June 12-14
Pacific Grove, California
nativecdficonvening.org

2018 Native CDFI Capital Access Convening

Bringing Native CDFIs, Funders, and Investors Together to Bring Capital to Native Communities

Administration for Native Americans
Northwest Area Foundation
Prosperity Now
NeighborWorks America
AMERIND Risk
FHLB
NATIVE American Bank
Capital One Bank
INVESTING for Good
Portfolio Management Mechanics that Build Financial Performance

Emily Trump, Oweesta
Leslie Hoffman, LEH Consulting Group
Today’s Journey

• Introductions and Overview
• Three Pillars of Portfolio Management
• Practice
• Q&A
Your Tour Guides

Emily Trump
• Today: Oweesta’s Lending and Compliance Manager
• First Industry Gig: Loan officer on the Crow Creek Reservation

Leslie Hoffman
• Today: Community development consultant and business owner
• First Industry Gig: communications mgr. for Accion (NM)
Our Message

YOU GOT THIS!
What We Won’t Cover
Find a Partner

BUDDY UP!
Let’s Get Started!

Activity No. 1:
What would you do?
Managing Credit Risk

- Systematic
- Transparent
- Monitored
- Evidence-based

Accounts
Portfolio
Our Framework

Data

Tools

Structure
Pillar 1: Data

- Delinquency
- Default
- Deployment
Activity No. 2:
What would you do?
Pillar 2: Tools

- Monitor Board-approved goals over time (actual versus goal)
- Highlight current performance AND changes over time
- Call attention to gaps
Let’s Practice

Activity No. 3:
What would you do?
Pillar 3: Structure

Finance/Operations
- Accounting
- HR
- IT and Administration

Development
- Marketing
- PR/Outreach
- Grant Compliance

Lending
- Origination
- Portfolio Management
- Technical Assistance
Lending Up Close

Origination

- Business development
- Pre-loan lending TA
- Underwriting

Portfolio Management

- Loan closing
- Loan servicing
- Portfolio monitoring
- Collections
- Lending compliance
Portfolio Review Schedule

- Weekly Team Review
- Monthly Management Review
- Quarterly Board Review
Feedback Loops

- Board Review
- Strategic Plan
- Board Approved Goals
- Management Monitoring
- Staff Planning

Credit: Barbara Eckblad, The Eckblad Group
Areas of Risk

Credit Risk
- Quality
- Concentrations

Market Risk
- Market Conditions
- Target Market

Operational Risk
- Systems
- Staff

Liquidity Risk
- Sufficiency
- Duration
Let’s Debrief
Thank you!

Emily@Oweesta.org
Leslie@LEHConsultingGroup.com