



CAMEO's CDFI INCUBATOR

Emily Gasner

VP, Strategic Initiatives and CDFI Incubator Director

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What is the CDFI Incubator?

A robust suite of services and resources for early stage microlenders including training, consulting, lending capital, grants, technology, and connections

What is the Goal?

Accelerate and scale the impact of microlending to entrepreneurs of color as well as low-income entrepreneurs.

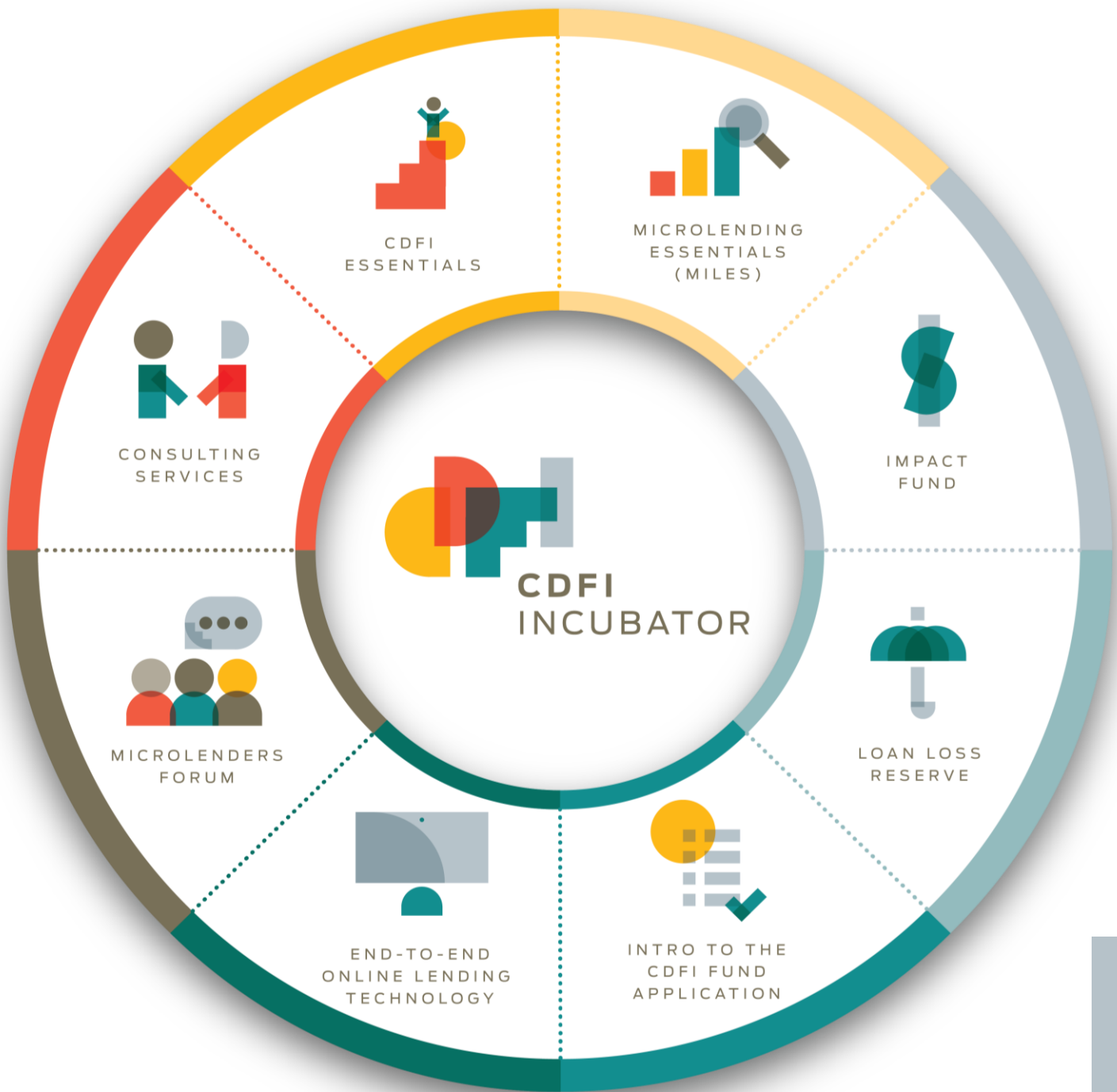
Is this New for CAMEO?

Our branding is new, however, programming started back in 2018. And our offerings are continually expanding in California and beyond.

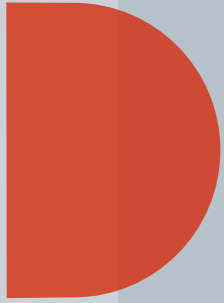


CDFI Incubator Branding and Programs





Programs, Training, and Resources



Outcomes 2020



Outcomes 2020

- Incubated 12 CDFIs
- Trained 75 staff from 39 organizations
- Deployed investments of lending capital totaling \$275K to 2 CDFIs
- Aggregated 5 CDFIs on lending platforms

Impact 2020

- 219% increase in loan units deployed in microloans
- 198% increase in \$ volume deployed in microloans



Future Goals



Expand (2021)

- Incubate 20 CDFIs
- 30%+ increase in loan units and dollar volume deployed by participants
- Train 100+ staff
- Deploy investments of lending capital totaling \$475K to 3 CDFIs
- Hold 12 trainings and 20 convenings bringing together peers and sharing best practices
- Aggregate 6 CDFIs aggregated on lending platforms

Develop (2021-22)

- New partnerships for lending capital investments and grants for microlenders' operations and loan loss reserves
- Obtain CDFI certification as an intermediary lender
- Create new curriculum based on needs of cohort members

Strategize (2021-22)

- Measure and evaluate data, outcomes, impact
- Bring more CDFI's to the incubator from around the country
- Strategic planning

LET'S CONNECT!



egasner@CAMEOnetwork.org

cameonetwork.org/cdfi-incubator