

CDFIs and Credit Unions

Paving the Way to Financial Wellness

One Member at a Time

What is a CDFI?

Community Development Financial Institution

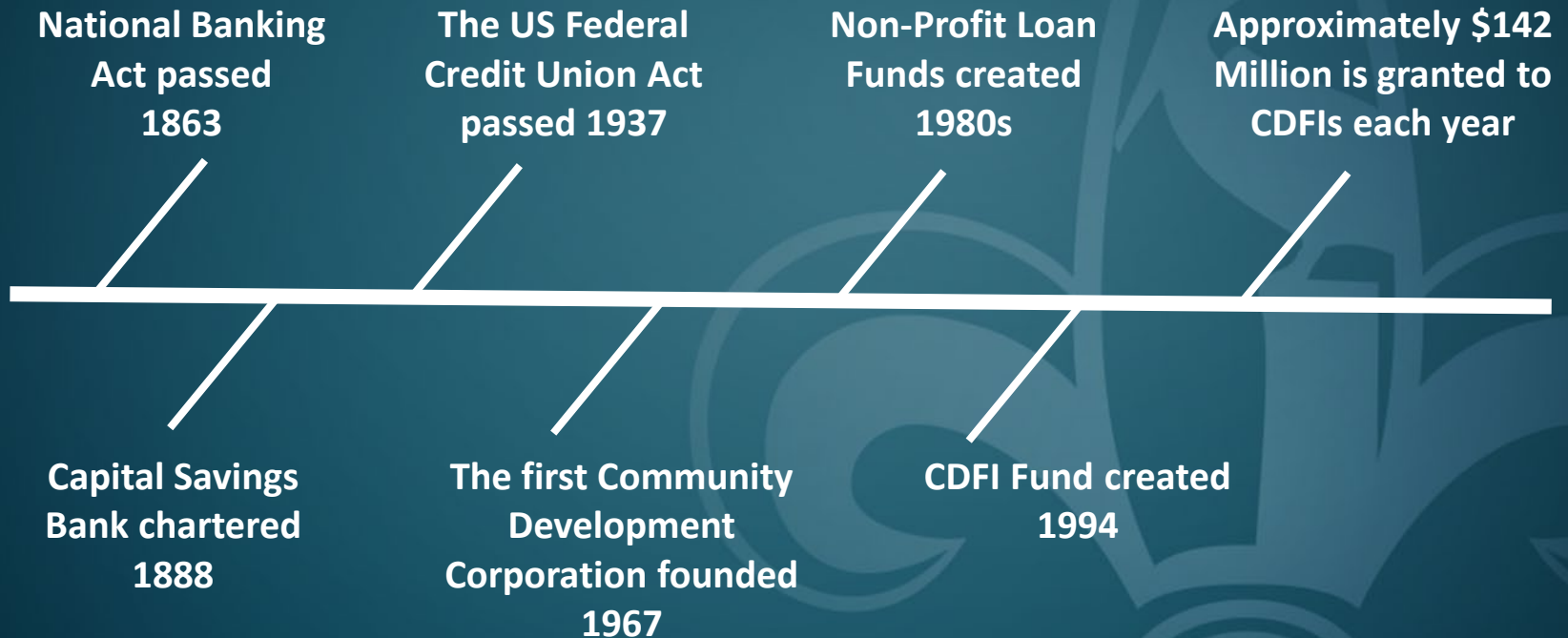
Community Development Financial Institutions (CDFIs) share a common goal of expanding economic opportunity in low-income communities by providing access to financial products and services for local residents and businesses.

What is a CDFI?

CDFIs are financial institutions that serve a low income population or geographic area. Over 60% of total loans must go to these defined groups.

- Credit Unions
- Community Banks
- Loan Funds
- Microloan Funds
- Venture Capital Providers

Where did CDFIs begin?



What do CDFIs do?

CDFIs offer mainstream financial products and services to underserved and otherwise ineligible populations.

- No to Low Cost Checking and Savings for First Time Members/Customers
- No to Low Cost Second Chance Checking
- Consumer Loans
- Mortgages
- Small Business Loans
- Commercial Loans
- Alternatives to Pay Day Loans
- In-Depth Financial Wellness Programs

Credit Unions and CDFIs

- Similar mission to serve individuals of modest means
- Specialized loan programs customized to meet unique needs
- Living the mission through community outreach
- People Helping People philosophy
- Educational resources and support

22 Louisiana Credit Unions are CDFIs!

Specialized Loan Programs

- Unsecured loans with flexible amounts and terms
- Secured loans for vehicles of all types with generous terms and loan protection
- Fairly priced mortgages for those with less than perfect credit
- First time homebuyer programs to assist with down payments and other fees
- Alternative to payday loan products to help break the cycle
- Small dollar loans to help build positive payment behaviors and credit
- Small business loans for every phase of business, including start-ups

People Helping People

- One-on-One Credit Counseling
- Budget Analysis and Financial Wellness Coaching
- Youth Outreach Programs
 - College Scholarships
 - Youth Savings
 - Teen Checking
 - School Branches
 - School Pride Fundraising Debit Cards
 - In-Depth Financial Education Classes
 - Free Educational Workbook



People Helping People

- Community Financial Wellness Workshops
- Select Employer Group Financial Wellness Workshops
- Organizational Financial Wellness Workshops
 - Prison Re-Entry Programs
 - Shelters
 - Differently Abled Individuals



Pelican Outreach Efforts as a CDFI

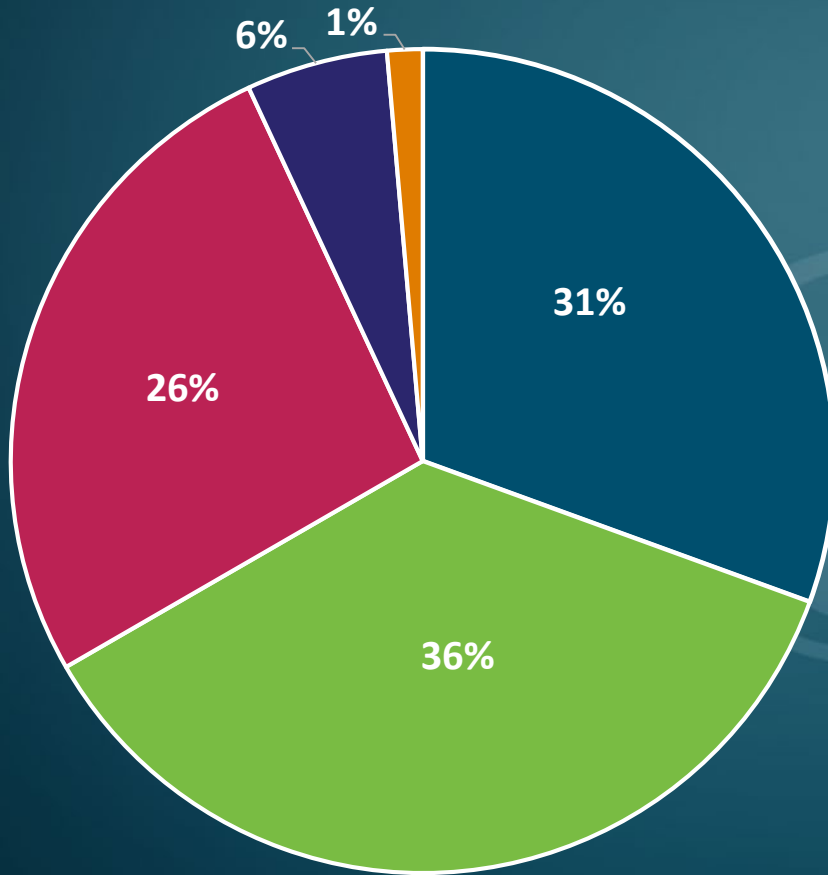
- 12,728 One-on-one credit counseling sessions
- 1,042 Adult Financial Wellness Workshops
- 177 Members have become homeowners
- 120 Schools received financial education support
- 226 Youth Financial Wellness Workshops
- \$1.2 Billion in loans to underserved populations

Assistance to Louisiana Citizens

- 72 CDFIs throughout Louisiana can offer similar statistics
- 22 Credit Unions throughout Louisiana can offer similar statistics

The most difficult challenge we face is letting the community know we are here to help!

Louisiana CDFIs



- Credit Unions 31%
- Community Banks 36%
- Bank or Depository Holding Companies 26%
- Loan Funds 6%
- Venture Capital Fund 1%

Louisiana CDFIs

ANECA Federal Credit Union

Ascension Credit Union

Bank of St Francisville

Bank of Zachary

BOM Bank

BSJ Bancshares Inc.

Caldwell Bank & Trust Co.

Caldwell Holding Company

Capital Bancorp, Inc.

Carter Federal Credit Union

Catahoula Holding Company

Central Louisiana Capital Corporation

Centric Federal Credit Union

Citizens Progressive Bank

CLB The Community Bank

Clinton Bancshares Inc.

Colfax Banking Company

Commercial Capital Bank

Community Bancorp of Louisiana, Inc.

Community Development Capital

Concordia Bank and Trust Co.

Concordia Capital Corporation

Cross Keys Bank

Delhi Bancshares, Inc.

Louisiana CDFIs

Delta Bank

Engage Federal Credit Union

Essential Federal Credit Union

Exchange Bancshares, Inc.

Exchange Bank and Trust Company

Farmers-Merchants Bank & Trust Company

Franklin Bancorp, Inc.

Franklin State Bank & Trust Company

Gibbsland Bancshares, Inc.

Gibbsland Bank & Trust Company

Grant Bancshares, Inc.

Greater New Orleans Federal Credit Union

Guaranty Bank and Trust Company of Delhi

Homeland Bancshares, Inc.

Homeland Federal Savings Bank

Jefferson Financial Federal Credit Union

Landmark Bank

Legacy Financial Federal Credit Union

Liberty Bank and Trust Company

Liberty Financial Services, Inc.

Louisiana Community Development Capital Fund, Inc.

Louisiana Federal Credit Union

Maple Federal Credit Union

Meritus Credit Union

Louisiana CDFIs

Neighbors Federal Credit Union

New Orleans Firemen's Federal Credit Union

New Orleans Startup Fund, Inc.

Newcorp, Inc.

OnPath Federal Credit Union

Ouachita Valley Federal Credit Union

Pelican State Credit Union

Plaquemine Bank & Trust Company

Progressive National Bank

Southern Mutual Financial Services, Inc.

Southwest Louisiana Credit Union

St Landry Homestead Federal Savings Bank

St. Francisville Bancshares, Inc.

St. Tammany Federal Credit Union

Tensas Bancshares, Inc.

Tensas State Bank

The Cottonport Bank

Total Choice Federal Credit Union

United Community Bank

University of Louisiana Federal Credit Union

UNO Federal Credit Union

Winnsboro Bancshares, Inc.

Winnsboro State Bank & Trust Co.

Zachary Bancshares, Inc

Why are CDFIs Important?

- Offer mainstream lending opportunities to otherwise ineligible populations
- Lend to groups that have been denied by large financial institutions
- Create jobs through growth of small businesses
- Improve economic stability of communities
- End generational poverty through opportunity and education

CDFI Impact

Since launching in 1994:

- \$2 billion in Financial Assistance to certified CDFIs
- Over 1,000 CDFIs in the US
- 19,000 businesses have been financed
- 51,300 affordable housing units funded
- \$21.5 million in loans and investments originated

What can you do?

- Support CDFIs
- Support Small Community Banks
- Support Credit Unions
- Support legislation that allows for common sense regulations and compliance for these institutions
- Tell your constituents to visit these institutions for help
- Partner with the CDFIs and Credit Unions in your communities to hold Financial Wellness Workshops and Community Outreach Events
- **JOIN A CREDIT UNION TODAY!!**

Thank you!

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