

INSIDE THE MEMBERSHIP



2011 Statistical Highlights from the OFN Membership

MEMBERSHIP OVERVIEW

Opportunity Finance Network (OFN) creates growth that is good for communities, investors, individuals, and the economy. OFN Members are community development financial institutions (CDFIs) that deliver responsible lending to help low-income, low-wealth, and otherwise disadvantaged individuals and communities join the economic mainstream. OFN Members invest in opportunities that create quality, affordable housing, vital community services, and entrepreneurial capital in urban, rural and Native communities. The data presented below are for 196 CDFIs representing 193 OFN Members. Nearly all (182) of the CDFIs in the sample are community development loan funds; eleven are community development credit unions, two are community development venture capital funds, and one is a community development bank.

2011 HIGHLIGHTS

In FY 2011, OFN Members provided \$2.6 billion in financing, raising the cumulative financing total to more than \$30 billion. The Network used several financing tools and leveraged private sector dollars to make \$2.2 billion in direct loans and investments, \$85 million in loan purchases, \$15 million in loan guarantees, and \$312 million in financing underwritten for third-parties.

The Network's portfolio performance improved for the third straight year. The Network's greater than 90 day delinquency rate stood at 2.7% at fiscal year end. The net charge-off rate in FY 2011 was 1.7%. While charge-offs were down from 2.0% in FY 2010, they were slightly higher than the FDIC-insured institutions' FY 2011 annualized net charge-off rate of 1.6%. The Network's cumulative loan loss rate is 1.6%. CDFIs manage losses in their loan portfolios by maintaining sufficient equity capital and loan loss reserves. At 5.1%, CDFIs' loan loss reserves fully cover loans more than 30 days delinquent. The weighted average equity to assets ratio for the Network is 35% (41% for loan funds only).

KEY FY 2011 STATISTICS

		Number of CDFIs Reporting
FINANCING		
Total Cumulative Financing ³ since Inception	\$30,681,282,145	196
Total FY 2011 Financing	\$2,630,213,620	196
Total FY 2011 Financing Outstanding	\$6,348,567,964	196
Weighted Average Deployment (without Commitments)	73%	195
Average Interest Rate of Loans	6.3%	185
PORTFOLIO QUALITY⁴		
Weighted Average Delinquency Rate > 90 days (12 months for Credit Unions)	2.7% ¹	169
Weighted Average Delinquency Rate > 30 days (2 months for Credit Unions)	4.9% ¹	169
Weighted Average Net Charge-off Rate	1.7%	169
Weighted Average Loan Loss Reserves	5.1%	169
Weighted Average Cumulative Loan Loss Rate	1.6%	169
OPERATIONS		
Total Assets	\$10,372,077,980	196
Weighted Average Equity / Total Assets	35% ⁵	195
Average Interest Rate of Borrowed Funds	2.6%	167
Average Staff (Full-time Equivalent Employees)	24	193
Average Year Began Financing	1992	195

¹ The percentage does not include non-accruals that have not been included in delinquent loans.

² Federal Deposit Insurance Corporation, Quarterly Banking Profile.

³ Includes loans and investments closed, loans purchased, guarantees made, and off-balance sheet transactions underwritten.

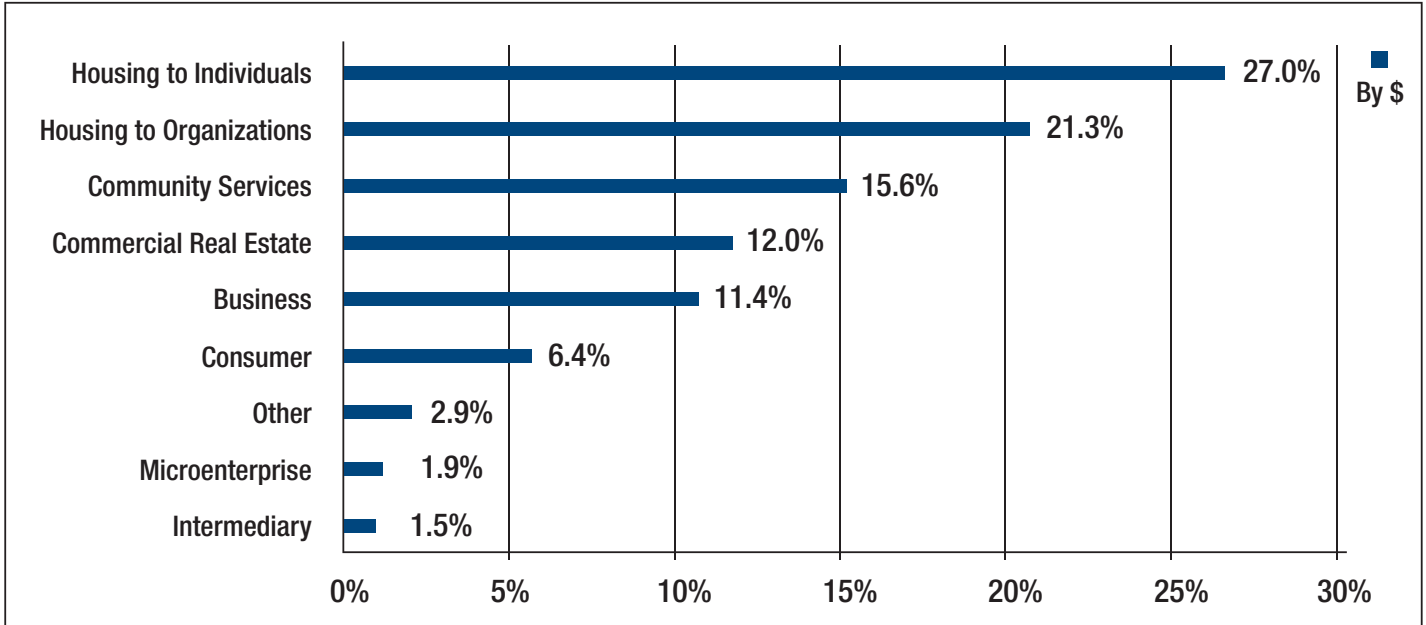
⁴ Except for cumulative losses, portfolio quality data is provided for CDFIs that reported all of the following data points: delinquency, net charge-off, and loan loss reserve data.

⁵ Weighted Average Equity / Total Assets for loan funds only: 41%

COMMUNITY OUTCOMES

The social outcomes of CDFIs' financing activities are substantial. Through the end of FY 2011, the CDFIs in our sample provided \$30.7 billion in cumulative financing for community development activities in eight sectors: microenterprise, business, commercial real estate, community services, consumer, housing to individuals, housing to organizations, and intermediary (financing to other CDFIs). This financing helped create or maintain more than 497,277 jobs and support the development or rehabilitation of more than 940,499 housing units and 9,341 community services projects.

FY 2011 LOANS AND INVESTMENTS OUTSTANDING BY SECTOR (\$)⁶



CUMULATIVE OUTCOMES THROUGH FY 2011

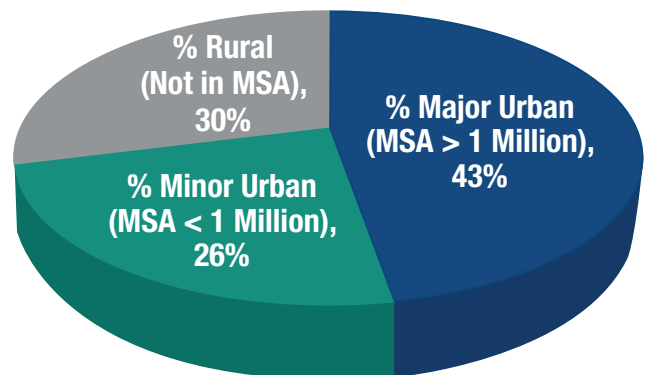
	Total	Number of CDFIs Reporting
Total Cumulative Financing	\$30,681,282,145	196
Housing Units Developed or Rehabilitated	940,499	119
Number of Businesses and Microenterprises Financed	83,614	141
Number of Jobs Created or Maintained	497,277	123
Number of Community Services Organizations Financed	9,341	94

AVERAGE % OF CLIENTS SERVED

Low-Income	68%
Minority	52%
Female	49%

⁶ One Member is not included in this graph because it did not report financing by sector.

GEOGRAPHIC BREAKDOWN OF CLIENTS SERVED (AVERAGE PER CDFI)



Public Ledger Building
 620 Chestnut St, Suite 572
 Philadelphia, PA 19106-3413
 P 215.923.4754
 F 215.923.4755
www.opportunityfinance.net