

**Scan of Baltimore Community Development Financial Institutions (CDFIs)**

*Commissioned by Annie E. Casey Foundation*

**Objective:**

- Assess financing need and gaps across all lending sectors
- Assess capacity of existing Baltimore CDFIs through stakeholder interviews

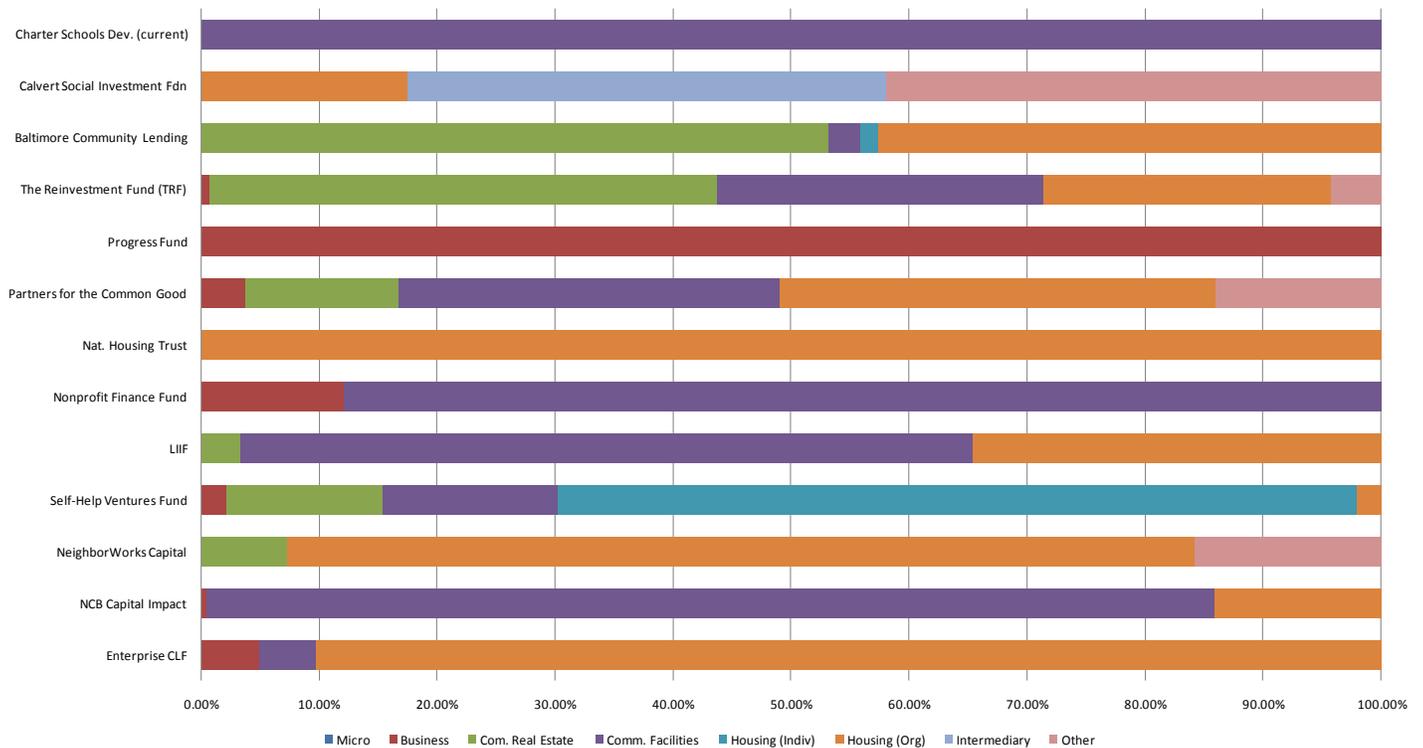
**Key Stakeholder Interview Findings:**

- Philanthropic leaders want better understanding
  - CDFIs and their capabilities;
  - Current CDFI/philanthropic partnerships and what they could potentially offer, and
  - Examples of more collaborative “partnership” behaviors
- Potential borrowers saw CDFIs as source of transactional dollars rather than community development partners
- CDFIs were very open to
  - Building partnerships
  - Working with others to source and fund deals and offer joint programming

**Common Themes Among All Stakeholders:**

- Need for technical assistance to support borrowers, especially small business / microenterprises
- Human capital development is critical to economic development
- Commonly mentioned financing needs included fresh foods, green/energy efficiency, small/medium business lending and charter schools, and
- Key institutional players, e.g. Johns Hopkins, State of MD, and City of Baltimore play big roles as drivers of economic demand, especially related to need for “amenity” businesses in neighborhoods

**CDFIs by Financing Sector:**





<b>Certified CDFIs HQ'ed in Maryland</b>			
<b>Organization Name</b>	<b>Institution Type</b>	<b>Type of Lending</b>	<b>City</b>
Advance Bank	Bank or Thrift	Housing to Individuals Commerical Loans Loans on Savings Accounts	Baltimore
Baltimore Community Lending, Inc.	Loan Fund	Housing to Individuals Commerical Loans Small Builder Loan Program	Baltimore
Community Capital of Maryland, Inc.*	Loan Fund	Housing to Organization	Baltimore
Community Development Ventures, Inc.	Venture Capital Fund	Equity and Near Equity Investments	Baltimore
Harbor Bank of Maryland	Bank or Thrift	Consumer Loans Commerical Loans	Baltimore
MECU of Baltimore Inc.	Credit Union	Housing to Individuals Consumer Loans	Baltimore
Neighborhood Housing Services of Baltimore, Inc.	Loan Fund	Housing to Individuals	Baltimore
Calvert Social Investment Foundation	Loan Fund	Intermediary	Bethesda
Enterprise Community Loan Fund, Inc.	Loan Fund	Housing to Organization	Columbia
First Peoples Community Federal Credit Union	Credit Union	Consumer Loans Housing to Individuals	Cumberland
Charter Schools Development Corporation	Loan Fund	Community Facilities (Charter Schools)	Hanover
Prince George's Financial Services Corporation	Loan Fund	Commerical Real Estate Small Business	Largo
Maryland Capital Enterprises, Inc.	Loan Fund	Microlending	Salisbury
Salisbury Neighborhood Housing Service	Loan Fund	Housing to Individuals	Salisbury
NeighborWorks Capital	Loan Fund	Housing to Organizations	Silver Spring
The OpenDoor Housing Fund	Loan Fund	Housing to Organizations	Silver Spring
<b>Certified CDFIs Working in MD</b>			
<b>Organization Name</b>	<b>Institution Type</b>	<b>Type of Lending</b>	<b>City</b>
The Progress Fund	Loan Fund	Business (Tourism)	Greensburg
Ways to Work (Affiliate in MD)	Loan Fund	Consumer	Milwaukee
The Reinvestment Fund	Loan Fund	Housing to Organizations Community Facilities Commerical Real Estate Healthy Food Retail Energy	Philadelphia
<b>National CDFIs Reviewed in Market Analysis</b>			
<b>Organization Name</b>	<b>Institution Type</b>	<b>Type of Lending</b>	<b>City</b>
National Housing Trust Community Development Partners for the Common Good		Housing to Organizations Housing to Organizations Economic Development Community Facilities Working Capital	National
Self-Help		Business Loans Community Facilities Energy	National
NCB Capital Impact		Community Facilities (Education/Health Care) Healthy Foods	National
LIIF		Housing to Organizations Community Facilities Energy/Green Financing Healthy Foods	National
NFF		Community Facilities Business Loans	National

\* Exploring Organizational Options

Other potential partners: SBA 7(a) Lenders; SBA 504 Lenders; Credit Unions; Community Banks; Business Incubators; Public-Private Partnerships