

## Presentation to:

### SYMPOSIUM ON CHARITABLE FUNDING MODELS IN CANADA

Presented by

Kristin Giantris  
Vice President

December 1, 2010

# Nonprofit Finance Fund: Our Experience



## Client-focused, transactional experience and field-wide financial leadership over 30 years

- National organization serving mid- and large-sized nonprofits since 1980
- Community Development Financial Institution
  - \$270M in direct loans
  - Over \$1 billion in total financing leveraged
  - \$130M in New Markets Tax Credit allocations
  - \$92M equity-like growth capital leveraged
- Financial Consultant and Financial Educator
  - Over 200 consulting engagements per year
  - Workshops for wide range of nonprofit and funder audiences
  - Sector-wide research and surveys
- Active relationships with over 80 major funders

### NFF:

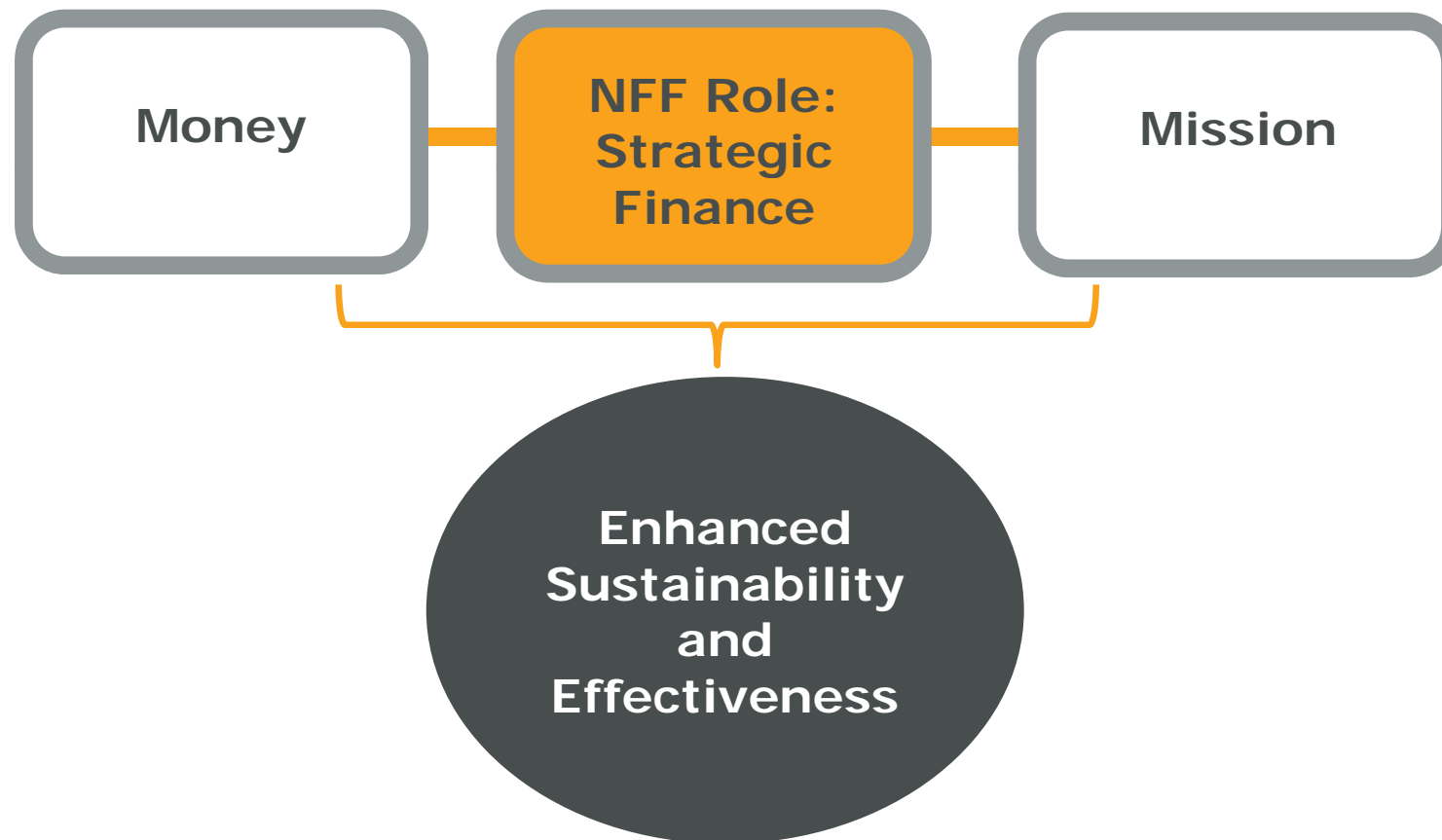
**"...arguably the most influential voice in the ongoing effort to reshape thinking and practice about nonprofit capitalization."**

*-The NonProfit Times*

# Nonprofit Finance Fund: Linking Money to Mission



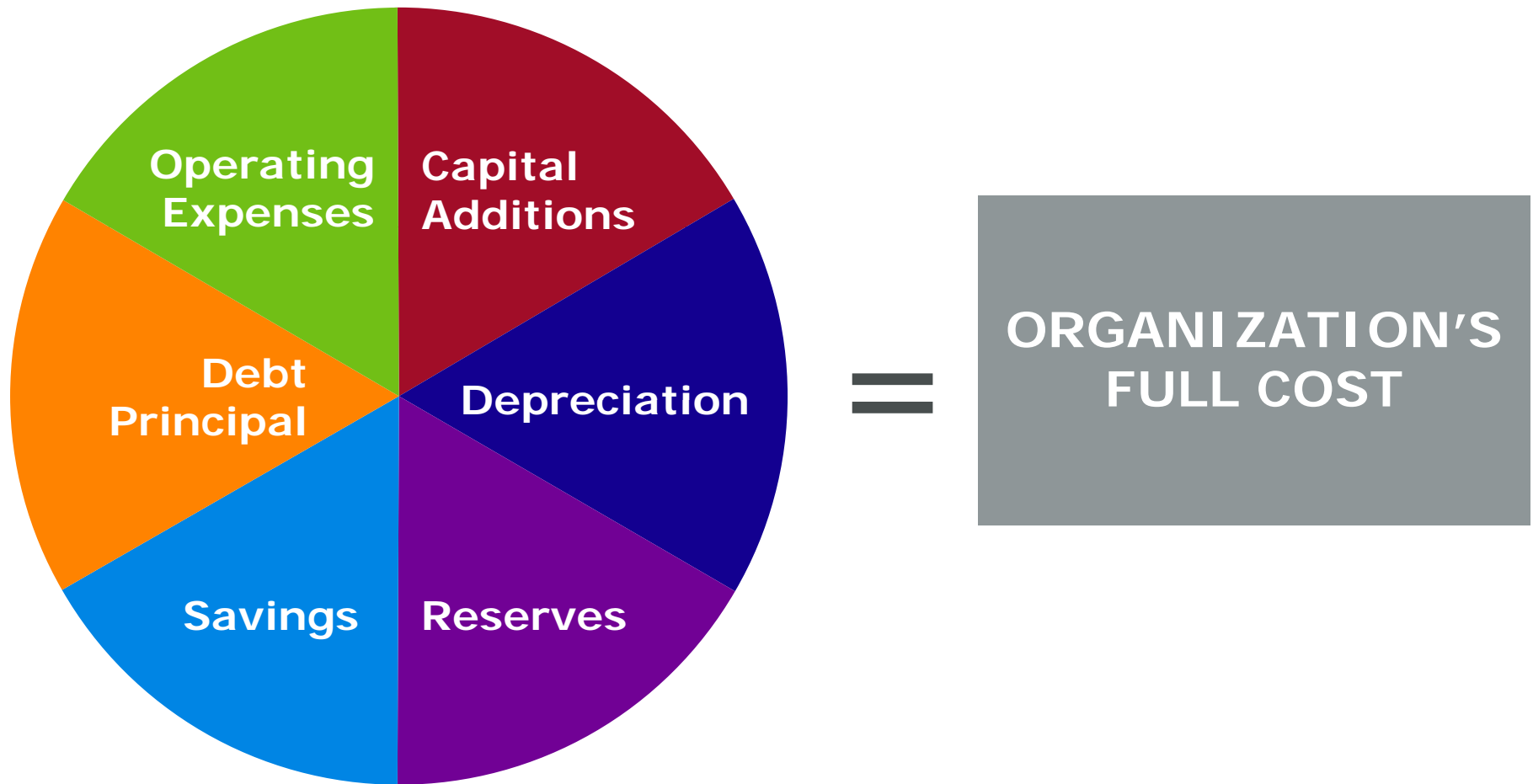
NFF's integrated set of services effectively link an organization's funding to the community it serves.



# Whole Enterprise Finance



Whole enterprise finance and an organization's sustainability



# Funder Participation in Whole Enterprise Finance



**Full Capitalization** requires different kinds of money at different times from different actors

**Philanthropic Equity**

**"Retained Earnings"**

**Unrestricted Operating Revenue**

**Restricted Operating Revenue**

**Flexible Debt**

**Commercial Debt**

## Questions to Consider:

What are an organization's full capitalization needs?

How do grants and loans work together?

How and when to invest?

Who plays what role?

# Nonprofit Finance Fund: Our Lending Practice

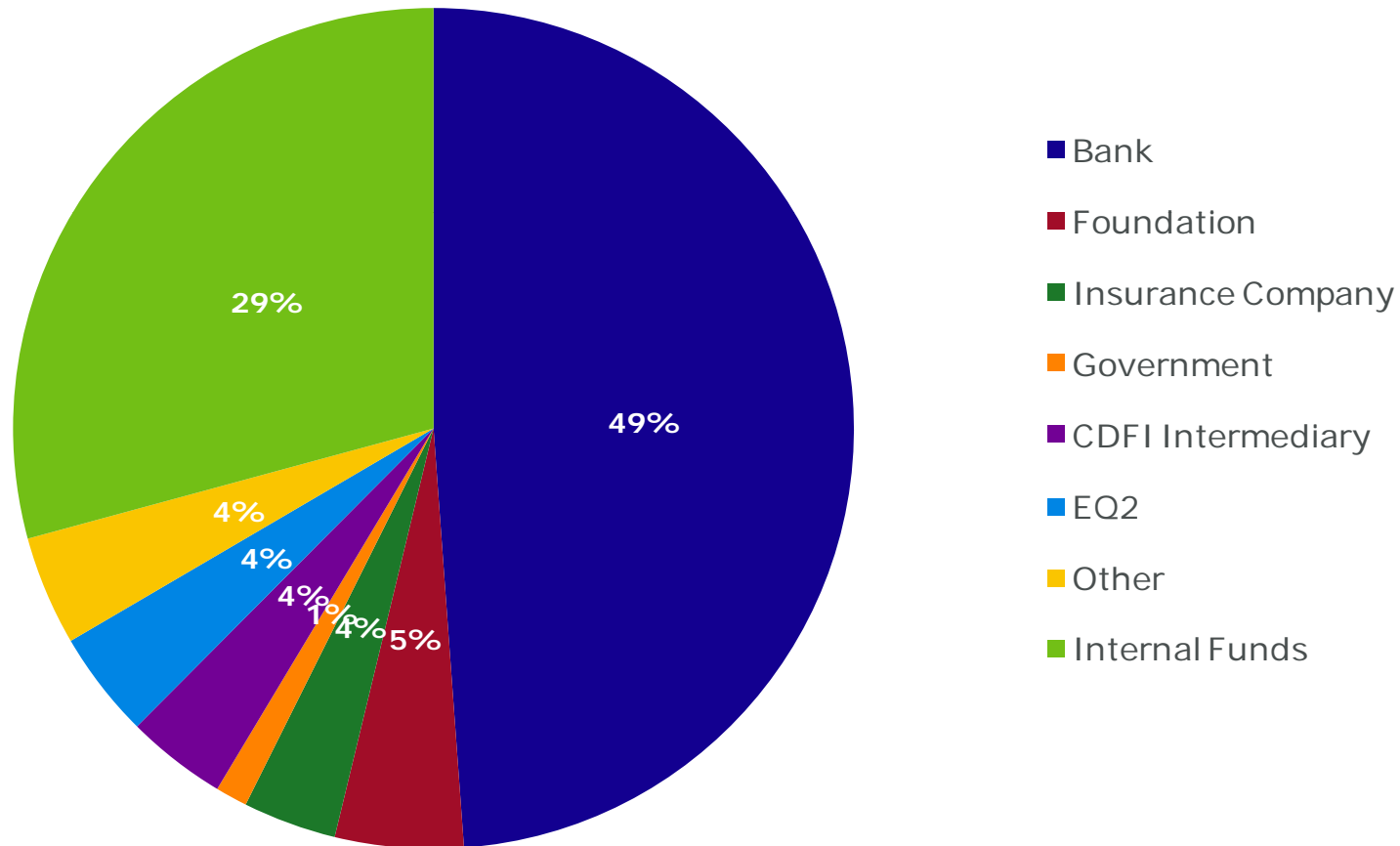


<b>PORTFOLIO</b>	<ul style="list-style-type: none"> <li>• Outstandings of \$56.8mm (9/30/10)</li> </ul>	<ul style="list-style-type: none"> <li>• Average loan size of \$740,000 (9/30/10)</li> </ul>
<b>TERMS</b>	<ul style="list-style-type: none"> <li>• 3- 7 year terms</li> <li>• 15 year amortization</li> </ul>	<ul style="list-style-type: none"> <li>• Market rates</li> <li>• Variable and fixed</li> </ul>
<b>BORROWERS</b>	<ul style="list-style-type: none"> <li>• Established NPOs</li> <li>• 5 years operating</li> </ul>	<ul style="list-style-type: none"> <li>• Operating budgets of \$500,000 - \$20mm</li> </ul>
<b>PERFORMANCE</b>	<ul style="list-style-type: none"> <li>• Charge-offs &lt;1%</li> <li>• Patient approach to workouts/restructurings</li> </ul>	<ul style="list-style-type: none"> <li>• Loan loss at 8.2% of portfolio (9/30/10)</li> </ul>

# Sources of Capital



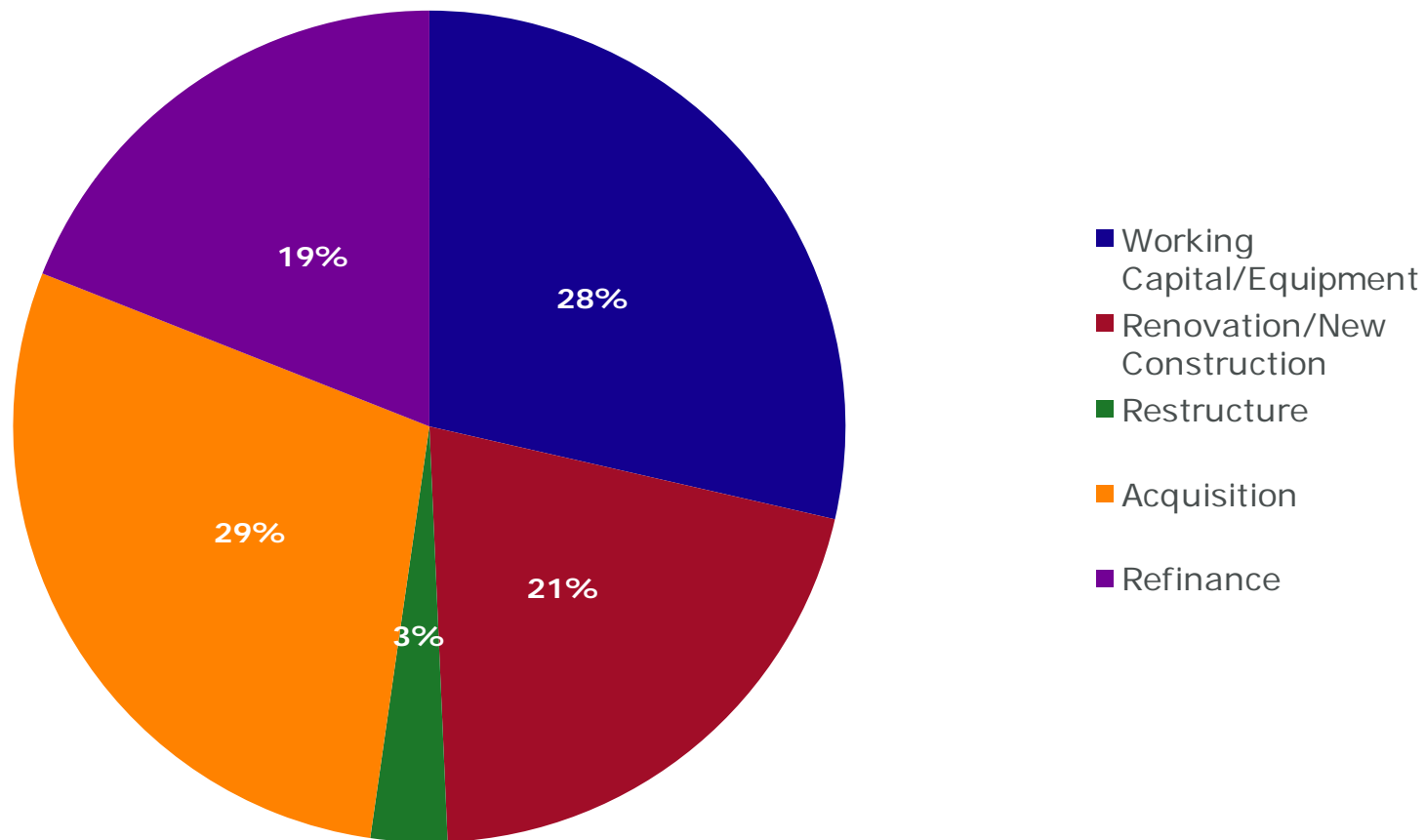
## NFF Loan Portfolio - Sources of Capital 09/30/10



# Portfolio by Loan Purpose



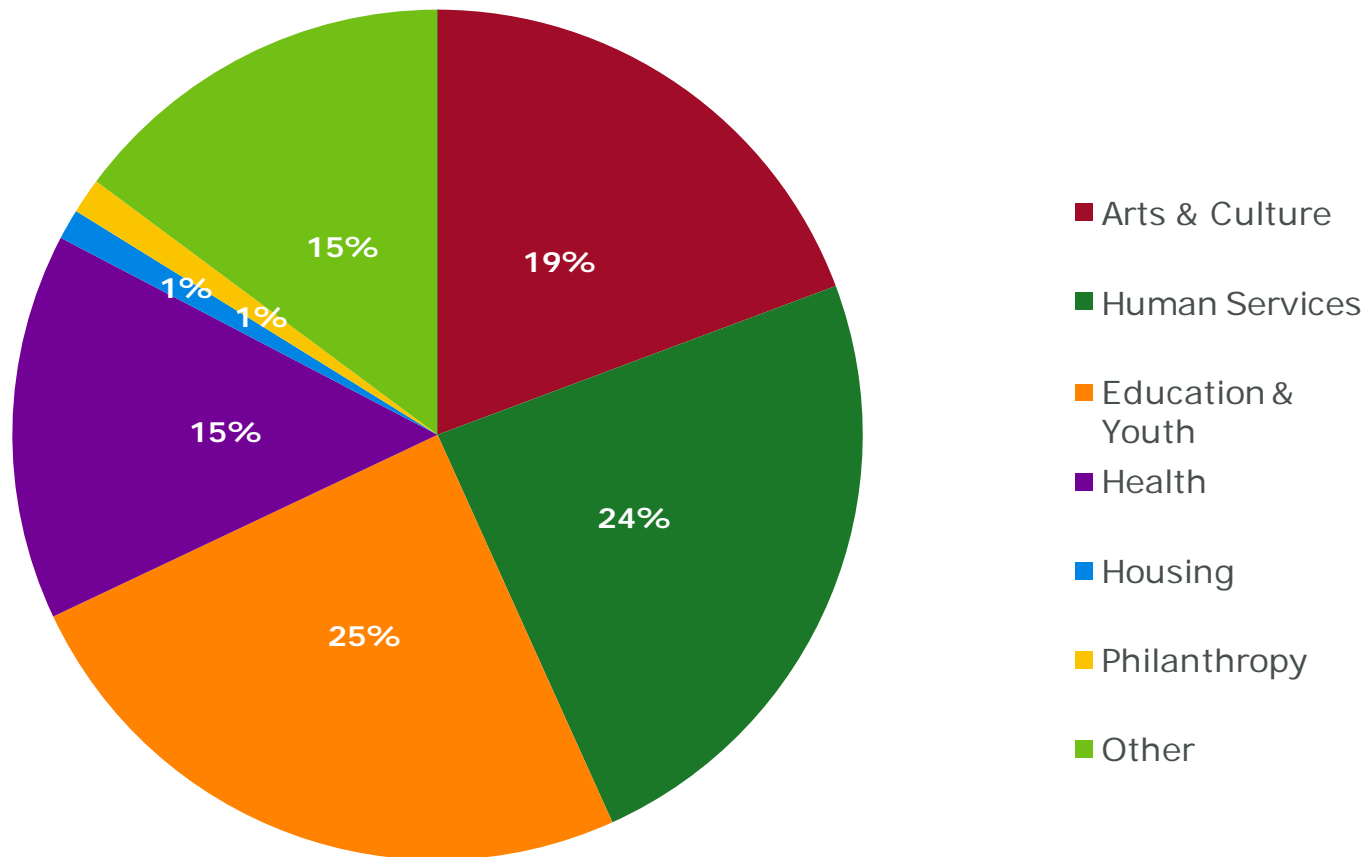
## NFF Loan Portfolio by Loan Purpose 9/30/10



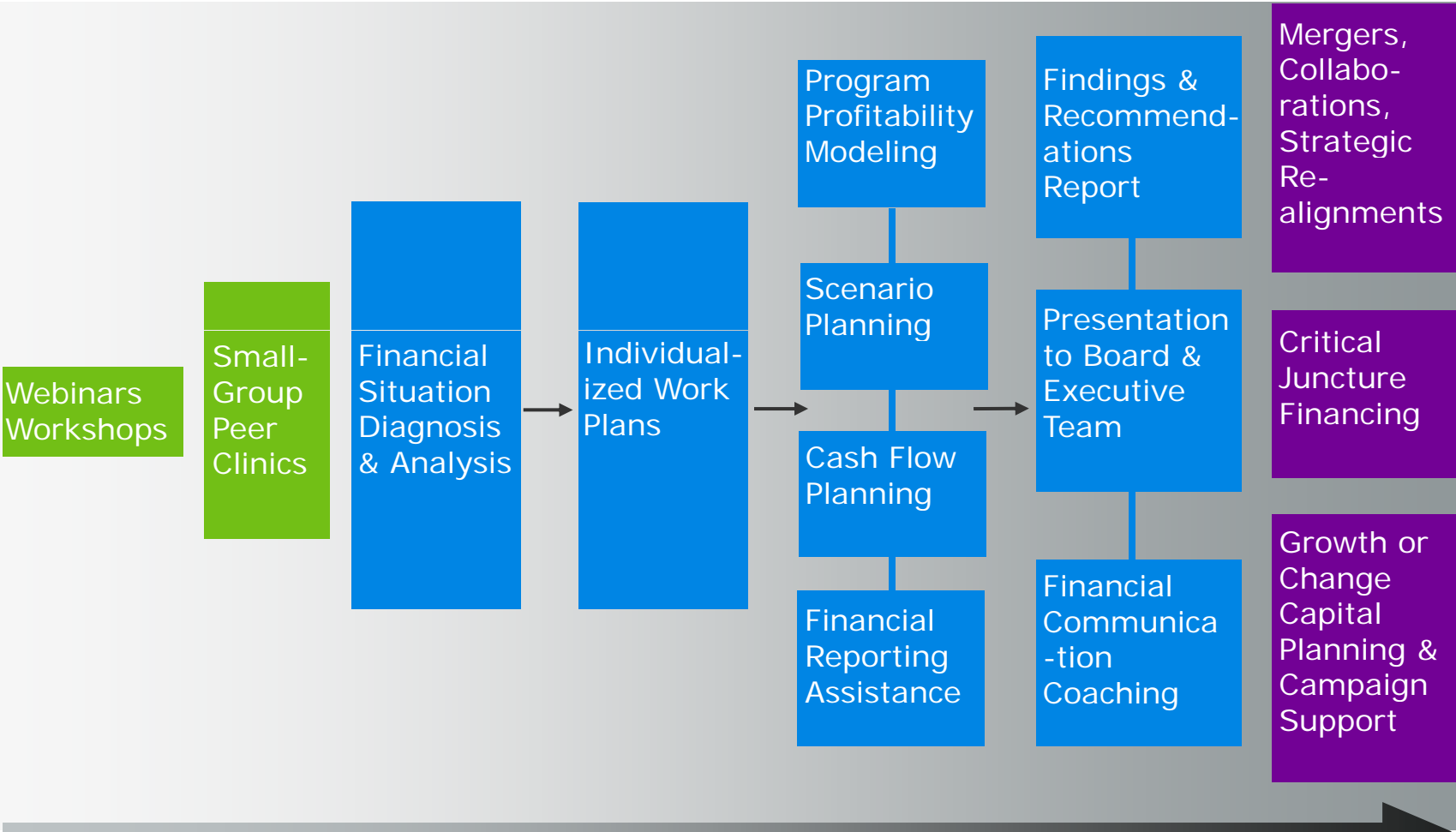
# Portfolio by Sector



## NFF Loan Portfolio by Sector 9/30/10



# Nonprofit Finance Fund: Consulting Services



**Introductory Services**

**Core Financial Planning & Strategic Management Support**

**Long-term, Customized Engagements**

# Nonprofit Finance Fund



**Thank you.**

**To learn more about NFF,  
visit us at [nonprofitfinancefund.org](http://nonprofitfinancefund.org)**

Kristin Giantris  
Vice President  
212.457.4754  
[kristin.giantris@nffusa.org](mailto:kristin.giantris@nffusa.org)