

INVESTMENT
CONNECTION



FEDERAL RESERVE BANK *of* KANSAS CITY

Community Development Investment and Lending Partnership



Colorado
September 21, 2023

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Access
Collaboration
Impact

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FEDERAL RESERVE BANK of KANSAS CITY

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Funder Response Forms—*Your
Interest and to Learn More*

Evaluations—*Your Input*

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Community Development Investment and Lending Partnership

Back Office Services for Emerging Microbusinesses

Karen Dunn-Bartlett, Small Business Director
Center for Community Wealth Building

Michaela Holmes, Cooperative Development Co-Director
Center for Community Wealth Building



Center for

Community Wealth Building

An Inclusive Economy That Works for All

We envision self-determined communities, free from racism, and rooted in economic democracy, dignity, and joy.

Strengthening Local BIPOC Entrepreneurship

- Culturally Responsive Business Support
- Connection to New Markets

Democratizing Ownership

- Train the Trainer
- Incubation and Support for new cooperatives
- Business Conversion

Engaging Anchor Institutions

- Local Procurement
- Local Investment





Back Office Services (BOS)

Small businesses are the backbone of local economies, but many lack access to the resources they need to succeed.

BOS will draw on a pool of culturally relevant back office services providers such as:

- Accountants and bookkeepers
- Tax professionals
- Eventually marketing, HR, and IT



The BOS Pilot

\$75,000
Grant Request

Staff

**Develop the
pilot**

Pay a portion
of the staff
expenses for
an experienced
BOS director

Sub-
sidize

**Pay for the
services**

Subsidize
services
provided by
BIPOC BOS
professionals
for new
businesses

Sus-
tain

**Develop
revenue model**

Develop
sustainable
revenue model
- sliding scale
based on
businesses'
revenues



Center for Community Wealth Building

www.communitywealthbuilding.org



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Michaela Holmes - Cooperative Development Co-director
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Facility and Program Expansion

Arlan Preblud, Executive Director
We Don't Waste

Kyle Endres, Director of Development
We Don't Waste



WE DON'T WASTE

SAVING FOOD • PROTECTING THE PLANET • FEEDING PEOPLE

OUR MISSION: We increase food access and protect the planet by rescuing and repurposing food, while educating and advocating to increase food security and decrease food waste.

FOOD RECOVERY & DISTRIBUTION

300+ UNIQUE FOOD DONORS



100+ PARTNER AGENCIES



MOBILE FOOD MARKETS

FOOD WASTE & NUTRITION EDUCATION





NO TIME TO WASTE

A CAMPAIGN FOR THE FUTURE OF FOOD RESCUE



NEWLY RENOVATED 30,00+ SQ. FT. FACILITY

WE RECOVER MORE SERVINGS OF FOOD



WE DISTRIBUTE TO MORE NONPROFIT PARTNERS



HUB FOR FOOD

- Increased racking, cooler & freezer space
- Outdoor space for gardening & closed-loop food education



COMMUNITY CENTER

- Prep Kitchen for skill-sharing & demonstrations
- Engagement Classroom
- Increased and enhanced office and production space



DESIGNED FOR LONGEVITY

- Additional land for expansion, onsite events, and more
- Built with sustainability in mind



THE TIME WAS RIGHT & THE NEED IS GREAT

The Project:

- Fund acquisition of the innovative new Food Recovery Hub
- Complete renovations to maximize program effectiveness
- Acquire equipment for kitchen & engagement classroom

Enterprise Zone Program

The Enterprise Zone Contribution Tax Credit provides a tax credit to Colorado taxpayers that contribute to targeted enterprise zone (EZ) projects. When taxpayers make a certified contribution, they can claim:

- **25% of a cash donation as a state income tax credit**
- **12.5% of an in-kind donation as a state income tax credit**
(Gifts of stock are classified as in-kind)





Investment Opportunities

●● *with Naming Rights*

— TIER 1

Teaching Kitchen
Education Center
Edible Garden
Food Recovery Garage
Composting Station

— TIER 2

Walk-In Cooler
Walk-In Freezer
Partner Agency Pickup Area
Board of Directors Conference Room
Staff & Volunteer Wellness Room
Staff Conference Room
Mural
Office Collaboration Area
Volunteer Sorting Area
Volunteer Break Room

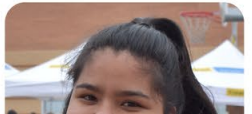
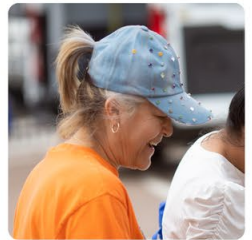
— TIER 3

Mobile Logo Sculpture
Garden Benches
Huddle Rooms
Warehouse Bay

All gifts will also receive:

- Invitation to tour the facility
- Invitation to the Sneak Peek Party
- Invitation to the Grand Opening
- Recognition in the Annual Report
- Recognition on the Donor Wall

GOAL **6M**



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Equitable Workforce, Digital, and Financial Literacy for Low-Income Latinos in Colorado

James Gillespie, Vice President - Development
La Raza Services, Inc. dba Servicios de La Raza

CLICK [HERE](#) OR ON THE IMAGE TO LEARN ABOUT OUR AGENCY



In a city where diversity thrives, where cultures intertwine, and where the need for compassionate

SERVICES PROVIDED

RE-ENTRY SERVICES | FOOD PANTRY | CLOTHING BANK BEHAVIORAL HEALTH |
VICTIM SERVICES | HEALTH INSURANCE ENROLLMENT | WORKFORCE
DEVELOPMENT | HIV & STI SERVICES | COMMUNITY NON-POLICE RESPONSE
SERVICES



OUTCOMES OF PROPOSED PROJECTS

FUNDING REQUEST: \$200,000

OF THE 750 PARTICIPANTS (ALL LEARNERS AND EARNERS) ENGAGED IN THIS PROJECT, THE EXPECTED OUTCOMES THAT WILL BE PRODUCED ARE AS FOLLOWS BASED UPON DECADES OF PAST PERFORMANCE ON SIMILAR PROJECTS OF COMPARABLE SCOPE AND SCALE:

1 PLACED IN VOCATIONAL TRAINING: 90%

2 PLACED IN EMPLOYMENT: 95%

3 RECEIVED INDUSTRY-RECOGNIZED CREDENTIAL: 95%

4 THROUGH CONTINUED CASE MANAGEMENT, AFTERCARE, AND PRE- AND POST-SURVEYS, DEMONSTRATE WAGE ADVANCEMENT: 95%

5 RETAINED EMPLOYMENT AFTER 1 YEAR: 90%

6 HAVE ACCESS TO WRAPAROUND SERVICES TO INCLUDE FREE BEHAVIORAL HEALTH TREATMENT, HOUSING SUPPORTS, AND FINANCIAL LITERACY: 100%

ADDITIONAL LONGER-TERM IMPACTS FOR THOSE SERVED INCLUDE:

1 FINANCIAL SELF-RELIANCE

2 KNOWLEDGE OF SUPPORTIVE ASSETS AND COMMUNITY RESOURCES

3 EMPLOYMENT RETENTION

4 ENHANCE SELF-ESTEEM AND PURPOSE

5 INTERRUPTION OF GENERATIONAL POVERTY

6 HOUSING AND FOOD SECURE

CLICK [HERE](#) OR ON THE IMAGE TO HEAR OUR CLIENT'S STORY

Client testimonial

SERVICIOS DE LA RAZA
RE-ENTRY / WAGEES PROGRAM



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Economic Opportunity, Workforce Development and Educational Access

Austin Locke, Individual Philanthropy Manager
Warren Village

Allison Miller, Workforce Development Manager
Warren Village



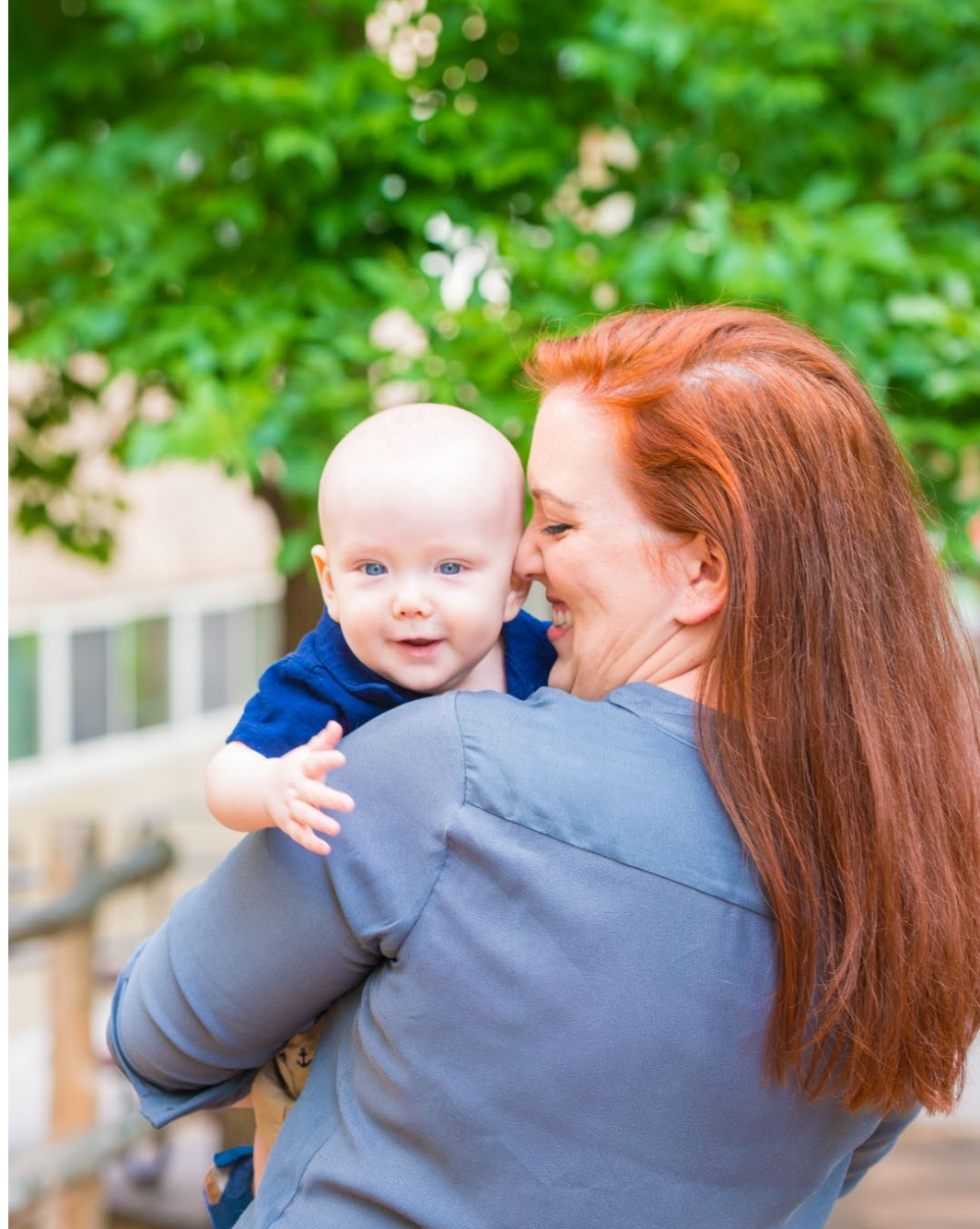
WARREN
VILLAGE

OUR MISSION

Warren Village exists so low-income, single-parent families can achieve sustainable personal and economic self-sufficiency.

OUR VISION

Warren Village is the nationally recognized leader for moving people from poverty toward self-sufficiency.



NEED

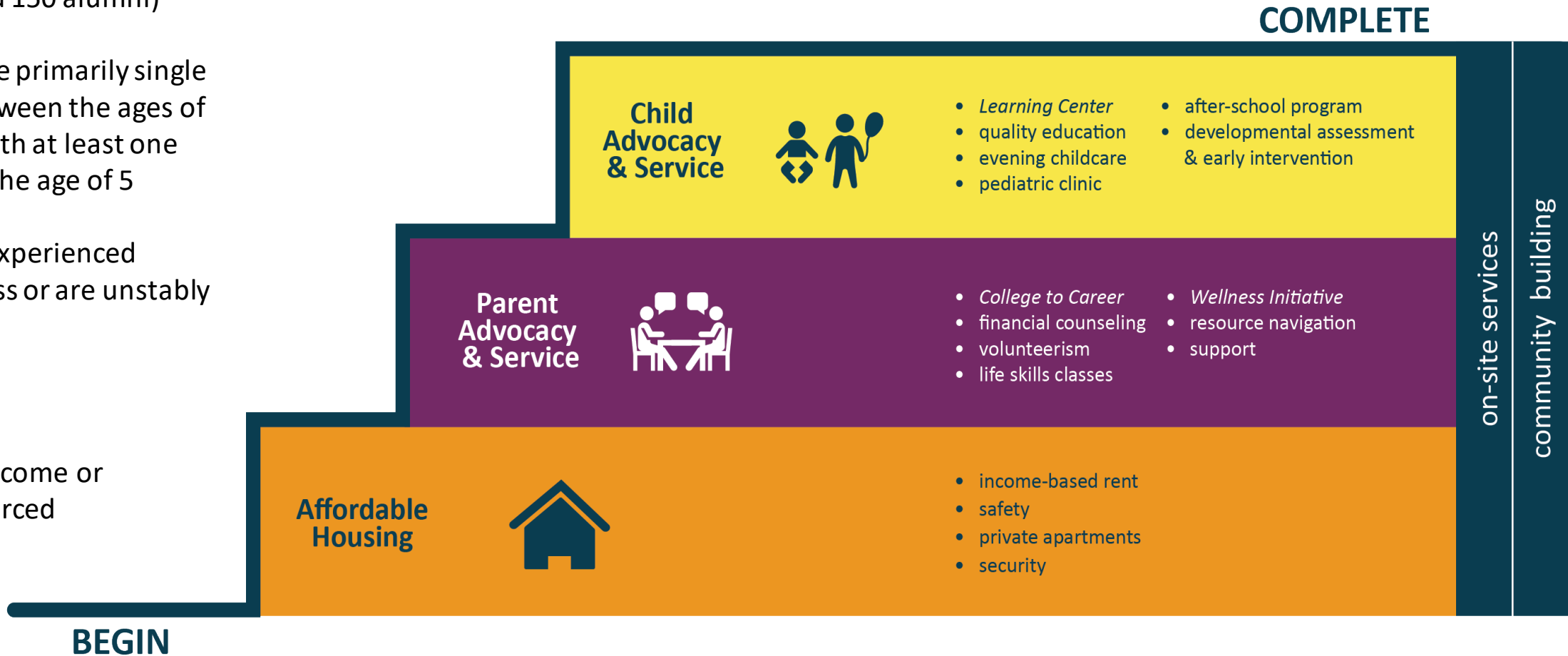
The most recent **Point in Time Count**, conducted by the Metro Denver Homeless Initiative (MDHI), recorded a **31.7% increase in the number of individuals experiencing homelessness in Denver** over last year.

In fact, over **HALF** of the people experiencing homelessness in Denver are **families with children**.

ABOUT US

Since 1974, Warren Village has implemented a two-generation (2Gen) approach to empower low-income single parents

- We serve 500 individuals each year (150 parents, 200 children, and 150 alumni)
- Residents are primarily single mothers between the ages of 21 and 29 with at least one child under the age of 5
- 100% have experienced homelessness or are unstably housed
- 85% BIPOC
- 100% Low-Income or Under-resourced



**COLLEGE TO CAREER
PROGRAM**

We focus on “**Middle-Skills**” Jobs and **Top Jobs** for Colorado.
These are jobs that meet three criteria:

Education = Require two years or less post-secondary education. (*Many identified careers require less than a four-year degree.*)

Need = Will be “in demand” jobs or growing fields over the next 5 years

Wages = employment that results in family-sustaining wages based on family size.

Warren Village uses local data to inform the community of possible career opportunities that could lead their family to self-sufficiency wages and then supports students in accessing necessary training for employment.

- **PARTNERS:**
Community College of Denver
AdvanceEDU
CrossPurpose
Metro State University
Western Governors University, and others
- **SERVICES:**
Workforce Services
Financial Aid literacy & Education Support
Wrap-Around Supportive Services
Childcare, Children’s Services
Mental Health Supports
Community Referrals
Housing Navigation
- **PATHWAYS/SECTORS:**
Healthcare
IT
Education
Trades
Legal Services
Accounting



WARREN
VILLAGE

OUR REQUEST

\$50,000

WILL SUPPORT

- Scholarships
- Tuition Assistance
- Professional Development
- Alumni Support



PROGRAM GOALS

- College to Career Attainment through Guided Goal Pathways
- Workforce Development
- Stable and Sustainable Employment
- Economic Self-Sufficiency

OUR OUTCOMES

- 86% Exit to Permanent Housing
- 74% Earn a Degree or Professional Certificate
- 20% On-Track to Graduation
- Increased earning potential

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Girls Mountain Bike Program

Brett Donelson, Founder and Chief Executive Officer
The Cycle Effect

mission / values

The Cycle Effect's mission is to empower young women through mountain biking to create brighter futures and build stronger communities.

Our values are **equity, belonging, compassion, courage, thriving and fun.**



the cycle
effect

who we are

- The Cycle Effect works to provide young women equal opportunity and access to the sport of mountain biking across **Eagle, Mesa, Routt and Summit counties** in Colorado.
- It's about more than the bike. We remove financial barriers while supporting the social-emotional well-being of our participants.
- Our three primary goal areas: **physical wellness; community impact and mentorship; and building brighter futures.**



creating equity

The Cycle Effect provides year-round programming at a cost of only \$200 per participant, while also providing scholarships for those unable to afford this fee.



73% of athletes identify as Latina and/or BIPOC (Black, Indigenous, People of Color)

72% of athletes come from families earning below the self-sufficiency level



\$33,070 scholarship dollars awarded to athletes

100% of athletes who applied for a scholarship received one (over 82% of athletes)



funding request - \$100,000

\$100,000 will fund and support:

- paid part-time coaches & training
- athlete transportation
- bikes, helmets & other gear
- athlete scholarships
- program expansion



[click to play video](#)



the cycle
effect

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Support for Housing Assistance Program

Jay Cordes, Development Officer
Colorado Coalition for the Homeless

Emma McDevitt, Development Officer
Colorado Coalition for the Homeless

Colorado Coalition for the Homeless

Who We Are: The mission of the Colorado Coalition for the Homeless is to work collaboratively toward the prevention of homelessness and the creation of lasting solutions for families, children, and individuals who are experiencing or at-risk of homelessness throughout Colorado. CCH advocates for and provides a continuum of housing and a variety of services to improve the health, well-being and stability of those it serves.

What we are going to be talking about today:

Housing Assistance Program



HOMELESSNESS IN COLORADO

Though approximations vary, we estimate the true number of people experiencing homelessness in Colorado is between 10,000-53,000.

10,397



Total number of Coloradans experiencing homelessness according to the 2022 PIT count

32,233



People who accessed homelessness services according to HMIS data

15,374



Students experiencing homelessness, doubled-up, or unstably housed in the 2020-2021 school year

53,000



Individuals without stable housing covered by Medicaid in 2019

Housing Assistance Program

Households Served

150

What is the purpose of the Housing Assistance Fund?

- Security deposits
- Renters insurance
- Application fees
- Arrears/Back Rent
- Other housing costs not paid for by vouchers

Total Dollars in Assistance

\$200,000

How your investment transforms lives and our community.

- Promotes stability
- Allows access to housing and better housing options
- Keeps families near their support network
- Promotes fair housing and racial equity
- Most importantly – it Gives HOPE

THANK YOU FOR JOINING US!

Invest

A gift to Housing Assistance Fund keeps families housed.

\$25,000 provides stability and housing for 25 households

Volunteer

Give your time and expertise to help clients navigate their newfound stability.

VISIT [COLORADOCOALITION.ORG](https://coloradocoalition.org)
TO LEARN MORE @COCOALITION



WE BELIEVE HOMELESSNESS IS SOLVABLE.

YOU CAN BE PART OF THE SOLUTION.

COLORADO
COALITION
FOR THE
HOMELESS



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Creating Wealth for Under-Resourced Small Business Owners

Christopher Myers, Chief Executive Director
B:Side Fund

Marie Peters, Fund Director
B:Side Fund



B:SIDE FUND IS A 501(C)3 NON-PROFIT THAT PROVIDES FLEXIBLE FINANCING TO UNDERSERVED COMMUNITIES IN 4 STATES (CO, AZ, NM, UT); ITS GOAL IS TO INCREASE ACCESSIBILITY AND TRANSPARENCY IN LENDING TO CREATE WEALTH FOR ENTREPRENEURS WITH LIMITED OPPORTUNITIES.

391

Loans Funded

\$25M

Capital Lent

2K

Jobs Created

THE MEDIAN NET WORTH OF A BUSINESS OWNER IS 2.5X THE AVERAGE

A clear path to individual, family, and community wealth.

Investing in owner-occupied commercial real estate can accelerate this wealth generation while diversifying portfolios and minimizing risk. CBRE reports that the AAR for CRE was 9.5% between 2000 and 2018.

However, initial down payment requirements put this out of reach for many low-income, low-wealth business owners.

Here's how we make a difference...

**PROVIDE EQUITY ASSISTANCE OF 5% OF
COMMERCIAL REAL ESTATE LOAN AMOUNT OR
UP TO \$75,000 TO INCREASE ACCESS**

This way, we help small businesses make the minimum down payment without depleting working capital needed for operations and growth.

We're looking for...

**\$250K ADMINISTRATIVE
SUPPORT GRANTS**

\$2M PRI FOR LOAN CAPITAL



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Home-Delivered Medically Tailored Meals for Low-Income Severely Ill Coloradans

Tera Prim, Chief Development Officer
Project Angel Heart

Elyse Lombardi, Director of Development
Project Angel Heart

Community Impact



700,000+ meals prepared and delivered annually



5,000+ Coloradans served each year



No age or income restrictions to receive our meals



7,000+ compassionate volunteers



72% of our clients report an improved quality of life



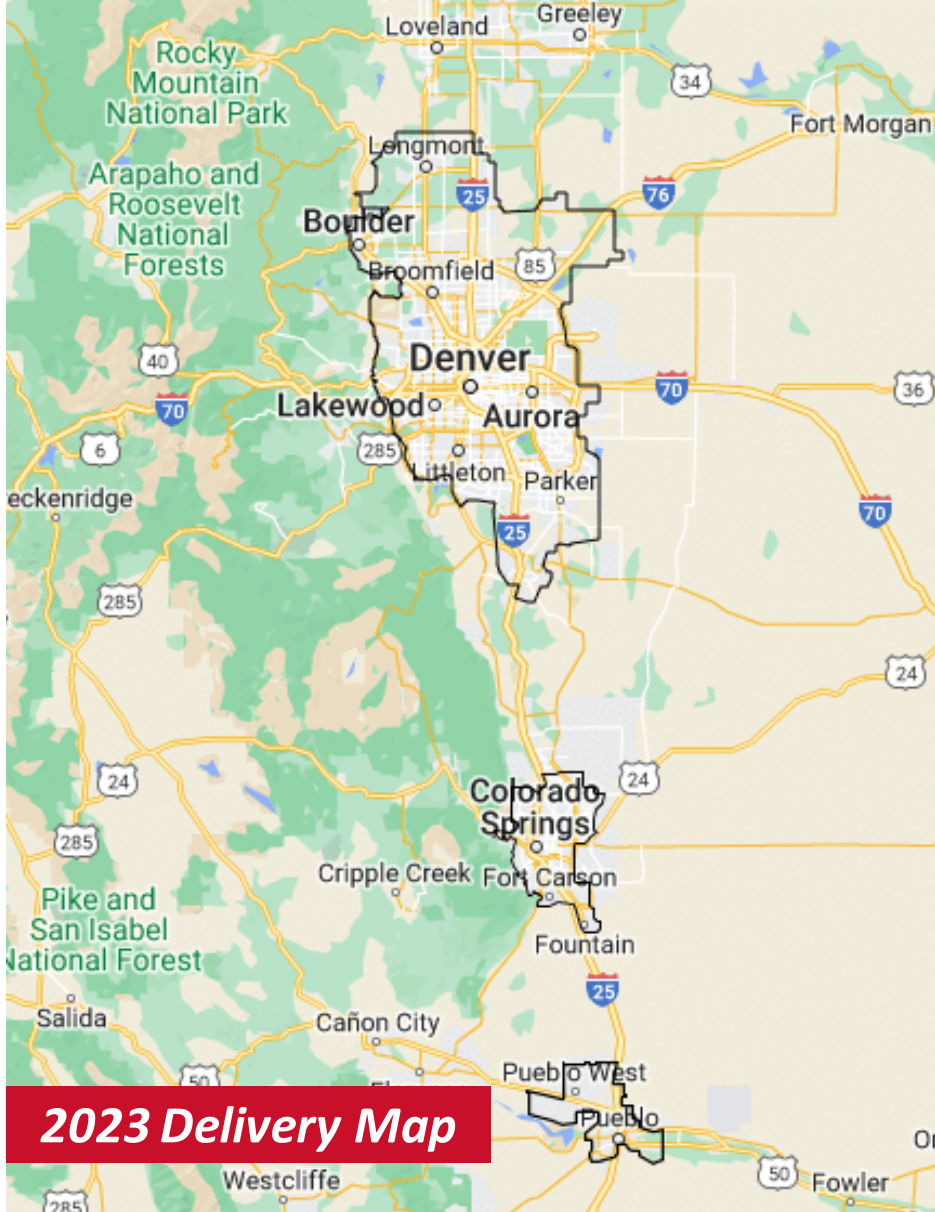
Our Purpose

We compassionately deliver comfort and support through high-quality nutrition services and medically tailored meals, while also advocating for the principles of “Food is Medicine.”

What's in a Meal Bag?

- Seven medically tailored entrees
- Two servings of fruit
- Two servings of dairy / dairy substitute
- Seven ounces of bread / GF bread
- One sweet treat to feed the soul
- All delivered weekly!*





Help expand our home-delivered, medically tailored meal program

As of this year, we're delivering 700,000 meals annually spanning across 1,650 square miles from Longmont to Pueblo

Strategic Plan for 2024-2025:

- Expand north to Loveland, Greeley, and Fort Collins
- Expand south to Monument, Black Forest, Falcon, and Penrose
- Deliver 800,000 meals annually
- Serve 2,500 square miles across Colorado

You can help us get there! Today, we are asking for **\$100,000** to help grow our operations during our upcoming fiscal year.

Your generosity will help us provide:

- High quality nutrition services to more Coloradans in need
- Acquire more supplies and ingredients for our meals
- Support our overall operational growth





“

I wanted to be able to cook healthy meals but being visually impaired and a pregnant mama on dialysis, that was really hard.

When I found out I was going to get meals delivered to my door every week, it felt like a huge weight lifted off me, especially when they told me I would also get meals for my 5-year-old daughter.

- Alyssa, Project Angel Heart Client

”



**Project
Angel Heart**

a meal with heart gives hope

ProjectAngelHeart.org

4950 Washington Street | Denver, CO 80216

303.830.0202

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Evaluations—*Your Input*

Share Your Connections!

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Ariel Cisneros

Ariel.Cisneros@kc.frb.org

303-572-2601

Share Your Connections!

Investment Connection Website:

<https://www.kansascityfed.org/community/investmentconnection>

CRA OneSource Website:

<https://www.kansascityfed.org/community/cdi/craonesource>

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*Thank you for participating in
Investment Connection Colorado!*