

#### Diversity in Development

#### Adenah Bayoh

Founder & Chief Executive Officer, Foya Development Group

#### **Eric Dobson**

Deputy Director, Fair Share Housing

#### Michael Telesford

Senior Community Investment Officer, Corporation for Supportive Housing



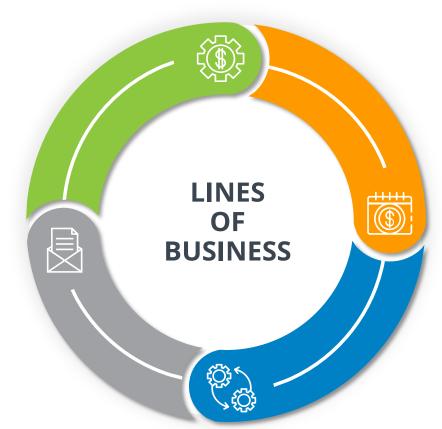
REDESIGNING ACCESS BY CENTERING EQUITY

#### What We Do

CSH is a touchstone for new ideas and best practices, a collaborative and pragmatic community partner, and an influential advocate for supportive housing.

#### 04.Lending

Powerful capital funds, specialty loan products and development expertise



#### **01.Training & Education**

Research-backed tools, trainings & knowledge sharing

### O3.Consulting & Assistance Custom community planning

and cutting-edge innovations

**02.Policy Reform** 

Systems reform, policy collaboration and advocacy





csh.org

## How We Drive Impact









## CSH'S RACE INITIATIVE

The nation's racial wealth gap has left BIPOC developers with inadequate material wealth and resources. We launched the RACE Initiative to bridge this gap and expand BIPOC developers' access to capital and resources.

## **Initiative Goals**

- \$200 million invested over 5 years
- Invest in at least 75 developers including 25 emerging developers
- Influence racial equity considerations in QAPs and other state funding
- overtime shifting our portfolio from 43% to 65% invested in BIPOC developers



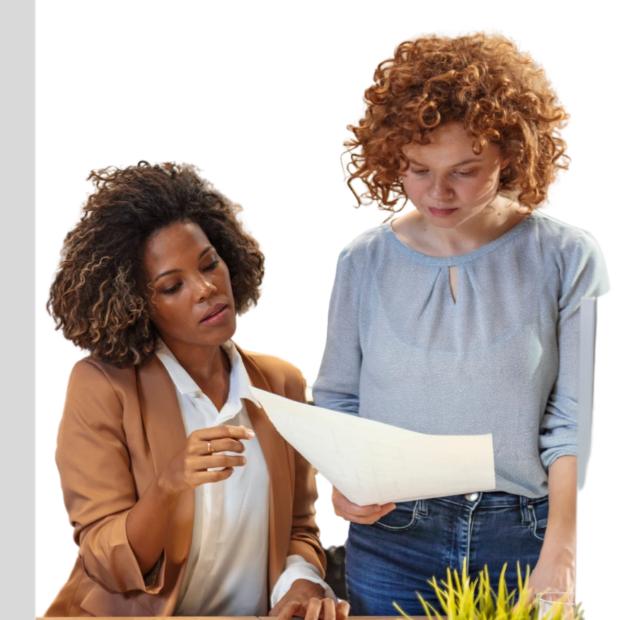




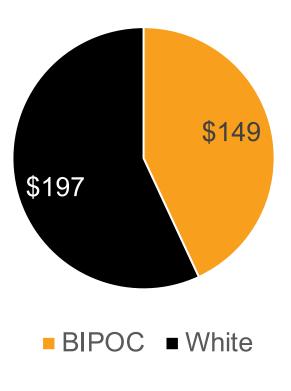
# **Challenges Facing Established Developers**

- Inability to scale due to financial constraints
- Need for access to larger lines of credit
- Access to more predevelopment dollars





## **CSH Lending: 2016-2020**



Total Lending = \$346 million

43% to BIPOC developers





# CSH's Committed Resources

- Utilizing the Solutions Fund and our other lending capital
- CSH is forgoing interest earnings by providing reduced interest rate to BIPOC developers
- \$1.1 million flexible Project Initiation Loan
   (PIL) pool created with net assets
- CSH is using net assets to provide grants to emerging developer after loan is closed
- Full time staff member committed to managing the initiative
- Active pursuit of grant funding from public and private sources





## Thank you!

For more information about the RACE Initiative and our Equity work, please visit csh.org/equity





#### Diversity in Development

# Questions?

Thank you for attending the panel!