



LEVERAGING CAPITAL FOR CHANGE

## Try BankImpact

# BankImpact: A new data solution for banks and investors

Thank you for joining us for a tour of NCIF's new online resource for financial and social performance data.

December 17, 2013

# Introductions

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## **Meet your presenters:**

Joe Schmidt

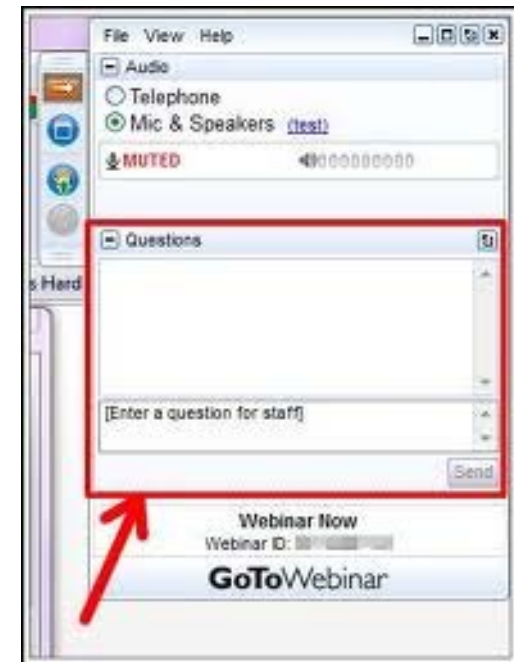
Vice President, Research and Investments

Emily Sipfle

Senior Analyst, Research and Investments

## **We welcome your questions!**

Type questions at any time. We will answer them at the end of the webinar.



# How to Sign Up

Sign up now, visit [NCIF.org](http://NCIF.org)

## Participate in our free trial

BankImpact will be available for an annual subscription fee beginning in 2014. We invite you to try the tool during our free trial period through 2013. We may ask for your feedback during our Beta phase!

**BankIMPACT** | Catalyzing Investments in Underserved Communities  
an NCIF resource | Already a Premium Member

Welcome to BankImpact, NCIF's resource for financial data and Social Performance Metrics on all US banks.

Premium online tools to inform your decisions

- ADVANCED SEARCH** | Search and compare mission-oriented banks. [Case Study AS1](#). How can a financial advisor find a CDFI Bank supporting Orleans for the placement of deposits?
- STANDARD PEER BUILDER** | Benchmark CDFI Banks, Minority Banks, or Quadrant 1 | [Case Study SP1](#). How can a money manager compare one bank's social & CDFI Bank industry?
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- CUSTOM PEER BUILDER** | Identify key peer banks for custom benchmarking | [Case Study CPI](#). How can a bank CEO regularly monitor his bank's Tier 1 relative to the banks he considers peers?  
[Learn to search with Case Studies](#)

Additional analytical services

- DEVELOPMENT IMPACT DASHBOARDS** | **Investors:** Compare impact profiles with self-reported bank information. **Banks:** Tell your story and demonstrate your impact by contributing private data. [Learn more about this publication.](#)
- CUSTOM ANALYSIS** | **Investors:** Receive customized reports on banks in your portfolio. **Banks:** Get detailed reports with your custom bank information. [Learn about our services.](#)

**SIGN UP TODAY**

# Overview

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Thank you for joining us for today's tour of BankImpact.

## **Agenda:**

- About NCIF
- “Telling the Story” with NCIF’s Social Performance Metrics
- About BankImpact
- Other opportunities through NCIF
- Your questions

# National Community Investment Fund

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## Who we are:

- Nonprofit socially-responsible private equity trust
- Focused on mission-oriented banks (CDFI Banks, Minority Banks)

## What we do:

- **Invest:** Tier 1 capital, New Markets Tax Credits, Deposits, new initiatives
- **Inform:** [Social Performance Metrics](#), [BankImpact](#), industry research
- **Connect:** Annual Development Banking Conference and NCIF Network of Banks
- **Transform:**
  - CDFI Bank 2.0 and shaping the future of mission-oriented banking
  - Facilitating impact investing: Total Return = Financial Return + Social Return

## Our impact:

- \$34.4M capital invested in 55 mission-oriented banks
- \$5.8B development loans made by our investees
- Invested in >20% of all CDFI Banks in the country

# “Telling the Story” with Social Performance Metrics

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As a part of our mission to support mission-oriented banks, we are continually exploring and developing ways to “Tell the Story” of our partner institutions.

We have developed:

- **NCIF Social Performance Metrics**
  - Qualitative and Quantitative
  - Public and Private data
- **Dashboards**
  - Impact profiles with self-reported lending and organizational data
- **Custom Analytics**
  - Customized reports on the banks in your portfolio
- **BankImpact online tools**

# The Role of Data

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**Transparent impact data provides the foundation for informed decisions.**

Investors:

- Identify investment opportunities aligned with your mission
- Monitor investee performance (financial and social)
- Evaluate banks relative to benchmarks
- Provide robust portfolio reports

Banks:

- Analysis and comparison with peers
- Objective impact data for your investors, clients, and internal review

Regulators and policy-makers:

- Find aggregate industry data

# “Telling the Story” with Social Performance Metrics

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## **Our core metrics:**

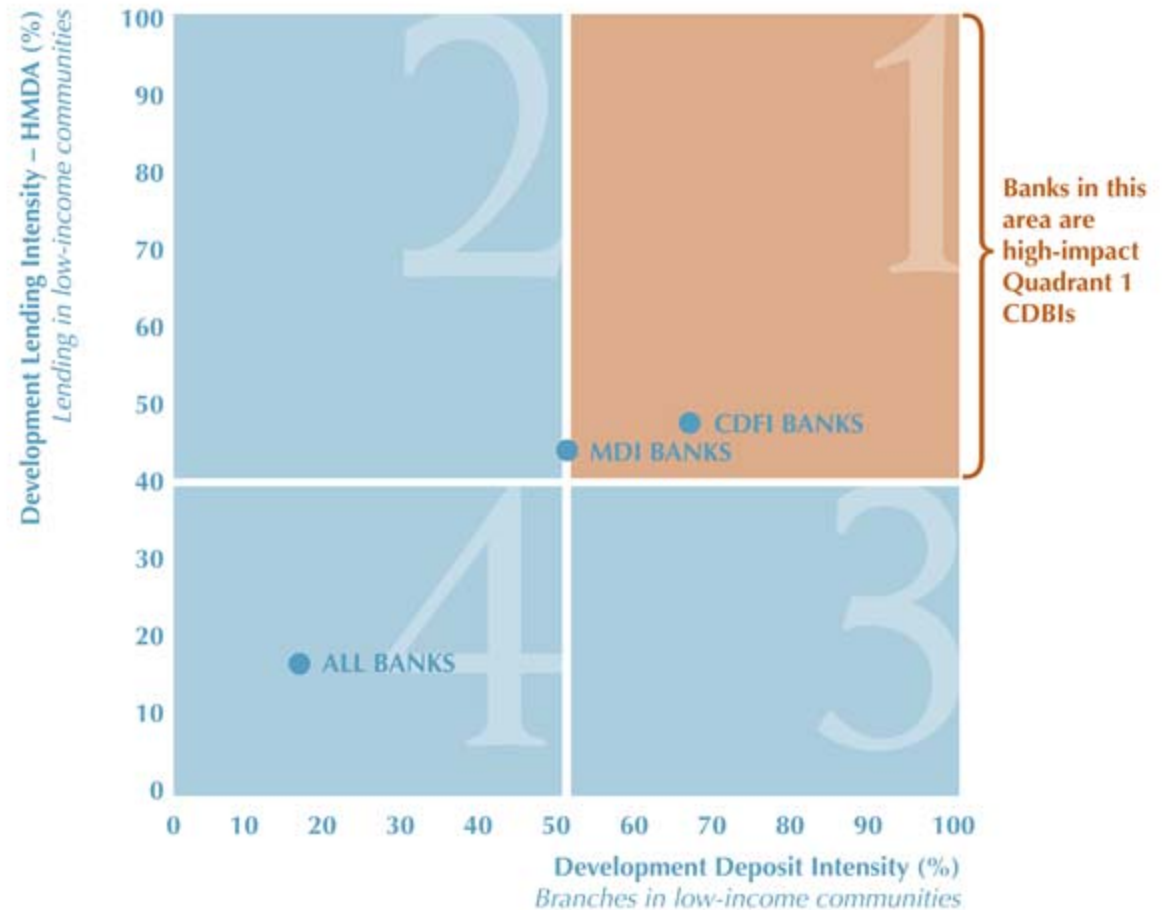
- **DDI: Development Deposit Intensity**  
The percentage of a bank’s branches located in low- and moderate-income census tracts.
- **DLI-HMDA: Development Lending Intensity-HMDA**  
The percentage of a bank’s HMDA lending, in dollars, occurring in low- and moderate-income census tracts.
- **DLI-Equity**  
A bank’s HMDA lending in low- and moderate-income census tracts as a percentage of total shareholder equity.
- **Mission Intensity**  
The percentage of a bank’s total annual lending that is related to its mission of serving low-to moderate- income and underserved communities. Mission-related lending is defined by the reporting bank.



# “Telling the Story” with Social Performance Metrics

## Quadrant 1 CDBIs

- NCIF coined the term **Community Development Banking Institution (CDBI)** to identify all high-impact banks.
- Banks that exceed impact thresholds in both DDI and DLI-HMDA are considered high-performing **Quadrant 1 CDBIs**.



# “Telling the Story” with Social Performance Metrics

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## Standardizing industry impact measures:

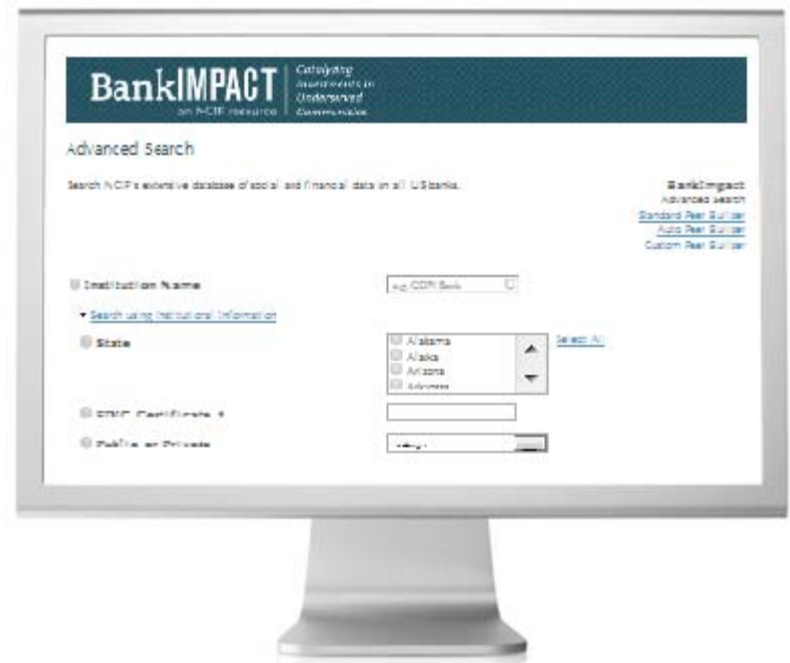
- SPM is becoming the standard for the mission-oriented financial industry.
  - Use of SPM is growing
- Promoting a standardized taxonomy of industry metrics
  - Partnering with global institutions in the impact investing field
  - SPM is fully aligned with **the IRIS initiative’s** standardized impact metrics, developed by **the Global Impact Investing Network (the GIIN)**.

# BankImpact: Online social and financial data

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BankImpact is an online resource for financial data and Social Performance Metrics on all US banks and features:

- Trusted financial data: profitability, capitalization, liquidity, and more
- Peer groups (standard and customized)
- Data exports
- Printable PDF reports
- Bookmarks: Save your favorite searches
- Mobile capability



# BankImpact: Online social and financial data

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## **Four types of searches:**

ADVANCED SEARCH

Search and compare banks according to your criteria.

STANDARD PEER BUILDER

Compare your bank to all CDFI Banks, MDIs, or Quadrant 1 CDBIs.

AUTO PEER BUILDER

Create peer groups for comparison using your selected criteria.

CUSTOM PEER BUILDER

Benchmark the aggregate performance data of up to ten banks.

*For step-by-step search instructions, see the Case Studies at [NCIF.org](http://NCIF.org)*

# BankImpact: Four case studies

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## **Case Study #1**

### Advanced Search

How can a financial advisor placing deposits find a CDFI Bank in New Orleans that does over 40% of its home lending in distressed areas?

Fields used:

- Mission Indicators
- DLI-HMDA
- Housing Focus
- CDARS

# BankImpact: Four case studies

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## **Case Study #2**

### Standard Peer Builder

How can a money manager compare one bank's social performance with that of all Quadrant 1 CDBI Banks?

Fields used:

- FDIC Certificate Number
- Quadrant 1 CDBI Peer Group
- DLI-HMDA
- DDI

# BankImpact: Four case studies

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## **Case Study #3**

### Auto Peer Builder

How can an institutional investor benchmark an investee bank relative to a specially tailored peer group of similar banks?

Fields used:

- FDIC Certificate Number
- Mission Indicator Checklist: MDI
- Total Assets
- Net Income
- ROA
- DLI-HMDA
- DDI

# BankImpact: Four case studies

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## **Case Study #4**

### Custom Peer Builder

How can a bank CEO or investor regularly monitor a bank's financial performance relative to the ten banks she considers peers?

Fields used:

- FDIC Certificate Number
- Tier 1 Leverage Ratio
- Noncurrent Loans Ratio
- ROA



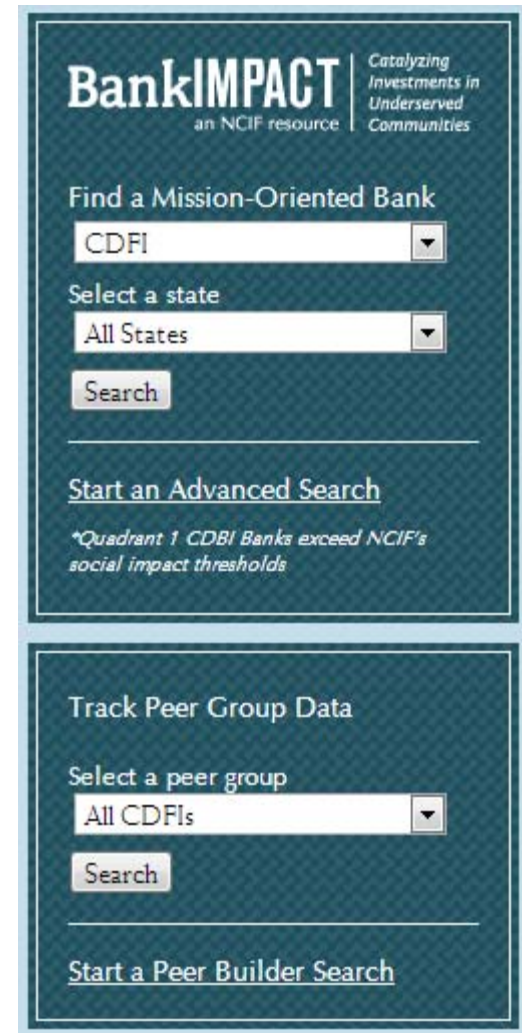
# BankImpact: Basic tools

Mobile-friendly, easy-to-use, and always free to the public!

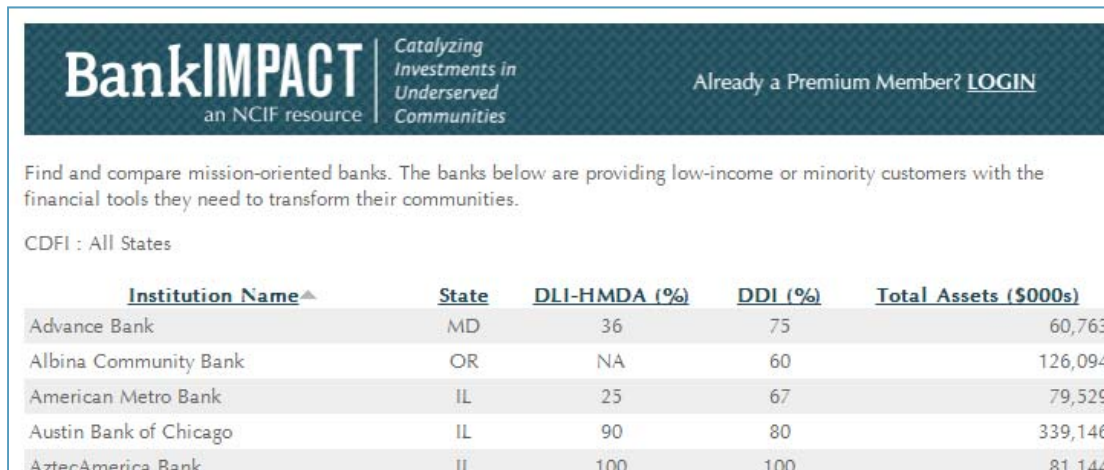
## Basic Bank Search

## Basic Peer Group

## Aggregate Industry Data



The image shows two panels of the BankImpact website interface. The top panel is titled 'Find a Mission-Oriented Bank' and includes a dropdown menu for 'CDFI', a dropdown for 'Select a state' set to 'All States', and a 'Search' button. Below this is a link for 'Start an Advanced Search' and a note: '\*Quadrant 1 CDFI Banks exceed NCIF's social impact thresholds'. The bottom panel is titled 'Track Peer Group Data' and includes a dropdown for 'Select a peer group' set to 'All CDFIs' and a 'Search' button. Below this is a link for 'Start a Peer Builder Search'. A blue arrow points from the 'Aggregate Industry Data' text to the top panel.



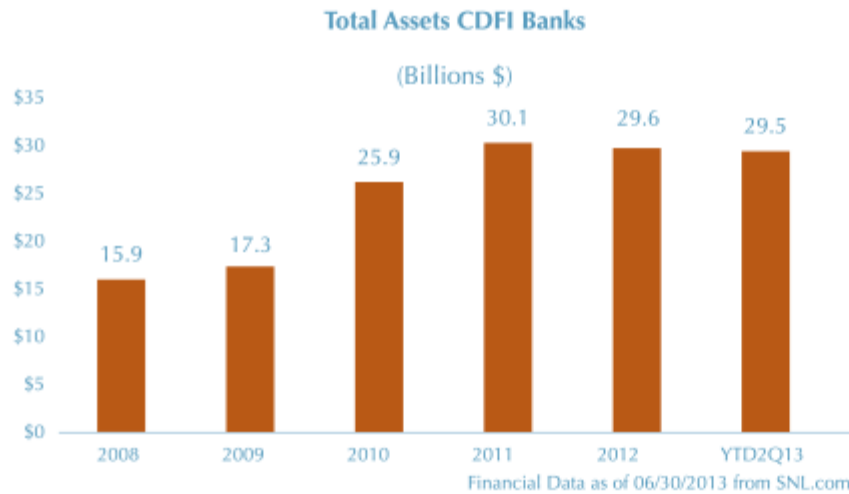
The image shows the 'Aggregate Industry Data' section of the BankImpact website. It features a table with columns for Institution Name, State, DLI-HMDA (%), DDI (%), and Total Assets (\$000s). The table lists five banks: Advance Bank, Albina Community Bank, American Metro Bank, Austin Bank of Chicago, and AztecAmerica Bank. The text above the table states: 'Find and compare mission-oriented banks. The banks below are providing low-income or minority customers with the financial tools they need to transform their communities.' Below the table, it says 'CDFI : All States'.

Institution Name	State	DLI-HMDA (%)	DDI (%)	Total Assets (\$000s)
Advance Bank	MD	36	75	60,763
Albina Community Bank	OR	NA	60	126,094
American Metro Bank	IL	25	67	79,529
Austin Bank of Chicago	IL	90	80	339,146
AztecAmerica Bank	IL	100	100	81,144

# BankImpact: Basic tools

## Aggregate Industry Data

### The State of the CDFI Banking Industry



- During 2Q2013, total assets in the sector increased from \$29.6 billion to \$30.2 billion.
- CDFI Banks ranged from \$12.0 million to \$2.4 billion in asset size, and had an average asset size of \$351.7 million at March 31, 2013. The median CDFI Bank had assets of \$219.8 million, larger than last year's median of \$212.9.

#### **Total Assets**

[Total Loans](#)

[Total Deposits](#)

[Total Equity](#)

[Net Income](#)

[Net Interest Margin](#)

[Return on Average Assets](#)

[Return on Average Equity](#)

[Efficiency Ratio](#)

[Tier 1 Leverage Ratio](#)

[Non-Current Loans to Total Loans Ratio](#)

[Net Charge-Offs to Average Loans Ratio](#)

[Development Lending](#)

[Intensity CDFI Banks](#)

[Development Deposit](#)

[Intensity CDFI Banks](#)

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# Custom Analysis

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## **Are you looking for more?**

NCIF can provide the metrics that most resonate with your mission and analysis needs, in the format most useful to you.

We offer in-depth Custom Analysis of any bank in the US as follows:

- Social and financial performance
- Comparison to FDIC-defined or customized peer group
- Historical analysis covering the years since 1996

To learn more about engaging NCIF please visit [NCIF.org](http://NCIF.org) and contact us.

# Contact

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