virginia Department of Housing Community Development, is anyone on the line?

Sabrina: Yes, I'm here.

Anamita Gall: Ok. Is that Sabrina or Natasha?

Sabrina: Yes, this is Sabrina.

Anamita Gall: Ok. Thank you. And then we do have the WEB DuBois Learning Center, in Kansas City? Ok. What about Wings in Dallas, Texas? And the Zion Hill Community Development Corporation?

Speaker 12: Yes, here.

Anamita Gall: Ok. Thank you. And then we have another person that registered from Misty Medal, from Tawney, Oklahoma, are you on the line by any change? Ok is there anyone I've might have missed that has joined the call?

Speaker 13: No but I'd like to chime in here and make sure that I can't be heard or I'll just hold the phone. Can anyone hear me?

Anamita Gall: Yes. We can, are you able to mute your line or when you're not?

Speaker 13: I'll just be very quiet.

Anamita Gall: So I'll just again, just kind of lay the ground work for the coaching cohort so thank you for joining. There were no other additions on the call, that joined us today. That's great. So just to let everyone know again. We are recording this call; transcripts will be uploaded later on. We are recording this call transcript will be uploaded later on so this is a coaching call so it's really driven by your questions. And then one other option for muting or unmuting your line is to press \* 6. So that you can always give that a try, but with that. Oh, again my name Anamita Gall and I'm Assistant Specialist with the Assets for Independence Resource Center. And today's topic that were going to be talking about today or would like to take some questions on today, is Funders, Financial Institutions and other partners. And so really you know, we like to get started on this just because the financial component is such a largest, further grant. So with that, I'll turn it over to you guys who has questions or experiences they want to share about where they are, with the financial aspects of their applications?

Irvin Owens: Hi I have a question. I'm Irvin Owens from the Cable Foundation and when you develop a partnership for your matching funds, there's always, like do you have a list of partners or do you have to

kind of go out and create your own? Or is there a list a partners in the past, that have helped other organizations?

Anamita Gall: That's a really good question. We don't really, there's no prescribed list per say, of organizations, as long as they check all the boxes in terms of meeting the requirements that are needed to implement the project. But with that, if anyone else has any kind of preferred partners, or success stories that they might want to be able and share?

Patricia Ross: Can you hear me?

Anamita Gall: Yes, we can hear you.

Patricia Ross: Ok. I know one particular partnership that is pretty good. And that is your banks, your local banks that you do business with you have these perspective are individuals that you and your community that you're working with and I always recommend to just, that you look at your local partners of bankers, various banks, again they have to have what we call CRA Credit. And as a result, they have to do business in the community with low or moderate income levels. So that's another asset to bring to the table as far investing in your project.

Anamita Gall: That's actually a great piece of advice and that's something that we do, some of our other grantees that local banks are often really good partners. And I'm sorry I didn't catch the name of the person.

Patricia Ross: Oh that was me, Patricia Ross.

Anamita Gall: Wonderful.

Irvin Owens: And Patricia where are you located?

Patricia Ross: I'm in Mississippi.

Irvin Owens: Ok.

Patricia Ross: Yes. Alright. Ok. Now where are you located at?

Irvin Owens: I'm in Washington D.C. It's kind of like Baltimore, Virginia and the D.C area.

Patricia Ross: Oh yes.

Irvin Owens: So I'm kind of like in all three.

Patricia Ross: Ok. Well you have a lot of different entities, a lot of banks, especially the larger ones. So, that's a good thing.

Irvin Owens: Ok. Thank you. But in the future, I was just wondering, do you think AFI would like maybe make like a list of people that been funded in the past and they have supporters like available in that something that could happen or is that something, you know is kind of like a day to day activity? And it's not needed.

Anamita Gall: So, why I would say that we do a list of current guarantees on our website. I don't know that we can really publish all the details of the nature of their projects. But we certainly do make their contact information and those organizations available on our website. So you can also ways reach out to other grantees in your area to see who they had success with, I can definitely do that and send that research your way.

Irvin Owens: Ok. Thank your I'd like that.

Anamita Gall: Sure, any other questions about funding partners or to kind of start is anyone else been looking for a partner? And wants to share some of their experience with that?

Has everyone already gotten a financial institution partner on board?

Dawn: Yes, we already do, this is the City of Austin.

Anamita Gall: Well that's great. Would you be willing to share just what that process is like for some of our other callers on the line?

Dawn: Do you mean for our current grant or our potential future?

Anamita Gall: You know, both. Do you have different partners for both?

Dawn: We haven't got that far with the new grant yet. But we partnered with Velocity Credit Union which is a located Credit Union here in Austin, it's just across the street from us. Like maybe three blocks away. They have been really great, especially because the original agreement was set up incorrect many, many years ago by people who preceded me. So as I working through it and figuring out that like we weren't set up a custodial partner, and there's just tons and tons of issues. They've always been really good about working with us to fix whatever issue it was. So moving forward was another grant, I think that they would still participate and also know I would know how to set up the agreement from the beginning. But their great because they're just across the street and they're local. And there, very, very, very responsive.

Anamita Gall: That's awesome. Those are very good, that local banking are very good partners.

Dawn: Let me mention sorry, that they are the ones who hold the IDA, account because were the city of Austin we don't have a financial partner that gives us money. So I don't know if that's what you're looking for, we provide the match.

Anamita Gall: Got it. No that makes sense. Does that answer the question?

Irvin Owen: Oh yea, if that was for me. Yes. It's fine thank you.

Anamita Gall: What other experiences are people having with developing partnership? Good Afternoon, do we have someone joining the call?

Lisa Simpson: Yes, this is Lisa Simpson with Wings. Sorry I am late; I didn't realize it was in Eastern Time.

Anamita Gall: Oh. Alright thank you for joining us, Lisa. Just to catch you, we have gotten started. The call is being recorded and were just asking, and now talking about funding and financial institution partners. So as I mentioned for everyone, the really is discussion based and driven by your questions and everyone's questions and just manage that process if everyone could mute their line when they're not talking and then unmute to speak that would be greatly appreciated. And if you don't have a phone that does that you can press \*6 to mute that out.

Lisa Simpson: Ok.

Anamita Gall: Thank you, but whatever question do you have? And what other experiences are people having with partnership development?

Irvin Owens: I have a question also when you do this, do you have to do it in just one state? Like sometime in D.C., Maryland and Virginia, am I allowed do it in all three states?

Anamita Gall: That's going to be implementing in the project, then yea you can certainly implement in the tristate area. Because especially if it's like D.C really close to Maryland and Virginia, so I think that's possible, so you need to just make a really strong case. For it, why your serving, the population that your serving just very clearly articulate all those connections in your project narrative.

Irvin Owens: Oh yea because my foundation was flexing in all three states as well so that is why I was wondering. I do financial literacy at libraries, community centers, schools so I'm in Maryland, Virginia, and D.C so that's why I'm wondering. Here it's kind of like a no brainer. Because everything is kind of together. So that's why I was wondering if I could do all three states.

Anamita Gall: Yes. Definitely. Is there anyone else on the line that does work in multiple states or multiple locations?

Patricia Rosa: Well, we're looking at branching off into the Memphis area because we're close to, we're very close to Memphis. So that's something that we're definitely looking at so I'm glad to know that we can do this on this particular part of grant as long as we make the case for it.

Anamita Gall: Yes, definitely yes. Especially in the case of like, neighboring jurisdictions.

Patricia Rosa: Right ok.

Anamita Gall: Yeah.

Irvin Owens: I guess I'll ask another question again. I read that you can I guess you can have assets over ten thousand. Is that correct?

Anamita Gall: For the participants who are enrolling, are going to be a saving towards IDAs. Yes, one of their premises is that the short hand is that we say, that they are TANF eligible as per your states guidelines. And the other or, measure that you could or not if that's not the measure that you use, another measure you could look at is if they don't have more than ten thousand in assets excluding house or car-- I believe.

Irvin Owens: Ok. So I haven't like read through the whole proposal and everything yet and I guess on those questions I don't know if their making sense or not. But also how long to they have to save--three years, five years?

Anamita Gall: So generally it's really all dependent on how you set it set up and what their saving towards. So maybe if their saving for a house it may take a little longer, or down payment on a first time home. Versus saving for post-secondary education so it might also vary. But it just depends on a couple of things. What you're saving for? What are the prices of the asset that you're focused on or that your participants will be savings for? And then also the match rate that you're going to set for people who you help, because that's what your saving. It really kinds of depends on that. So it's a five-year grant program, usually people do save for about two, or three years. You think of the first year of the project, of the five years, as the setup of the project, enrolling people. The second year you're training people, maybe by the third or fourth year you're starting to see people make purchases. Maybe into the fifth year, even but then you're also kind of like wrapping up in the in the fifth year, if that helps.

Irving Owens: Yes, it does. Thank you. If you already have an existing business and you do it as well or is it only for startup?

Anamita Gall: I believe it would be for startup, first time business. Or to capitalize a small business. Yeah, to capitalize a small business, yeah I think it's one of those things that are a little tricky. I'll have to definitely double check the legislations to see the restrictions. I can follow up with you on that one, but I think it is a first time business.

Lisa: The legislation says you can expand a small business we've been doing it. Yes, start or expand a small business and I think, I forget exactly but their definition of small business is less than 50 employees or something like that.

Irving Allen: Ok thank you.

Patricia Ross: Let me ask you, this a little different from the previous caller was sharing about the length of time. Is five years, basically the cap of how long we need to have the program as far the people that we do enroll? Like you said, the first year is basically kind of administrative and getting people enrolled. Is five years, like the cap of what we need to be looking at, or can we go to about six years or so?

Anamita Gall: Well the project period, it's a five year great. so.

Patricia Ross: Five years.

Anamita Gall: Traditionally, yes. I think we do see grantees that apply for a grant each year, or every other year.

Patricia Ross: Oh ok.

Anamita Gall: And the may potentially roll over people. But yeah, and I don't know if we have, it sounds like that we might have some current grantees on the line. If you can share form your experience of doing that, or just how you manage multiple grants. Please do.

Dawn: This is Dawn from the City of Austin. We only have one grant right now. We got about a two year late start. So we only really, when I inherited the third year. It took me about the solid year to figure out what was going on and how to administer it. We really had less than 2 years to actually administer the grant. And what happened is we enrolled a lot of people at the end that though there the biggest issues there are a lot of people that are eligible but not suitable. So there a lot of folks of low income and who have less than 10,000 dollars in net worth but they're not suitable. If they're not able to buy a house,

expand a business or go back to school, it doesn't matter how much money they save, or how long they save it for, you're not going to match your funds. So spending time figuring out who's eligible and suitable is probably the best use of your time. And my suggestion just based on my experience would be not to let people save for more than two years, because you start to just lose them. My folks that are on the minimum 6 months program, because it's a minimum of 6 months to save, do the best, because their really committed to it. It's a short time frame, they get their funds in. They do their financial education. They do their assets specific training and then they cash out. The people that enrolled like a long, long time ago before me I'm trying to still play catch up with them, figure out where they are, have they made any deposits? Are they still in the programs? Are they still interested? Are they going to be able to match their funds? My suggestion, is if you have one person doing it, like we do here, and you don't have someone that can be actively case managing people on a regular basis. I mean specifically its weekly and not monthly. Because that's what they need, then the shorter time frames work better, because people get in and out and spend their money and move on. I don't know if that was helpful at all.

Irvin Owens: When you say six months, what are they purchasing in 6 months? Are they buying their first home? Are they going to back to school? A combination?

Dawn: Everything. So they can save for two years if they need to, we do have some folks on the one and a half to two years savings plan. They don't have to spend it though; they have like an additional, until the grant ends suspend it. But the folks that are short -minimum time frame spend their money way faster. Like they are just they're very committed and they're very goal driven. And goal oriented. And they get it done. That's one thing with education and small business and then the home buying folks maybe need more about a year to save. But again if its much longer than that, if you can't actively case manage, like big time, then you'll start to lose people, because they'll make withdraws, they will forget about deposits. They won't remember what they did, what financial education they took a year and half ago. They'll be shocked that all the sudden they missed a month's work of payments, and oh my god they withdrew from that account because they forgot it was their IDA account. So those have been the challenges. So finding the folks, that 6-12 months I think that's ideal for me. And then you can keep rolling over, you can open enrollment as you determine. Right now we basically have full capacity at the end so I'm like desperately trying to get everyone to spend their money so I can figure out if we're going to have money left over or if we're going you need to come up with additional funds. I wish I had been able to do roll over the years.

Irvin Owens: What about the average person? Are they saving like \$1,000 or \$2,000- in that 6 months' time?

Dawn: Well, the maximum is \$1,000 and so we were on the 4-1 match where they were saving \$1,000 matched with \$4,000- but we requested to change match rate to 8-1 where they save \$500 and they get a \$4,000-dollar match.

Irvin Owens: Ok.

Dawn: I think that is ideal.

Irvin Owens: That's ideal, That makes a lot of sense to me as well. Because you're saying 8-1.

Dawn: Right. So they still get the \$4,000 or you know \$8,000 for eligible household. But they only have to save \$500, so if they over save then great they got a little extra cash in their pocket. If you want people to spend their money and spend your grant money, I think 8-1 \$500 is what we're going to go for next time.

Santiago: How many people are in program in Austin?

Dawn: Oh gosh. Like it's so hard, you think it would be just an easy number to really tell you. We've got about 140 currently enrolled, I believe everybody is making deposits. We only recently transferred to the Custodial Agreement where we were getting deposit statements from the bank a couple of months ago, so I'm still entering in for some people years' worth of deposits. And now I'm finding out, oh my god they missed six months. Oh my god, they took withdrawals, now they have to come in and figure this out. Which I didn't know before, because people were just dropping off deposits slips. But I think I've closed about 20 accounts, and we have about 140, so about 160 because you know not everybody saves the full amount and gets the full match.

Patricia Ross: Yes. Let me ask you a question. The young lady who's currently doing the IDA program. The people who wrote, I know you shared you with us that you inherited the program. How many people did they project that there were going to actually, have? And how much would they end up getting the maximum amount as far as the grant? So just can your kind of talk a little bit about that?

Dawn: The numbers in the original grants agreement do not in any way correlate to the amount of the money.

Patricia Ross: Ok.

Dawn: I wouldn't, when I inherited I saw it, and it like made no sense. And I had to go back and redo it. They were saying people would save \$2000 and we would match with \$6000 dollars. It was a little bit crazy. So anyways, we have \$600,000 grant, which is \$300,00 in local funds, \$300,000 in federal funds.

And if you do math after the visit to 15% Admin fee that's about \$510,000 divided by \$4,000 - I think about 140 participants. And like I said, because not everyone saves the full amount, or makes it through the program we're actually closer to about the 160.

Patricia Ross: Ok. 160. Ok.

Dawn: For a \$600,000 grant.

Patricia Ross: Do you mind I know it will probably make you a little busy. But do you mind if someone did want to call you and ask questions or something like that afterwards? Do you think if you have any additional questions do you mind?

Dawn: Yeah, I would share all of my information because I...

Patricia Ross: Yeah. Yes. If you don't mind, if they won't mind I know you might have not want to give us your number, but if you wouldn't mind get your telephone number. Or make sure you can give your telephone number.

Anamita Gall: I can totally give it to your guys at well. So this is Patricia?

Patricia Ross: Ok, yes, it is. Ok thank you, it's like this is our first time and again I'm also still in the process. I have supporters like the banks for other projects that we have like the Financial Education and Home Buying. But I have not, and I'm getting ready to approach them in this right here but I wanted to kind of get everything all together and get them like a, and you might be able to share with us what are some of the things that you done to do a presentation because one thing I've learned is that the better you do like a mini presentation and get everything kind of set up. It's better to get people bored and that's the reason I was an asking you about how much you were getting, so you've basically got \$300,000 and then you got to match the \$300,000 so maybe \$600,000. So that's good to know to what you ask for, and had the prior people, had they been this particular program before or was this the first one that they have done even though you had inherited it?

Dawn: First one.

Patricia Ross: Oh ok. Well great. Great ok.

Anamita Gall: I also wanted to share that we have a resource on our AFI Resource website, the project builder does have a couple of sections and.

Patricia Ross: Ok.

Anamita Gall: So I definitely, I can send that out to everyone afterwards if they wish.

Patricia Ross: Yes, please. Anything that is helpful. We want to do a good job.

Anamita Gall: Sure. Does somebody else have a question or something.

Dawn: I could actually touch base with the partnerships really quick. I would say when you are talking to the partners to make sure let them know exactly what you expect from them. So for example with small business partners, they're the ones who are going to be approving the small business plan before you can give your funds to the participants. So make sure they understand what you mean when you say approve the business plan. For example, they might have a small business planning program that has a lot stricter requirements than with AFI legislations needed for the approval which is distribution of goods or services, financial and a marketing plan, so they need to understand that that's what you need and so though it might be exactly what they do per their mission for their organization. So giving them something like, I have reviewed this plan and although I'm not saying were going to be successful or unsuccessful it does have this following items therefore I am approving it. So being very specific with the partners of exactly what they need from them. And then once they figure out, they'll do the recruitment for you, because they will love the program. And people that are going through with them, when they determine who's eligible for it, so doing not just like this the program but this is the criteria so as their working with their folks and their looking at incomes, they can be like I think that you might be appropriate for this program forward them over to you, so there's already been sort of a prescreening done.

Patricia: Oh ok. Thank you.

Dawn: Yeah.

Patricia: So when you did the program, you approached the entrepreneurial area? You also, did you contact like housing centers for the housing part? Then for the education part did you go to like the colleges?

Dawn: Yup. Yup.

Patricia: Ok great.

Dawn: Austin Community College was our best partnership. They did a lot of free marketing for us. But we also have people at UT, Saint Edwards, Texas State but small businesses in Austin has a really, very supportive of small businesses so that was pretty easy once they figured out what was easy from them

and how they could market it to their folks. That was easy. And then home buyers, we have a home buyer education program so a lot of people are coming through that program. And.

Patricia: Right.

Dawn: Through our housing authority, and we try not to put any additional restrictions on our IDA funds. So just the bare federal minimum restrictions. So that they could use it with down payment or escrow accounts or any other type of assistance program.

Patricia: Ok. Great.

Speaker 14: Hello?

Anamita Gall: Hi.

Speaker 14: Hi. I just had a question. Which one of the ladies that was just speaking? Which was more successful was based upon at the time in the program or what they saving for?

Dawn: Me?

Speaker 14: Yes.

Dawn: That is a good question. My best experiences have been small business folks because they have to have an approved business plan and in order to that, they typically need to go into program with one of the small business development agencies. So they're very goal oriented. Then education was the next best one. Because, either they are in school or planning on going to school. So it's almost a guarantee. Although the education funds, I think are the hardest administratively to spend. And then the home buyers, a lot of folks start off, and think they want to buy homes but find out they can't qualify for a mortgage based on their income. And end up switching to one of the other programs. But like I said, I think you have past people are saving past a year and half you start to lose them.

Speaker 14: Ok. And all these additional programs are their submitted through your agency or do your partnering services like the home buyers? The business plan? The entrepreneurial? Is that just you or through a collaboration.

Dawn: We provide the home buyer education class. Then they have like six different business out of six different agencies in Austin that use various different types of small business development. Whether it's one on one mentoring your tutoring or like a 40-hour program. And then education is just the various agencies. And various institutions in the area. So, not many of them were the original partners in the

grant. It was, as I was going through, I was realizing who was going to be a better fit and then reaching out to them.

Speaker 14: Oh ok.

Dawn: Yeah.

Speaker 14: So how many options do you have? Just have one home buyer per grant or just one for the business? Or do you have several options that a client can choose from?

Dawn: They can choose any. They can do home buyer, education, or business.

Speaker 14: Ok. Thank you

Anamita Gall: So this is Anamita with the AFI Resource Center. Did we have someone join the call late, I thought I might have heard someone.

Positive Change Incorporated: I think I joined late.

Anamita Gall: Ok did your organization name?

Positive Change Incorporated: Its Positive Change Incorporated.

Anamita Gall: Positive Change Incorporated thank you.

Positive Change Incorporated: Yup. Is there someone online from Boston?

Anamita Gall: No I don't think so.

Positive Change Incorporated: Ok. I thought that's what I heard when I first signed in.

Anamita Gall: No. Oh sorry, City of Austin yes.

Positive Change Incorporated: City of Boston, Mass.

Anamita Gall: City of Austin, yes. Unless I missed someone, is there anyone new on the line? I don't believe so.

Positive Change Incorporated: Ok. Just checking.

Irvin Owens: Well like I have another question can you partner with other like organizations on this as well? So like in other words if I partnered with the city of Austin to do this event something that we can do like here, like in D.C, Maryland, and Virginia so can I partner with other people on the area to submit this application if I choose?

Anamita Gall: Most definitely yeah. I think

Irvin Allen: Ok.

Anamita Gall: There's, its, we definitely at the AFI Resource Center, a lot of the grantees that are successful are often in partnership with other organizations. And I think if you heard some say it does take quite bit of case management. And a different kind of resources to manage the project and so definitely something we do.

Irvin Owens: Ok do you have to your match when you apply or do you have to match afterwards? Or do you have so much time to make the match?

Anamita Gall: Are you asking about whether or not you have to finalize what your match rate would be?

Irvin Owens: Yes.

Anamita Gall: Or are you talking about the nonfederal cash match to the grant?

Irvin Owens: I guess you could tell me both, I'm wondering so in other words if I would go for the million. Would I have to million on the table when I come? Or do I get match that million as I was awarded the grant?

Anamita Gall: You have to have funds permitted through the grant application at the time of application.

Irvin Owens: Ok. So I'm sorry, I haven't looked up the application, I just kind of I was on the Board meeting and I ran into this. So when I read the application it will tell me the assets I would need to have for the amount of money I'm applying for?

Anamita Gall: Yes. And there's also very specific instructions on documented where the funding source is, because I definitely would encourage everyone to start thinking very early on if you have other funding partners to really make sure that you take a close look at what guidance is in the funding opportunity announcement, as per the type of the partner providing the funding for your grant. So yea, it is something that goes on into all of the partnership developments process and meetings that you have. I also want to do a time check it's almost 2:50 so 10 minutes left on the call. One quick announcement, just little things

that I see applicants sometimes miss is making sure your registered when you're done in SAM. This is kind of the applying for the grant, so just a reminder to do that early on it does take quite of bit of time to go through process. And I would hate for any of you to lose out on the opportunity to apply for the gran, because you just didn't have the little logistics in place.

Speaker 14: I found out late that is takes so long, for my grant to come through and get processed I have a question, for organizations that already applied for the AFI grant. Who needs have you found to be the best partners for your non-federal matching, is it banks or private donors?

Anamita Gall: So I think I just generally from what we've seen at the Resource Center is that it varies really across the US. I think a lot of people have mentioned today that they have some success with local partners and that's definitely something we've seen and its obviously easy argument to make is working with a local partner. But at this point, I'll turn it over, anyone else on the call to share if any experiences or successes or challenges that you might have encountered with funding partners.

Lisa: This is Lisa, from Wings in Dallas. Our major funding partner for the IDA program is our local United Way. They do 3-year community impact grants, and they allow us to write an IDA match as part of our 3-year funding for our financial capability program. And we also have a couple of other corporate partners that gives us smaller funds. But still good partners to have that just are local corporations that are interested once their idea hear about the IDA program. They're usually pretty interested in helping people build those assets. So, that's really where we have success.

Anamita Gall: Great thanks Lisa. As I mentioned before, you can just mute or unmute your lines when you're not talking. Because I was hearing a little bit in the background and it was hard to hear. Anyone else has any success stories with partners, but United Way is definitely a common one that we've seen as well.

Dawn: I love United Way. And I worked for them when I first moved to Austin. But the challenge that we had with our United Way is focused on Early Childhood Education so they, although they were written into the grant originally as a partner, when I got together with them it wasn't a good fit for us. Though they were supportive of the program and willing to let folks know about it. But I think it depends on what you mention of what your United Way is in your community. But I just want to say that, I am happy to talk to anybody about best practices, what I've learned with databases, with administration of the program, all that kind of stuff. So anybody is welcome to call or email me and I'm happy to give you what I've learned in the past couple of years.

Speaker 14: Ok. That would be great.

Irving Owens: So will we have everyone's email now when we get off this call or?

Anamita Gall: If everyone is willing to do that, but I'm certainly be happy to share Dawn's information. Thanks again Dawn, that's really generous and very much appreciated I'm sure.

Dawn: Yea.

Anamita Gall: It's great to learn from current grantees which is why we love having you guys ask questions on the call.

Irvin Owens: I don't mind giving my email out as well.

Anamita Gall: Wonderful.

Speaker 14: If anybody wants my email add to any list that they have, please email what you have.

Patricia Ross: Yes, definitely. This is Patricia, you can definitely and I definitely want to reach out to the young lady, I think her name is Dawn. Yes, please do.

Dawn: I do have a quick question. The grant is due at the end of October? Correct?

Patricia Ross: The 31<sup>st</sup>?

Dawn: And then when would we hear about if we were to receive it?

Anamita Gall: So, that's a great question. You will mostly likely hear about it, most likely in early next year but technically very rarely can wait as long if it takes longer process application it might not be until September next year. That is the kind of Federal guidelines, and then Federal fiscal year and that would be for the next year or this October deadline falls through the next fiscal calendar. You could wait as long September 2017 but it's more likely that you'll hear in early 2017.

Dawn: Ok. Yes, originally what I was told by our grant liaison is you would hear something in January and then the new grant would start in April.

Anamita Gall: That's typically what we've seen, but just remember the Federal kind of rules.

Dawn: Yeah. Ok thank you.

Anamita Gall: Sure. Just to give you another time check, were at 2:53 any more questions about financial institution partners, funders? I've already kind of covered the whole Dawn's thing, does anybody have any questions on documenting and non-federal cash commitment?

Patricia Ross: Well, do you mind talking just about it briefly?

Anamita Gall: Sure. So as I mentioned there are specific ways in which you have to document the nonfederal cash commitment and I can make sure we include that in the resources so that we send following the call.

Patricia Ross: Ok.

Anamita Gall You just definitely need to make sure to look at and kind of start going through that, because you definitely need to include. MOU, you need to articulate very clearly, who's going to do what, you will definitely need to clearly indicate funds are being committed to this specific application cycle. It needs to be signed off by an appropriate person, at the organization who's designated with that kind of financial authority. So there's a lot of check boxes like that, which is why I'm stressing it. We can make sure it goes out in the resources. We do have a couple of kind guiding factsheets on our website that we can make sure they are included as well and if you're the funding the institution I think again you would have to do the same sort of the process and then kind of also maybe attach supporting documentation, budget items, showing that the funds are ear marked for this project and that kind of thing. So it's definitely something you should start thinking about early on.

Dawn: I would say if anybody has been in the same boat I am, if there any cities that aren't fundraising for the match and just have the match and just local funds to make sure your finances on board that with that, because one of my biggest challenges has been that this isn't like all the other grant's that we do. Which is like you spend a certain amount and then you turn in your invoice and then wait for a match. For here it's been a struggle, because our grant liaison wants us to grant liaison wants to draw down all the money from the Federal Government and my finance department has battled with me about this from the very beginning. Because it's very different from anything else that we do. so that's been a really huge challenge.

Anamita Gall: Yea that's a really good point. Typically, we don't see grantees just draw down all the funds at once, usually it's kind of spaced out when you're ready to start paying out the cash matches to your participant savings. And so definitely you have to keep in mind, just like Dawn said, all your internal processing fees or just adjusting to the specific requirements of this grant.

Alright, so I can hear some people starting to leave. We're at 2:57 I'll stay on the line until 3 because the lines are open to 2-3. We'll take any final questions but if you don't have any more questions, again my name is Anamita Gall from the Assets for Independence Resource Center. Thank you so much for joining us. We will be posting this transcript on the website and I will follow up some information that we covered on this call just a little bit of research that we have on website and as Dawn was so gracious, we are going to share her contact information. I can share that well.

Patricia Ross: Thank you.

Anamita Gall: As well as the Cable Foundation.

Irvin Allen: Yes, thank you as well.

Patricia Ross: Thank you.

Anamita Gall: Thank you everyone.

Patricia: Ok bye bye,

Santiago: This is Santiago in Portland also. I'll sign off but thank you very much especially for all that practical advice. I found it very helpful.

Anamita Gall: Wonderful thank you good luck

Santiago: Thank you, thanks have a good afternoon.

Lisa: This is Lisa again at Wings. I just had a couple of questions. We are also previously funded before in AFI however I was not here when those grants got written, and have never done a Federal grant before. A little daunting of a process to think about. I was just wonder our CEO and Program Directors for our IDA program and not the grants were wondering if there have been any major requirement changes beyond- we know about the Federal documentation of the non-federal cash commitment.

Anamita Gall: Right

Lisa: To applying that was a change, from the last time. Are there any other major changes like that I should know about it, because obviously didn't know what the last application was and I'm not really sure how to compare the two?

Anamita Gall: Sure. That is a big one and there's definitely I think a lot more scrutiny around having partnership memorandum of understanding. So if you have any partners like really just clearly documenting the nature of the partnerships.

Lisa: Yeah. As far as I know our only main partnership is the bank that holds our accounts. Because we hold everything with Capital One, and then I think as far as I knew, obviously we get funding from Untied Way to support the program and everything like that but I think actual only program partner because we, all of the education that goes behind everything. Like if you're trying to buy a home with your IDA, your home ownership class, that's with us, we teach all of the classes. Yeah, and we have a small business development program that's where all of our small business IDA buyers are coming from. So... I don't, as far I know we don't really have any other program partners.

Anamita Gall: Then it sounds like you should be ok but yeah, I think that's the only major thing that I definitely would point you too, but as the, I guess as the grant cycle progressed, there's been a lot more competition. So making sure you have a really strong case, for why your serving the population that you are serving? Why does this specific goals, that your positioning in terms of first time home ownership? Making sure that you really create a very strong organization, the main thing, You already kind of caught the non-Federal cash match, I think. Those are the main ones. I think you might have it covered. There's nothing that could replace reading through the funding opportunity announcement. So I definitely encourage you to.

Lisa: I've made it like half way through it.

Anamita Gall: It is very long, and I can certainly empathize. But it's a really the only way.

Lisa: Yeah. I was just wondering if there were any main big ones, that I could just go back to them, hey be prepared for this once we get deep into it, that maybe I wouldn't know just because I haven't been to able compare it to whether the fall was last time around.

Anamita Gall: Yeah, I think you already caught that big one, and making sure that you have the documentation in place for it. That definitely does seem to take the applicants a little longer to put together all of that. So starting those conversations early would be something that I recommend you prioritize.

Lisa: Ok great. Thanks good to know.

Anamita Gall: Yeah.

Lisa: Ok. Thank you so much. I really appreciate it.

Anamita Gall: Alright no problem, thank you guys and thank you for joining.

Lisa: Thanks.

Anamita Gall: Ok do we have anyone else left on the call? Any questions? Alright thank you everyone again for joining.

Operator: The Host has left the meeting, so at this time the meeting will come to an end. Thank you and good bye.