



CDFI Annual Certification and Data Collection Report (ACR): A Snapshot for Fiscal Year 2020

October 2021

COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS FUND
www.cdfifund.gov

Report Structure



Overview: Annual Certification and Data Report (ACR) & Key Findings

Certified CDFIs: Composition, Location and Capacity

Certified CDFIs: Business Line and Financial Product Portfolio Activity

Certified CDFIs: Clients Served

Certified CDFIs: Balance Sheet Financial Composition

Appendix: Select Definitions & Terms and Data Corrections

Annual Certification and Data Collection Report (ACR) Overview



- The Community Development Financial Institutions Fund's (CDFI Fund's) ACR is used to ensure that Certified Community Development Financial Institutions (CDFIs) continue to meet the requirements of [Certification](#).
- The data collected also allows the CDFI Fund to gain insight on the CDFI industry.
- Certified CDFIs are required to submit ACRs on an annual basis through the CDFI Fund's Awards Management Information System (AMIS).
- CDFIs are required to submit their ACR within 90 days of the end of their organization's fiscal year. Failure to submit a required ACR may result in a loss of Certification status and additional sanctions for CDFIs that are award program recipients.
- Newly Certified CDFIs are not required to submit an ACR until the next fiscal year after their initial Certification.
- This ACR report provides key summary data and comparisons by CDFI institution type (including banks/thrifts, credit unions, loan funds and venture capital funds).

Annual Certification and Data Collection Report (ACR)

Overview Continued



- The ACR is comprised of four main sections:
 - Section 1: Organizational Information – collects organizational profile information, line(s) of business, governance structure, and details related to the seven requirements for Certification.
 - Section 2: Financial Data Detail – collects information and data related to a Certified CDFI's assets, liabilities, income, expenses, and loan and investment portfolio.
 - Section 3: Financial Products Portfolio Breakdown Detail – collects specific data related to Financial Products, types and subtypes of loans and investments, as well as detailed Target Market activity.
 - Section 4: Development Services Detail – collects information on Development Services provided by a Certified CDFI, including clients served and Development Services provided in Target Markets.

Overview of ACR Data and Report



- This summary snapshot report is based on ACR data submitted for the 2020 reporting cycle by all Certified CDFIs required to submit a 2020 ACR.
 - The study analyzes data reported by Certified CDFIs as of July 8, 2021.
 - There were 1,030 2020 ACR records in the CDFI Fund ACR database as of July 8, 2021.
 - Final data analysis was conducted using the 2020 ACR records of 881 currently Certified CDFIs with a completed ACR review.
 - The reporting period covers data from 2019 and 2020 based on the fiscal year end (FYE) date of Certified CDFIs with 6/30, 9/30 and 12/31 as the most common FYEs. December 31st is the most common FYE.
 - CDFIs that were Certified in 2020 or later were not required to submit a 2020 ACR.
 - Holding companies, except where noted, were excluded from the analysis to avoid double-counting since they were Certified based on activity of affiliate bank CDFIs.

Key Findings



This annual snapshot of data from Certified CDFIs as reported in their ACR provides evidence of how CDFIs are providing Financial Products and Development Services to distressed communities and underserved populations while maintaining safety and soundness.

- Loan funds constitute the largest share of Certified CDFIs.
- Certified CDFIs are located in all 50 states as well as several U.S. territories.
- Loans are the dominant Financial Product (in contrast to equity investments and loan guarantees) offered by Certified CDFIs by dollar amount and count.
- Consumer financing is the most reported type of financing provided in both count and dollar amount.
- Financial education is the most popular Development Service used by clients of Certified CDFIs.
- Certified CDFI credit unions report the highest total assets amount and the most financing capital available.

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Reporting CDFIs by Institution Type: 2020



CDFI Type	Number (#)	Share (%)
Bank / Thrift	109	12.4%
Credit Union	224	25.4%
Holding Company	74	8.4%
Loan Fund	464	52.7%
Venture Capital Fund	10	1.1%
Total	881	100.0%

Source: 2020 Annual Certification Report (ACR)

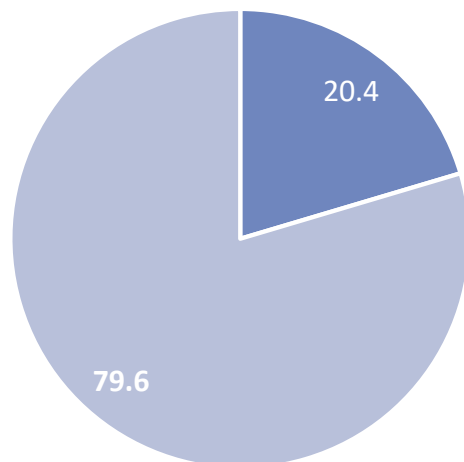
Slightly more than 50% of Certified CDFIs reporting in the 2020 ACR are Loan Funds; almost 26% are credit unions; 12.4% are banks/thrifts; roughly 8% are holding companies, which may be jointly certified with an affiliate; and 1.1% are venture capital funds. While holding companies are included here as well as on the next slide, the 74 holding companies reporting in the 2020 ACR are excluded from the rest of the report's analyses to avoid double-counting.

Reporting CDFIs by Minority Depository Institution (MDI) and Native Type: 2020



MDI

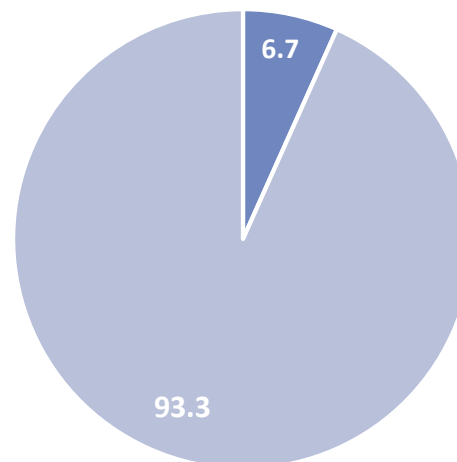
Regulated Entities, 2020 ACR Reporters



■ Minority Depository Institution ■ Non-Minority

Native

All CDFIs, 2020 ACR Reporters



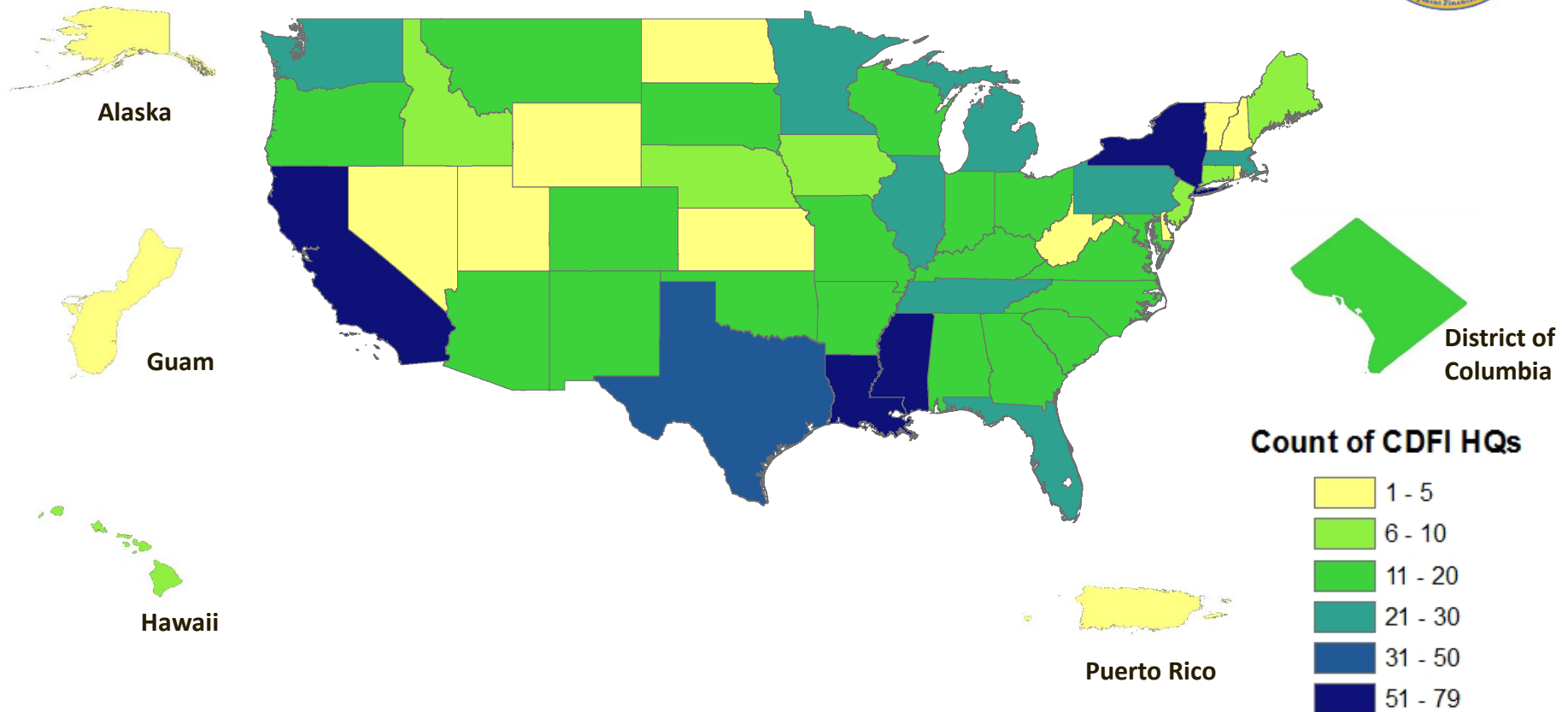
■ Native CDFI ■ Non-Native CDFI

Source: 2020 Annual Certification Report (ACR)

Note: As of December 31, 2019, there were 144 banks and 514 credit unions classified as MDI by the FDIC and NCUA, respectively. Holding companies are not counted as MDIs in this analysis even if their affiliated bank is a MDI.

Of the Certified CDFIs that are regulated entities and submitted a 2020 ACR, just over 20% are also designated as MDIs; and approximately 6.7% of CDFIs, across all institution types, are classified as Native CDFIs.

Reporting CDFIs by Headquarters Geographic Location: 2020



Source: 2020 Annual Certification Report (ACR)

Note: N=881

CDFIs responding to the 2020 ACR were located in all 50 states, the District of Columbia, Guam and Puerto Rico.

Staff Capacity of Reporting CDFIs by Institution Type: 2020



CDFI Type	Sum (#)	Share (%)	Mean (#)	Median (#)
Bank / Thrift (N=109)	8,540	20.3%	78	60
Credit Union (N=224)	22,934	54.6%	102	39
Loan Fund (N=464)	10,356	24.6%	22	6
Venture Capital Fund (N=10)	192	0.5%	19	5
Total (N=807)	42,021	100.0%	52	13

Source: 2020 Annual Certification Report (ACR)

Just over 42,000 full time equivalent (FTE) staff were reported in total by CDFIs on the 2020 ACR with an average and median staff size of 52 and 13, respectively. Credit unions account for more than half (54.6%) of the staff, followed by loan funds (24.6%) and banks/thrifts (20.3%).

Staff Turnover of Reporting CDFIs by Institution Type: 2020



CDFI Type	Sum (#)	Share (%)	Mean (#)	Turnover to Staff Ratio
Bank / Thrift (N=21)	314	21.7%	15	0.04
Credit Union (N=40)	199	13.8%	5	0.01
Loan Fund (N=324)	927	64.1%	3	0.09
Venture Capital Fund (N=8)	7	0.5%	1	0.04
Total (N=393)	1,447	100%	4	0.03

Source: 2020 Annual Certification Report (ACR)

Total full time equivalent (FTE) staff turnover is nearly 1,500 staff across that CDFIs that completed the 2020 ACR. Collectively, Certified CDFIs have an overall turnover to staff ratio of 3%. Loan funds experienced the majority of staff turnover (64.1%) across all Certified CDFI types. However, their mean staff turnover was only three staff compared to 15 staff for banks/thrifts.

Staff Activity of Reporting CDFIs by Institution Type: 2020



CDFI Type	Average Percentage of Financial Staff Time (N)	Average Percentage of Development Services Staff Time (N)
Bank / Thrift	61.3% (7)	14.4% (7)
Credit Union	80.0% (32)	19.5% (28)
Loan Fund	57.4% (464)	28.6% (464)
Venture Capital Fund	70.7% (10)	25.4% (10)
Total	59.1% (513)	27.9% (509)

Source: 2020 Annual Certification Report (ACR)

Note: The two questions on percentage of financial staff time and percentage of development services staff time are only required to be answered by unregulated CDFIs.

There are major differences between regulated and unregulated CDFIs in regard to the percentage of staff time dedicated to Financial Products and/or Services, as well as Development Services. A greater share of staff at regulated CDFIs are dedicated to Financial Products and/or Services while a greater share of staff at unregulated CDFIs are dedicated to Development Services.

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Primary Line of Business of Reporting CDFIs by Institution Type: 2020



Primary Line of Business	Bank/Thrift Share (N)	Credit Union Share (N)	Loan Fund Share (N)	Venture Capital Fund Share (N)	Total (N)
Business Finance	27.5% (30)	0.5% (1)	29.7% (138)	40.0% (4)	21.4% (173)
Commercial Real Estate Finance	29.4% (32)	0.0% (0)	8.8% (41)	10.0% (1)	9.2% (74)
Consumer Finance	5.5% (6)	95.5% (214)	7.3% (34)	0.0% (0)	31.5% (254)
Intermediary Finance	0.0% (0)	0.0% (0)	2.4% (11)	10.0% (1)	1.5% (12)
Microfinance	0.0% (0)	0.5% (1)	20.9% (97)	0.0% (0)	12.1% (98)
Other	0.0% (0)	0.0% (0)	2.2% (10)	10.0% (1)	1.4% (11)
Residential Real Estate Finance	37.6% (41)	3.6% (8)	28.7% (133)	30.0% (3)	22.9% (185)

Source: 2020 Annual Certification Report (ACR)

The top primary line of business across all CDFIs was consumer finance (31.5%) followed by residential real estate finance (22.9%) and business finance (21.4%). Differences exist among CDFI types with consumer finance as the top primary line of business for credit unions (95.5%) compared to residential real estate finance for banks/thrifts (37.6%) and business finance for loan funds (29.7%) and venture capital funds (40.0%).

Secondary Line of Business of Reporting CDFIs by Institution Type: 2020



Secondary Line of Business	Bank/Thrift Share (N)	Credit Union Share (N)	Loan Fund Share (N)	Venture Capital Fund Share (N)	Total (N)
Business Finance	37.6% (41)	4.0% (9)	21.6% (100)	30.0% (3)	19.0% (153)
Commercial Real Estate Finance	20.2% (22)	0.5% (1)	11.0% (51)	20.0% (2)	9.4% (76)
Consumer Finance	4.6% (5)	11.6% (26)	7.8% (36)	0.0% (0)	8.3% (67)
Intermediary Finance	0.0% (0)	0.0% (0)	1.3% (6)	0.0% (0)	0.7% (6)
Microfinance	1.8% (2)	1.8% (4)	17.0% (79)	10.0% (1)	10.7% (86)
None	1.0% (1)	28.1% (63)	21.1% (98)	40.0% (4)	20.6% (166)
Other	2.8% (3)	8.0% (18)	10.3% (48)	0.0% (0)	8.6% (69)
Residential Real Estate Finance	32.1% (35)	46.0% (103)	9.9% (46)	0.0% (0)	22.8% (184)

Source: 2020 Annual Certification Report (ACR)

Residential real estate finance (22.8%) was reported as the top secondary line of business across all CDFIs. The second largest share (20.6%) belongs to CDFIs who state that they do not have a secondary line of business.

Total Portfolio Amount of Reporting CDFIs by Institution Type and Financial Product: 2020



CDFI Institution Type	Equity Investments		Loans		Loan Guarantees		Total	
	Amount (\$)	Share (%)	Amount (\$)	Share (%)	Amount (\$)	Share (%)	Amount (\$)	Share (%)
Bank/Thrift (N=109)	\$110,000	0.01%	\$26,143,329,163	24.2%	\$40,901,658	9.9%	\$26,184,340,821	23.6%
Credit Union (N=224)	\$35,145,655	1.5%	\$66,589,973,961	61.6%	\$0	0.0%	\$66,625,119,616	60.1%
Loan Fund (N=464)	\$2,258,052,570	97.0%	\$15,229,577,992	14.1%	\$371,164,497	90.1%	\$17,858,795,060	16.1%
Venture Capital Fund (N=10)	\$34,524,382	1.5%	\$109,962,989	0.1%	\$0	0.0%	\$144,487,372	0.1%
Total (N=807)	\$2,327,832,608	100%	\$108,072,844,106	100%	\$412,066,155	100%	\$110,812,742,869	100%

Source: 2020 Annual Certification Report (ACR)

CDFIs collectively reported a total of \$110.8 billion in outstanding Financial Products on their organizations' balance sheet as of the end of their fiscal year. Loans made up the largest dollar value of the total portfolio. Credit unions had 61.6% of the loan dollar value of the total portfolio across all Certified CDFI types.

Total Portfolio Count of Reporting CDFIs by Institution Type and Financial Product: 2020



CDFI Institution Type	Equity Investments		Loans		Loan Guarantees		Total	
	Count (#)	Share (%)	Count (#)	Share (%)	Count (#)	Share (%)	Count (#)	Share (%)
Bank/Thrift (N=109)	1	0.1%	400,080	6.5%	121	0.4%	400,202	6.5%
Credit Union (N=224)	366	43.7%	4,752,047	77.1%	0	0.0%	4,752,413	76.7%
Loan Fund (N=464)	327	39.0%	1,008,970	16.4%	30,883	99.6%	1,040,180	16.8%
Venture Capital Fund (N=10)	144	17.2%	575	0.01%	0	0.0%	719	0.01%
Total (N=807)	838	100%	6,161,672	100%	31,004	100%	6,193,514	100%

Source: 2020 Annual Certification Report (ACR)

CDFIs reported a total of approximately \$6.2 million in outstanding financial products on their organizations' balance sheet as of the last day of the fiscal year. Loans made up the largest share of the total portfolio with 77.1% of the loans made by credit unions.

Total Portfolio Amount in Target Market of Reporting CDFIs by Institution Type and Financial Product: 2020



CDFI Institution Type	Equity Investments		Loans		Loan Guarantees		Total	
	Amount (\$)	Share (%)	Amount (\$)	Share (%)	Amount (\$)	Share (%)	Amount (\$)	Share (%)
Bank/Thrift (N=109)	\$110,000	0.01%	\$19,163,702,702	24.3%	\$37,951,276	32.8%	\$19,201,763,978	23.7%
Credit Union (N=224)	\$35,145,655	1.5%	\$46,040,665,234	58.5%	\$0	0.0%	\$46,075,810,889	56.8%
Loan Fund (N=464)	\$2,249,026,339	97.1%	\$13,396,925,948	17.0%	\$77,925,392	67.2%	\$15,723,877,679	19.4%
Venture Capital Fund (N=10)	\$30,759,132	1.3%	\$109,124,120	0.1%	\$0	0.0%	\$139,883,253	0.2%
Total (N=807)	\$2,315,041,126	100%	\$90,587,342,717	100%	\$115,876,668	100%	\$92,478,830,291	100%

Source: 2020 Annual Certification Report (ACR)

CDFIs reported a total of over \$92 billion in outstanding financial products to their Target Markets on their organizations' balance sheet as of their fiscal year end. Loans made up the largest dollar value of the total portfolio to their Target Markets. All of the data on portfolio activity in Target Markets is self-reported by CDFIs without geocoding standardization of where the actual financial product was located. Please note that the Certification Target Market requirements use new originations rather than total portfolio outstanding to evaluate Target Market deployment.

Total Portfolio Count in Target Market of Reporting CDFIs by Institution Type and Financial Product: 2020



CDFI Institution Type	Equity Investments		Loans		Loan Guarantees		Total	
	Count (#)	Share (%)	Count (#)	Share (%)	Count (#)	Share (%)	Count (#)	Share (%)
Bank/Thrift (N=109)	1	0.1%	306,921	6.4%	111	24.6%	307,033	6.5%
Credit Union (N=224)	366	46.8%	3,629,941	76.3%	0	0.0%	3,630,307	76.3%
Loan Fund (N=464)	294	37.6%	822,139	17.3%	340	75.4%	822,773	17.3%
Venture Capital Fund (N=10)	121	15.5%	535	0.01%	0	0.0%	656	0.01%
Total (N=807)	782	100%	5,191,186	100%	451	100%	4,760,769	100%

Source: 2020 Annual Certification Report (ACR)

CDFIs reported a total of almost \$4.8 million in outstanding Financial Products in their Target Markets on their organizations' balance sheet as of their fiscal year end. Loans made up the largest share of the total portfolio. Credit unions reported the most activity out of the different CDFI institution types.

Average Share of Total Portfolio Amount and Count in Target Market of Reporting CDFIs by Institution Type: 2020



CDFI Institution Type	Mean Percentage of Total Portfolio Amount to Target Market (N)	Mean Percentage of Total Portfolio Count to Target Market (N)
Bank/Thrift	75.5% (109)	81.0% (109)
Credit Union	76.2% (223)	80.7% (223)
Loan Fund	88.8% (464)	88.9% (464)
Venture Capital Fund	96.9% (10)	95.7% (10)
Total	83.6% (806)	85.6% (806)

Source: 2020 Annual Certification Report (ACR)

Certified CDFIs target their Financial Products to low-income areas or people in their Target Markets. Loan funds and venture capital funds target at least 88% of their total portfolio amount to their Target Markets. In contrast, regulated CDFIs target at least 75% of their total portfolio amount to their Target Markets. The average total Financial Product portfolio of all Certified CDFIs self-reported in their Target Markets exceeded 80% in dollar amount and count.

Total Financial Products Portfolio of Reporting CDFIs by Financial Type: 2020



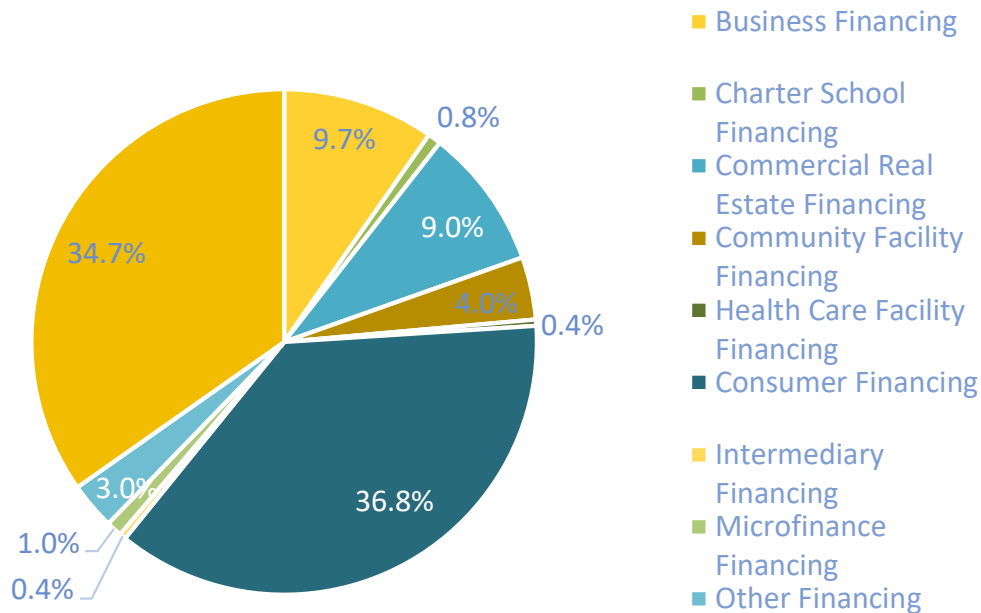
Financial Type	Total Amount of Financial Products (\$)	Total Number of Financial Products (#)	Total Amount of Financial Products in Target Market (TM) (\$)	Total Count of Financial Products in Target Market (TM) (#)	TM Share of Total Amount of Financial Products (%)	TM Share of Total Number of Financial Products (%)
Business Financing	\$10,657,566,488	64,432	\$7,898,523,634	51,865	74.1%	80.5%
Charter School Financing	\$784,464,462	510	\$677,366,831	454	86.3%	89.0%
Commercial Real Estate Financing	\$10,384,033,409	25,853	\$7,321,479,213	20,480	70.5%	79.2%
Community Facility Financing	\$4,449,330,763	4,421	\$3,241,194,208	3,327	72.8%	75.2%
Consumer Financing	\$41,541,527,291	5,178,252	\$29,831,273,766	3,962,560	71.8%	76.5%
Health Care Facility Financing	\$403,935,780	302	\$360,918,740	276	89.3%	91.4%
Intermediary Financing	\$335,622,828	453	\$323,286,861	432	96.3%	95.3%
Microfinance Financing	\$1,037,966,073	114,020	\$843,765,577	104,446	81.3%	91.6%
Other Financing	\$3,145,641,485	395,062	\$2,436,081,175	322,033	77.4%	81.5%
Residential Real Estate Financing	\$38,037,407,130	410,531	\$28,172,159,125	295,214	74.1%	71.9%
Total	\$110,777,495,709	6,193,836	\$81,106,049,131	4,761,087	73.2%	76.9%

Source: 2020 Annual Certification Report (ACR)

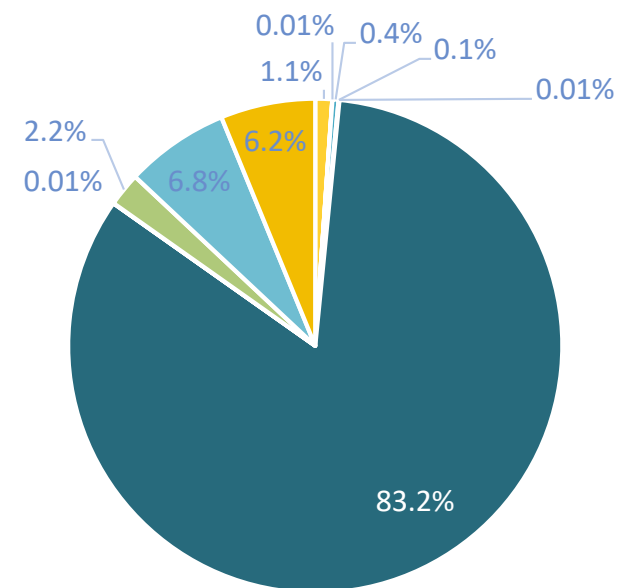
Total Financial Products Portfolio Percentage of Total Target Market Reporting CDFIs by Financial Type: 2020



Amount



Count



Source: 2020 Annual Certification Report (ACR)

Consumer financing Financial Products accounted for 36.8% of the dollar amount and 83.2% of the product number in the 2020 ACR.

Equity Investments Portfolio of Reporting CDFIs by Financial Type in Target Market: 2020



Financial Type	Total Amount of Equity Investments in Target Market (\$)	Total Count of Equity Investments in Target Market (#)	Share of Total Amount of Equity Investments in Target Market (%)	Share of Total Count of Equity Investments in Target Market (%)
Business Financing	\$22,201,224	114	1.0%	14.6%
Charter School Financing	\$2,350	4	0.0001%	0.5%
Commercial Real Estate Financing	\$10,477,700	15	0.5%	1.9%
Consumer Financing	\$35,145,655	366	1.5%	46.8%
Community Facility Financing	\$599,029	10	0.02%	1.3%
Health Care Facility Financing	\$620	1	0.00003%	0.1%
Intermediary Financing	\$39,779,227	49	1.7%	6.3%
Microfinance Financing	\$25,000	1	0.001%	0.1%
Other Financing	\$22,308,690	86	1.0%	11.0%
Residential Real Estate Financing	\$2,184,541,631	136	94.4%	17.4%
Total	\$2,315,041,126	782	100%	100%

Source: 2020 Annual Certification Report (ACR)

Loan Guarantees in Target Market of Reporting CDFIs by Financial Type: 2020



Financial Type	Total Amount of Loan Guarantees in Target Market (\$)	Total Count of Loan Guarantees in Target Market (#)	Share of Total Amount of Loan Guarantees in Target Market (%)	Share of Total Count of Loan Guarantees in Target Market (%)
Business Financing	\$51,782,737	181	44.7%	40.1%
Charter School Financing	\$24,985,623	57	21.6%	12.6%
Commercial Real Estate Financing	\$33,765,558	54	29.1%	12.0%
Consumer Financing	\$938,267	133	0.8%	29.5%
Community Facility Financing	\$0	0	0.0%	0.0%
Health Care Facility Financing	\$625,922	5	0.5%	1.1%
Intermediary Financing	\$112,500	1	0.1%	0.2%
Microfinance Financing	\$185,206	9	0.2%	2.0%
Other Financing	\$3,254,355	9	2.8%	2.0%
Residential Real Estate Financing	\$226,500	2	0.2%	0.4%
Total	\$115,876,668	451	100%	100%

Source: 2020 Annual Certification Report (ACR)

Loans Portfolio of Reporting CDFIs in Target Market by Financial Type: 2020



Financial Type	Total Amount of Loans in Target Market (\$)	Total Count of Loans in Target Market (#)	Share of Total Amount of Loans in Target Market (%)	Share of Total Count of Loans in Target Market (%)
Business Financing	\$7,824,539,673	51,570	9.9%	1.1%
Charter School Financing	\$652,378,859	393	0.8%	0.01%
Commercial Real Estate Financing	\$7,277,235,954	20,411	9.2%	0.4%
Consumer Financing	\$29,795,189,844	3,962,061	37.9%	83.2%
Community Facility Financing	\$3,240,635,179	3,317	4.1%	0.1%
Health Care Facility Financing	\$360,292,198	270	0.5%	0.01%
Intermediary Financing	\$283,395,134	382	0.4%	0.01%
Microfinance Financing	\$843,555,370	104,436	1.1%	2.2%
Other Financing	\$2,410,518,131	321,938	3.1%	6.8%
Residential Real Estate Financing	\$25,987,390,994	295,076	33.0%	6.2%
Total	\$78,675,131,336	4,759,854	100%	100%

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Development Services Clients Served by Reporting CDFIs by Institution Type: 2020



CDFI Institution Type	Total Number of Clients Served (#)	Median Number of Clients Served (#)	Total Number of Clients Served in Target Market (#)	Median Number of Clients Served in Target Market (#)	Target Market Percentage of Clients Served (%)
Bank/Thrift (N=109)	399,326	1,393	301,463	1,225	75.5%
Credit Union (N=223)	2,752,638	2,212	2,137,192	1,729	77.6%
Loan Fund (N=464)	1,469,798	287	1,219,255	239	83.0%
Venture Capital Fund (N=10)	1,119	76	948	67	84.7%
Total (N=806)	4,622,881	587	3,658,858	512	79.1%

Source: 2020 Annual Certification Report (ACR)

CDFIs reported providing a total of 4.6 million clients with Development Services with 79.1% served in their Target Markets. Credit unions served the most clients followed by loan funds. All of the data on Development Services in Target Markets is self-reported by CDFIs without geocoding standardization of where the actual service was delivered. A client may be counted more than once by a CDFI if they received a range of Development Services connected to one or more Financial Products.

Development Services Clients Served by Reporting CDFIs by Development Service Type: 2020



Development Service Type	Total Number of Clients Served (#)	Total Number of Clients Served in Target Market (#)	Target Market Percentage of Clients Served (%)	Development Service Percentage of Total Target Market Clients Served (%)
Business Technical Assistance	166,825	129,768	77.8%	3.5%
Credit Counseling	874,555	667,844	76.4%	18.3%
Financial Education	2,411,754	1,863,944	77.3%	50.9%
Homeownership Counseling and Technical Assistance	161,505	124,494	77.1%	3.4%
Other	968,705	837,203	86.4%	22.9%
Real Estate Technical Assistance	39,537	35,605	90.1%	1.0%
Total	4,622,881	3,658,858	79.1%	100%

Source: 2020 Annual Certification Report (ACR)

Certified CDFIs provided Financial Education services to the largest share of Target Market clients among all Development Service offerings at 50.9%. “Other” development services was second at 22.9%.

Development Services Clients Served by Reporting CDFIs by Financial Product Type: 2020



Financial Product Type	Total Number of Clients Served (#)	Total Number of Clients Served in Target Market (#)	Target Market Percentage of Clients Served (%)	Financial Product Percentage of Total Target Market Clients Served (%)
Business Financing	74,038	58,346	78.8%	1.6%
Charter School Financing	326	314	96.3%	0.01%
Commercial Real Estate Financing	14,096	11,689	82.9%	0.3%
Consumer Financing	3,784,462	2,903,022	76.7%	79.3%
Facility Financing	267,735	267,271	99.8%	7.3%
Health Care Facility Financing	1,610	1,566	97.3%	0.04%
Microfinancing	216,956	201,648	92.9%	5.5%
Multifamily Housing Financing	48,887	48,376	99.0%	1.3%
Single Family Housing Financing	177,714	136,220	76.7%	3.7%
Small Business Financing	37,057	30,406	82.1%	0.8%
Total	4,622,881	3,658,858	79.1%	100%

Consumer financing was the Financial Product with the largest number and share of Development Services clients served overall and within Target Markets.

Source: 2020 Annual Certification Report (ACR)

Report Structure



Overview: Annual Certification and Data Report (ACR) & Key Findings

Certified CDFIs: Composition, Location and Capacity

Certified CDFIs: Business Line and Financial Product Portfolio Activity

Certified CDFIs: Clients Served

Certified CDFIs: Balance Sheet Financial Composition

Appendix: Select Definitions & Terms and Data Corrections

Key Financial Measure Totals of Reporting CDFIs by Institution Type: 2020



CDFI Institution Type	N	Sum of Total Assets (\$)	Sum of Total Liabilities (\$)	Sum of Net Worth/Net Assets/Total Equity (\$)
Bank/Thrift	109	\$38,855,251,305	\$34,170,686,283	\$4,466,172,824
Credit Union	223	\$92,702,624,934	\$82,103,741,356	\$10,483,986,937
Loan Fund	464	\$20,091,968,927	\$12,521,200,462	\$6,241,614,209
Venture Capital Fund	10	\$179,453,963	\$72,393,719	\$99,510,804
Total	806	\$151,829,299,129	\$128,868,021,821	\$21,291,284,773

Source: 2020 Annual Certification Report (ACR)

Note: For net assets, net worth, or equity information, the financial measure varies based on the certified CDFI's institution type. Credit unions report "Total Net Worth"; non-profit loan funds and venture capital funds report "Net Assets"; for-profit loan funds and venture capital funds report "Total Equity"; and banks/thrifts report Tier 1 capital and Total Equity, but only Total Equity is shown in the table above.

Based on those Certified CDFIs that submitted a 2020 ACR, Certified CDFIs collectively possess nearly \$152 billion in total assets. Combined, the total liabilities of Certified CDFIs are roughly \$23 billion less than total assets. The total net worth of Certified CDFIs is just over \$21 billion.

Asset Size of Reporting CDFIs by Institution Type: 2020



CDFI Institution Type	N	Sum of Total Assets (\$)	Share of Total Assets (%)	Average of Total Assets (\$)	Median of Total Assets (\$)
Bank/Thrift	109	\$38,855,251,305	25.6%	\$356,470,195	\$252,696,000
Credit Union	223	\$92,702,624,934	61.1%	\$415,706,838	\$106,029,258
Loan Fund	464	\$20,091,968,927	13.2%	\$43,301,657	\$9,525,323
Venture Capital Fund	10	\$179,453,963	0.1%	\$17,945,396	\$4,501,032
Total	806	\$151,829,299,129	100%	\$188,373,820	\$28,223,453

Source: 2020 Annual Certification Report (ACR)

Certified CDFI credit unions represent 61.1% of total assets of CDFIs reporting in the 2020 ACR, followed by CDFI banks/thrifts (29.6%), and loan funds (13.2%). Certified CDFI credit unions and banks/thrifts have average assets of \$416 million and \$356 million, respectively. Loan funds and venture capital funds have average assets of \$43 million and \$18 million, respectively, about 10 times smaller than regulated Certified CDFIs.

Total Financing Capital of Reporting CDFIs by Institution Type: 2020



CDFI Institution Type	N	Sum of Total Financing Capital (\$)	Share of Total Financing Capital (%)	Average of Total Financing Capital (\$)	Median of Total Financing Capital (\$)
Bank/Thrift	109	\$16,542,820,834	18.9%	\$151,768,998	\$27,977,000
Credit Union	223	\$55,717,415,647	63.6%	\$249,853,882	\$26,999,483
Loan Fund	464	\$15,211,784,402	17.4%	\$32,784,018	\$2,887,279
Venture Capital Fund	10	\$179,547,059	0.2%	\$17,954,706	\$2,546,563
Total	806	\$87,651,567,943	100%	\$108,748,844	\$9,152,091

Source: 2020 Annual Certification Report (ACR)

Certified CDFIs reported a total of \$87.6 billion dollars of capital available for lending and equity investments that had not been restricted for other purposes in the 2020 ACR. Approximately 64% of this amount belonged to credit unions at \$55.7 billion followed by banks/thrifts at 18.9% and loan funds at 17.4%.

Income Detail of Reporting CDFIs by Institution Type: 2020



Income Element	Bank/Thrift (N=109)		Credit Union (N=223)		Loan Fund (N=464)		Venture Capital Fund (N=10)	
	Amount (\$)	Mean (\$)	Amount (\$)	Mean (\$)	Amount (\$)	Mean (\$)	Amount (\$)	Mean (\$)
Interest Income	\$1,752,208,311	\$16,075,306	\$3,814,113,202	\$17,103,647	\$1,241,355,343	\$2,675,335	\$7,114,438	\$711,444
Earned Revenue	\$1,290,764,204	\$11,841,873	\$4,899,987,975	\$21,973,040	\$1,678,758,689	\$3,618,014	\$16,216,635	\$1,621,663
Government Grants	\$42,836,164	\$392,992	\$17,874,812	\$80,156	\$474,128,346	\$1,021,828	\$5,491,938	\$549,194
Total Revenue	\$2,157,561,379	\$19,794,141	\$5,498,138,757	\$24,655,331	\$3,055,247,768	\$6,584,586	\$25,002,488	\$2,500,249

Source: 2020 Annual Certification Report (ACR)

Credit unions reported the largest amount of total revenue among Certified CDFI institution types at \$5.5 billion followed by loan funds at \$3.1 billion and banks/thrifts at \$2.2 billion for the 2020 ACR. Loan funds reported the most income from government grants at \$474 million which is more than ten times the amount of next closest institution type – banks/thrifts at \$43 million.

Expenses Detail of Reporting CDFIs by Institution Type: 2020



Expense Element	Bank/Thrift (N=109)		Credit Union (N=223)		Loan Fund (N=464)		Venture Capital Fund (N=10)	
	Amount (\$)	Mean (\$)	Amount (\$)	Mean (\$)	Amount (\$)	Mean (\$)	Amount (\$)	Mean (\$)
Interest Expense	\$345,366,437	\$3,168,499	\$736,394,691	\$3,302,218	\$324,509,284	\$699,373	\$1,577,753	\$157,775
Operating Expenses	\$1,536,851,838	\$14,099,558	\$3,941,573,530	\$17,675,218	\$1,986,212,793	\$4,280,631	\$15,022,783	\$1,502,278
Total Expenses	\$1,635,142,190	\$15,001,304	\$4,522,517,859	\$20,280,349	\$2,322,815,689	\$5,006,068	\$17,015,811	\$1,701,581

Source: 2020 Annual Certification Report (ACR)

Certified CDFI credit unions reported the highest total amount of total expenses at \$4.5 billion for the 2020 ACR. Regardless of CDFI institution type, operating expenses make up at least 86% of a Certified CDFI's total expenses in a fiscal year.

Portfolio Detail of Reporting CDFIs by Institution Type: 2020



Portfolio Element	Bank/Thrift (N=109)		Credit Union (N=223)		Loan Fund (N=464)		Venture Capital Fund (N=10)	
	Amount (\$)	Mean (\$)	Amount (\$)	Mean (\$)	Amount (\$)	Mean (\$)	Amount (\$)	Mean (\$)
Total Charge-offs	\$71,371,281	\$654,782	\$543,257,434	\$2,436,132	\$321,209,390	\$692,262	\$533,275	\$53,328
Total Recoveries	\$20,922,523	\$191,950	\$119,190,389	\$534,486	\$87,595,543	\$188,783	\$71,338	\$7,134
Total Value of Nonperforming Assets	\$257,450,889	\$2,361,935	\$466,577,452	\$2,092,276	\$311,070,539	\$670,411	\$5,851,799	\$585,180
Loans 90 Days or More Past Due	\$198,529,682	\$1,821,373	\$446,871,869	\$2,003,910	\$227,184,995	\$489,623	\$5,851,799	\$585,180

Source: 2020 Annual Certification Report (ACR)

Note: For credit unions, the portfolio element of “Loans 90 Days or More Past Due” is actually measured as “Loans 60 Days or More Past Due”.

In the 2020 ACR, Certified CDFI credit unions and loan funds reported higher aggregate dollar amounts for total charge-offs, total recoveries, total value of nonperforming assets and loans 90 days or more past due than banks/thrifts and venture capital funds. Except for total charge-offs, banks/thrifts do have higher average values for all of these data fields than loan funds.

Minimum and Prudent Standards (MAPS) Ratios of Reporting CDFIs by Institution Type: 2020



Institution Type	Self Sufficiency Ratio				
	N	Mean	Min	Median	Max
Bank/Thrift	109	1.0	0.0	1.2	2.0
Credit Union	223	1.0	0.0	1.1	5.8
Loan Fund	462	0.6	0.0	0.3	18.8
Venture Capital Fund	10	1.4	0.0	1.0	6.3
Total	804	0.8	0.0	0.7	18.8

Source: 2020 Annual Certification Report (ACR)

Note: Self-Sufficiency ratio is earned revenue/operating expenses.

For the 2020 ACR, loan funds have the lowest average and median self-sufficiency ratio values at 0.6 and 0.3, respectively. Eight percent of Certified CDFIs reporting in the 2020 ACR have a self-sufficiency ratio of zero. There are Certified CDFIs across all institution types who reported a zero value for earned revenue at the end of the fiscal year.

Minimum and Prudent Standards (MAPS) Ratios of Reporting CDFIs by Institution Type: 2020 Continued



Institution Type	Net Assets Ratio				
	N	Mean	Min	Median	Max
Bank/Thrift	109	0.1	0.1	0.1	1.0
Credit Union	223	0.2	0.0	0.1	1.0
Loan Fund	464	0.5	-0.2	0.5	1.0
Venture Capital Fund	10	0.6	0.1	0.6	1.0
Total	806	0.4	-0.2	0.2	1.0

Source: 2020 Annual Certification Report (ACR)

Note: Net Assets ratio is (Total Assets – Total Liabilities)/Total Assets. The minimum value (Min) for credit unions is actually 0.00000003.

For the 2020 ACR, unregulated Certified CDFIs reported a higher average and median net assets ratio compared to regulated Certified CDFIs. Loan funds are the only institution type to report negative net assets ratio where their total liabilities exceed their total assets. Approximately 1.7% of loan funds have a negative net assets ratio and 0.8% have a zero value for their net assets ratio.

Minimum and Prudent Standards (MAPS) Ratios of Reporting CDFIs by Institution Type: 2020 Continued



Institution Type	Portfolio at Risk (PAR) Ratio				
	N	Mean	Min	Median	Max
Bank/Thrift	108	0.01	0.0	0.01	0.2
Credit Union	223	0.01	0.0	0.01	0.2
Loan Fund	458	410.36	0.0	0.01	187,912.5
Venture Capital Fund	7	0.01	0.0	0.00	0.1
Total	796	236.1	0.0	0.01	187,912.5

Source: 2020 Annual Certification Report (ACR)

Note: Portfolio at Risk (PAR) ratio is Nonperforming Assets/Total Loan Portfolio.

For the 2020 ACR, loan funds have the highest average portfolio at risk (PAR) ratio. The large difference between the mean and median values for loan funds' PAR ratio is driven by outlier values for their reported total loan portfolio amount. Otherwise, 50% of regulated entities and loan funds have PAR values of 0.01 or lower. Venture capital funds have the smallest range of PAR values from 0.0 to 0.1 indicating that they have the least riskiest portfolios across the institution types.

Minimum and Prudent Standards (MAPS) Ratios of Reporting CDFIs by Institution Type: 2020 Continued



Institution Type	Deployment Ratio				
	N	Mean	Min	Median	Max
Bank/Thrift	100	5.9	0.0	7.0	12.9
Credit Union	199	60.5	0.1	2.3	11,258.1
Loan Fund	420	2.4	0.0	1.0	31.9
Venture Capital Fund	10	2.4	0.3	1.1	8.8
Total	729	18.7	0.0	1.3	11,258.1

Source: 2020 Annual Certification Report (ACR)

Note: Deployment ratio is (Total Loan Portfolio + Total Equity Investment Portfolio)/Total Financing Capital.

For the 2020 ACR, credit unions had the highest average deployment ratio. However, there are large differences between the mean and median values for the deployment ratios among credit unions. These differences are driven by outlier values. Both banks/thrifts and loan funds had calculated deployment ratios of zero value based on their reported values of zero for total loan portfolio and total equity investment portfolio. There was a single bank and a single loan fund reporting such values. Across all Certified CDFIs who submitted their 2020 ACR, 50% had more dollars deployed through their portfolio of loans and equity investments than their remaining available financing capital at the end of the fiscal year.

Report Structure



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Appendix: Select Definitions & Terms and Data Corrections

Select ACR Definitions and Terms



- Review Status: This term refers to an ACR's status in AMIS. An ACR that has either met the auto-approved standard or passed the two-level manual review process for its annual submission is considered "Review Complete."
- Certification Control Number Status: This term refers to the status (Certified/De-certified) of a Certified CDFI's Certification Control Number. If a CDFI has gone through multiple rounds of Certification, then they have a Certification Control Number for each round. Certified CDFIs are to submit their annual ACR using the most recent Certification Control Number with a status of "Certified."
- Overall CDFI Certification Status: This term refers to a CDFI's overall Certification status in AMIS.
- Minority Depository Institutions (MDI): A federal insured depository institution for which (1) 51% or more of the voting stock is owned by minority individuals; or (2) a majority of the board of directors is minority and the community that the institution serves is predominantly minority according to the FDIC. A MDI is defined by the NCUA as a federally insured credit union whose percentage of potential minority members, current minority members and minority board members must each exceed 50%. A "minority" is defined as any "Black American, Asian American, Hispanic American, or Native American" as defined in Section 308 of the Financial Institutions Reform, Recovery, and Enforcement Act of 1989.
- Native CDFI: The CDFI Fund defines it as a Certified CDFI with at least 50% of activities serving Native Americans, Alaska Natives, and/or Native Hawaiian communities.
- Development Services: Activities that promote community development and are integral to the CDFI's provision of Financial Products and Financial Services. Such services shall prepare or assist current or potential borrowers or investees to utilize the Financial Products and Financial Services of the CDFI. Such services include, for example: financial or credit counseling to individuals for the purpose of facilitating home ownership, promoting self-employment, or enhancing consumer financial management skills; or technical assistance to Borrowers or investees for the purpose of enhancing business planning, marketing, management, and financial management skills.

Select ACR Definitions and Terms Continued



- Target Market: The market in which the applicant or CDFI provides its primary services and functions. This may be an Investment Area(s) and/or a Targeted Population(s). See 12 CFR § 1805.104(II).
- Business Finance: Financing to for-profit and nonprofit businesses with more than five employees or in an amount greater than \$35,000 for the purpose of expansion, working capital, equipment purchase or rental, or commercial real estate development or improvement.
- Commercial Real Estate Finance: Financing provided for the purpose of the acquisition or rehabilitation of a building, or the acquisition, construction and/or development of property located for commercial purposes.
- Consumer Finance: Categorizes a loan/investment for health, education, emergency, credit repair, debt consolidation, and consumer purposes. To the extent possible, personal loans for business purposes should be identified as business or real estate loans, and personal loans for home improvement or repair should be identified as housing loans.
- Intermediary Finance: Financing that is provided to a financial institution that in turn provides financing to other financial institution(s).
- Microfinance: A Loan having a total obligation that is less than \$50,000 towards a business purpose such as expansion, working capital, equipment purchase or rental, or commercial real estate development or improvement.
- Residential Real Estate Finance: Financing provided for the purpose of acquisition, construction, renovation, and/or maintenance or improvement of single family housing (which includes properties with 1 to 4 residential units). Financing related to rental housing, purchasing (e.g., mortgages), rehabilitating and/or improving single, or multi-family homes.

ACR Data Corrections and Future Updates



- All data represented in the preceding slides is taken from the ACR submitted by Certified CDFIs. This data has not been independently validated and may contain additional errors beyond those corrected as detailed below:
 - ACR records were filtered for review status (Review Complete), Certification Control Number Status (Certified) and overall CDFI Certification status (Certified) as of July 8, 2021.
 - Negative values were corrected to zero values for certain financial data fields and in other financial data fields, the absolute value was taken and used to replace the negative value with a positive value. No missing values are allowed on the financial data field questions.
 - “N” refers to the size of the sample from each CDFI population analyzed and changes based on stratification such as by CDFI type and those who report ACR data.
- Differences may exist between the data reported here and other CDFI Fund data snapshot reports for a variety of reasons including the data universe (all Certified CDFIs v. awardees only), lack of geocoding for reported target market data, and the data’s time period.
 - As of July 8, 2021, 1,030 ACR records were submitted for the 2020 reporting year and 1,249 CDFIs were certified by the Fund. Of the 258 CDFIs who were certified by July 8, 2021 and did not submit a 2020 ACR, 54 achieved certification in 2019, 84 in 2020, and 120 in 2021.

ACR Data Corrections and Future Updates Continued



- Calculated Target Market percentages are based on the outstanding Financial Product portfolio and therefore are not reflective of the Target Market requirements for CDFI Certification since those requirements are based only on Financial Product transactions originated during the most recently ended fiscal year.
- With the publication of this report, Certified CDFIs may identify updates or corrections related to the data published in the summary report. In such cases, the CDFIs may contact the CDFI Fund's Financial Strategies & Research department at CDFI-FinancialStrategiesandResearch@cdfi.treas.gov.
 - Please provide the name of the CDFI, ACR year and the appropriate ACR data fields for the data records you wish to modify. The CDFI Fund will incorporate such information in future ACR public data releases.