



Community Development Finance in the Southeast

 Donna Fabiani | July 18, 2012



OFN Membership

FY 2010 Performance Data



South Region (17 states) (US Census Bureau Definition)

- **South Atlantic Division:** Delaware, District of Columbia, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, West Virginia, and Puerto Rico.
- **East South Central Division:** Alabama, Kentucky, Mississippi, Tennessee
- **West South Central Division:** Arkansas, Louisiana, Oklahoma, Texas



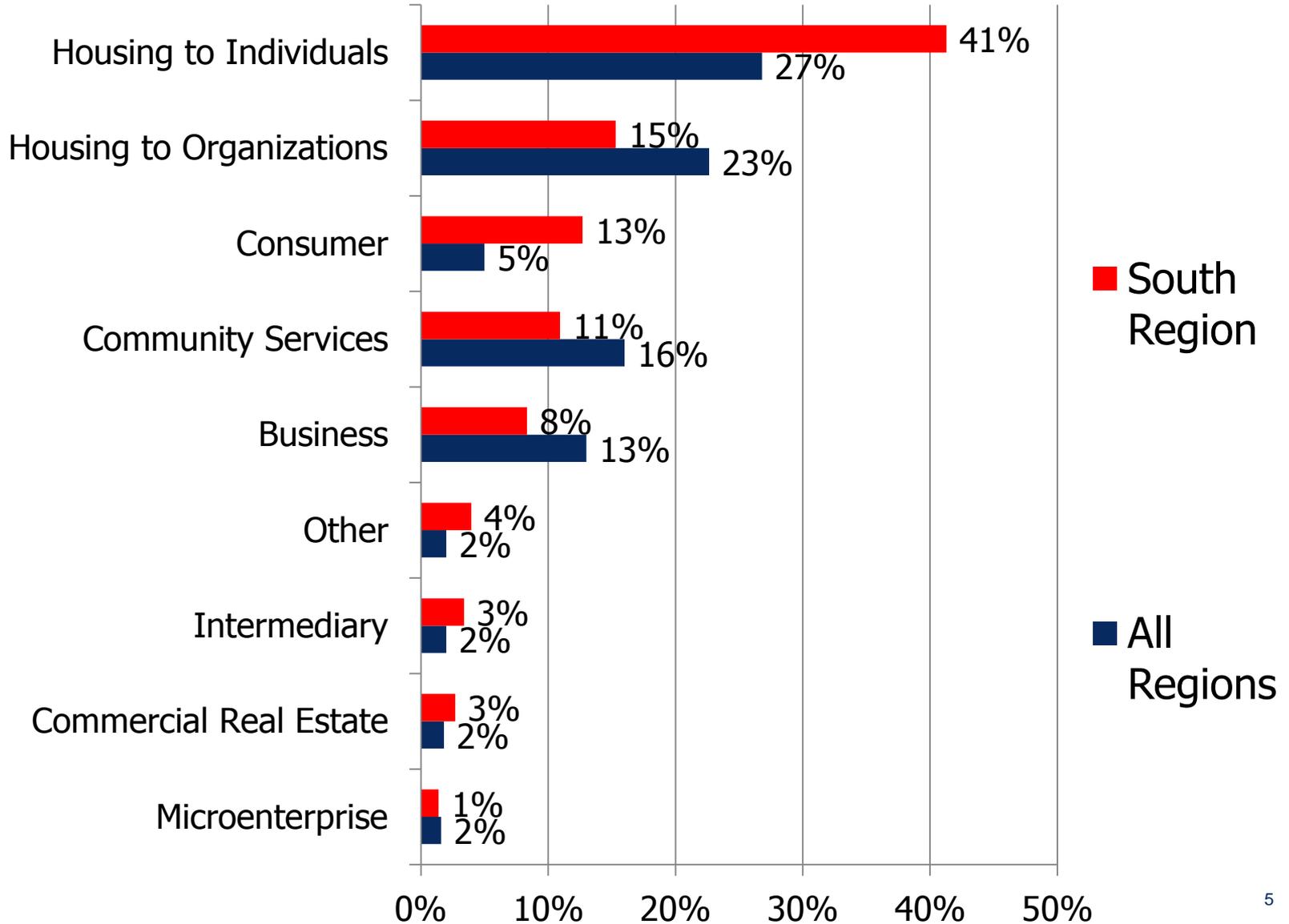
FY 2010 Financing

	All Members	n	South Region	n
Total Cumulative Financing since Inception	\$24.2 billion	145	\$5.3 billion	45
Total 2010 Financing	\$2.3 billion	149	\$798 million	45
Total 2010 Financing Outstanding	\$5.6 billion	151	\$1.8 billion	45
Weighted Average Deployment (without Commitments)	75%	152	74%	46
Average Interest Rate of Loans	6.5%	138	6.1%	40

* Self Help Ventures excluded from the South Region.



FY 2010 Loans and Investments Outstanding by Sector (\$)





FY 2010 Portfolio Quality

	All Members	n	South Region	n
Weighted Average Delinquency Rate > 90 days (12 months+ for Credit Unions)	3.5%	149	2.1%	45
Weighted Average Delinquency Rate > 30 days (2 months + for Credit Unions)	6.4%	149	5.1%	45
Weighted Average Net Charge-off Ratio	2.0%	149	1.3%	45
Weighted Average Loan Loss Reserves	4.6%	150	4.0%	45
Weighted Average Cumulative Loan Loss Rate	1.9%	129	1.9%	45

* Self Help Ventures excluded from the South Region.



Operations

	All Members	n	South Region	n
Total Assets	\$8.8 billion	155	\$2.6 billion	47
Weighed Average Equity / Total Assets	30%	154	27%	47
Average Interest Rate of Borrowed Funds	2.7%	128	2.6%	34
Average Staff (Full-time Equivalent Employees)	24	153	27	47
Average Year Began Financing	1993	151	1994	46

* Self Help Ventures excluded from the South Region.



Cumulative Outcomes

	All Members	n	South Region	n
Number of Housing Units Assisted	782,907	64	215,695	22
Number of Business and Microenterprises Financed	64,391	85	17,240	33
Number of Jobs Created or Maintained	309,751	59	77,640	28
Number of Community Services Organizations Financed	7,674	49	1,063	12

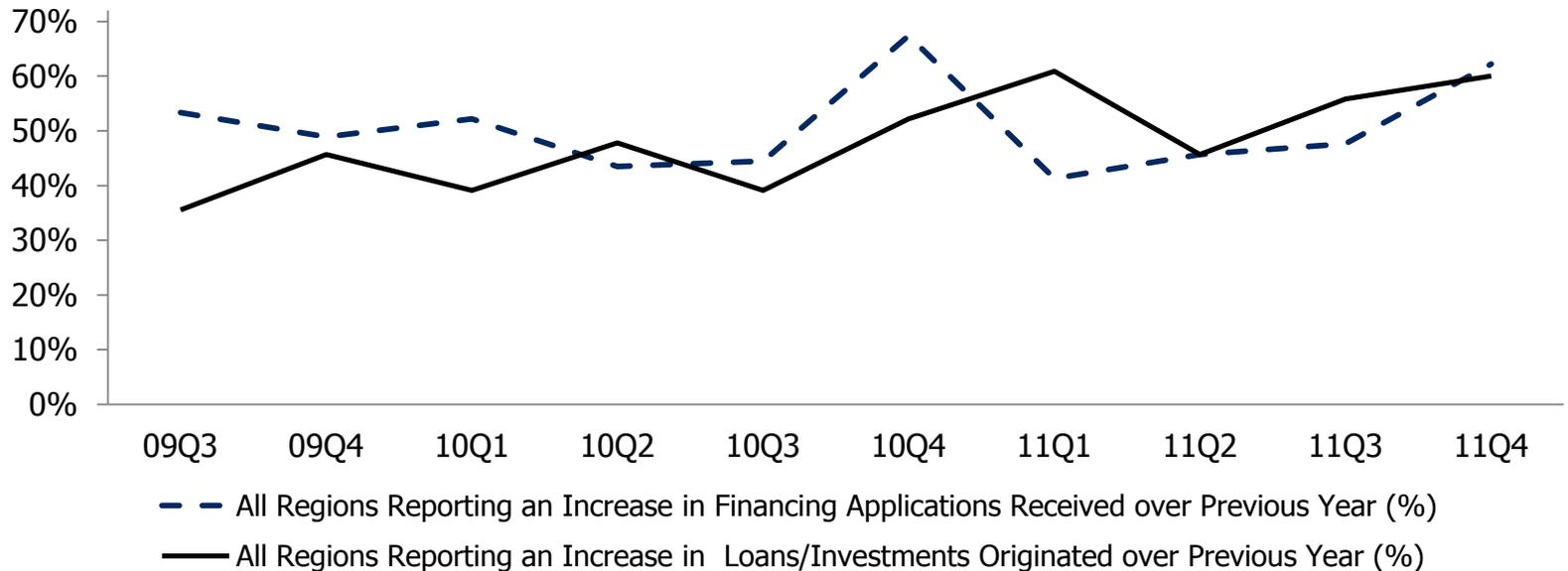
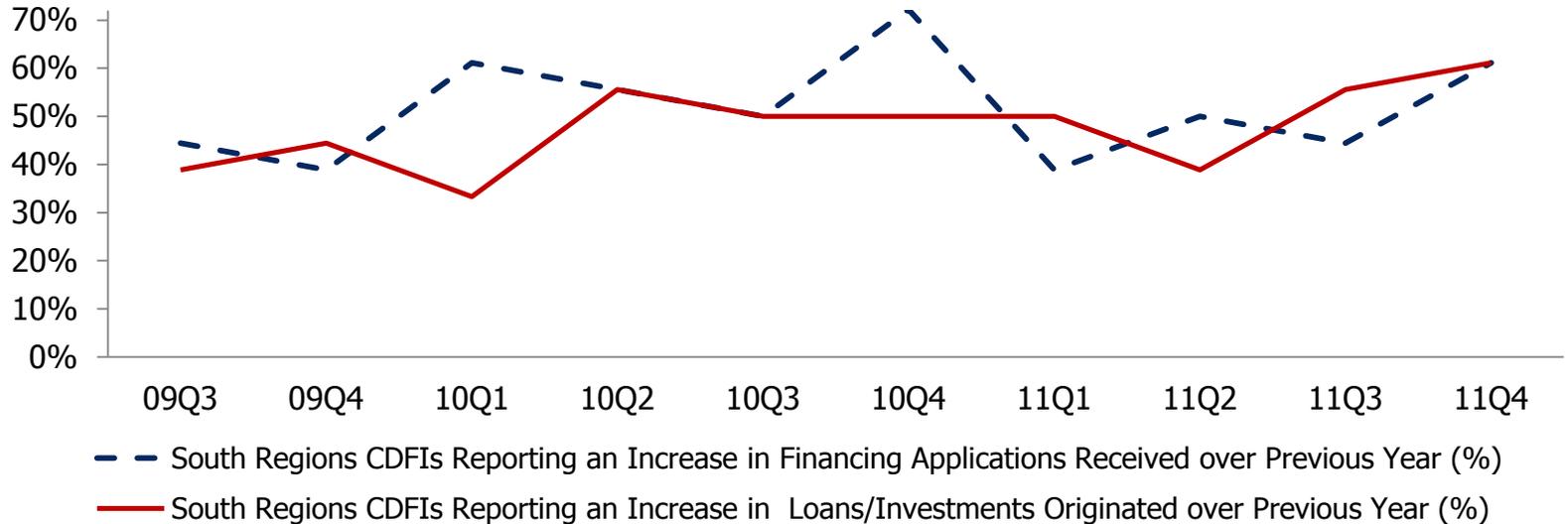
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OFN's CDFI Market Conditions Report

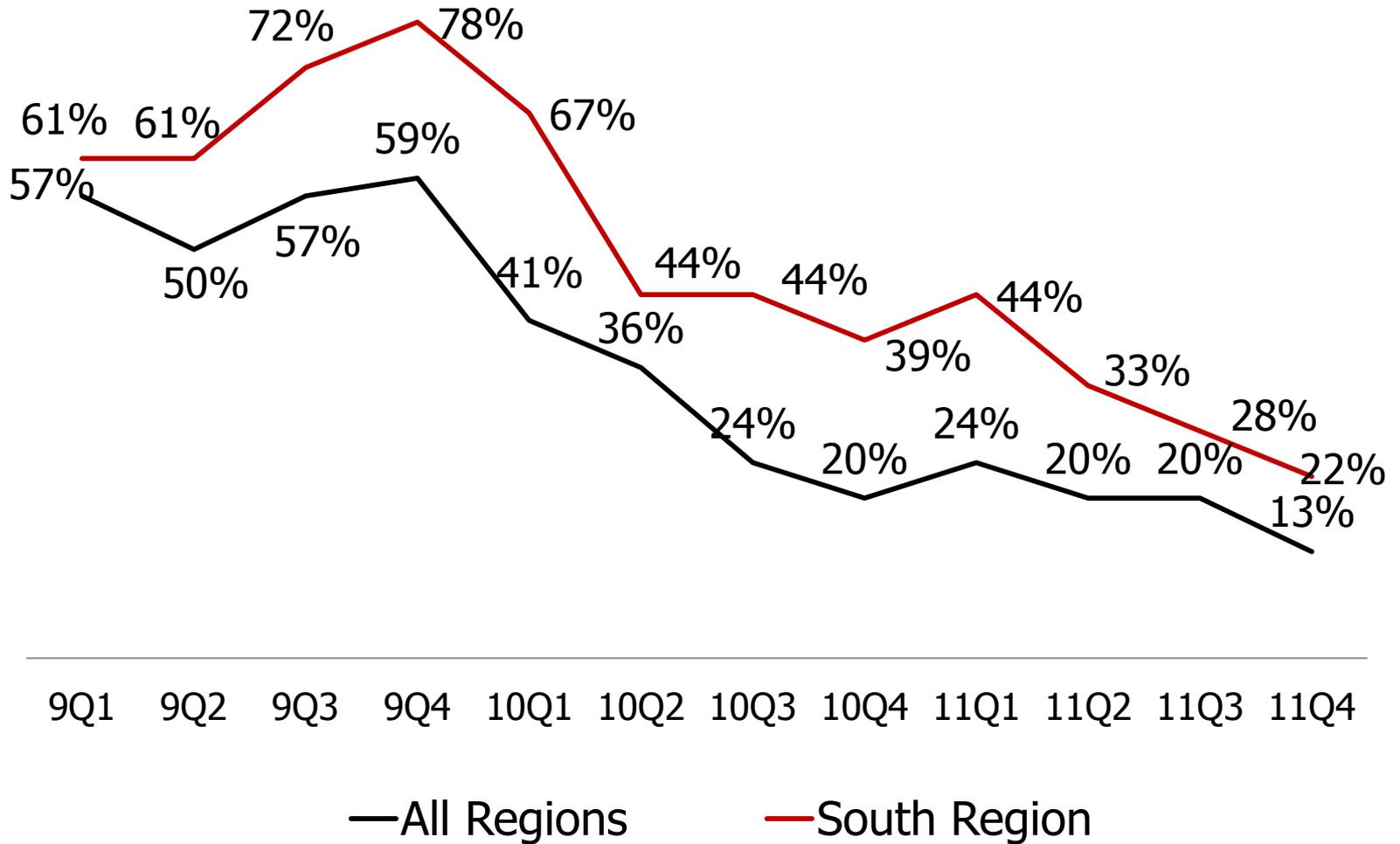


CDFIs Reporting an Increase in Financing Applications and Loans/Investments Originated, % Change Over Previous Year (All Trend n=46, South Trend n=18)



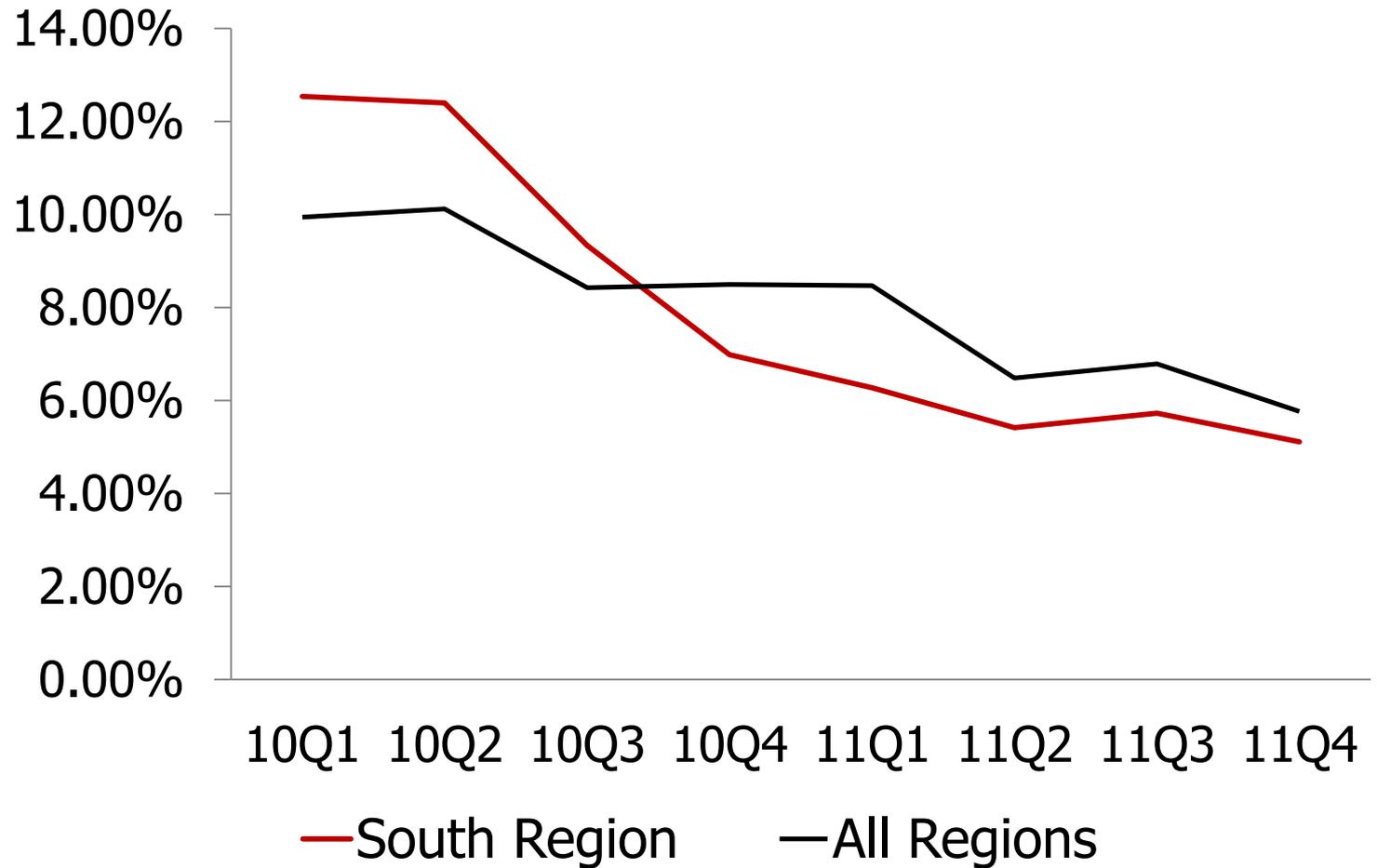


Percent of CDFIs that Are Capital Constrained (All Trend n= 46, South Trend n= 18)



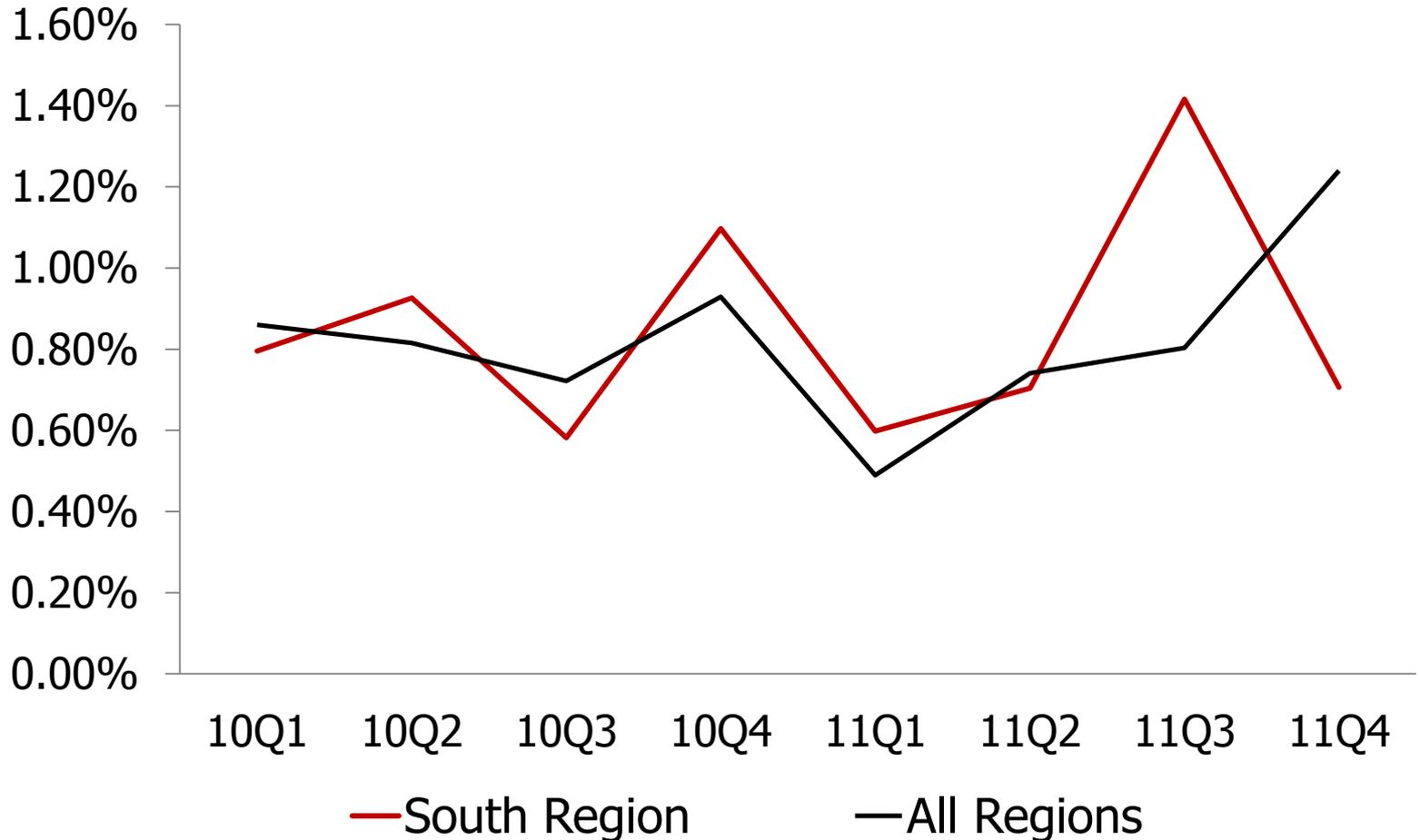


Average Loan Portfolio >30 Days Delinquent (All Regions n= 87 - 130, South Region n= 22 - 44)





Average Net Charge-offs (All Regions n= 87 - 130, South Region n= 22 - 44)



11Q3 - One CDFI inside of the South reported a 15% charge-off rate in 11Q3. Removing this CDFI brings the South Regions charge-off rate to .98%.

11Q4 - One CDFI outside of the South reported a 16% charge-off rate in 11Q4. Removing this CDFI brings the All Regions charge-off rate to .86%.



Average Loans Restructured (All Regions n= 65 - 129, South Region n= 16 - 37)

