



COMMUNITY OPPORTUNITY ALLIANCE

U N T I L A L L T H R I V E



COMMUNITY
OPPORTUNITY
ALLIANCE

Community Opportunity Alliance (formerly NACEDA)

Grounding Values in Research

Frank Woodruff - Executive Director

What does the Grounding Values in Research Project do for the Community Development Field?

Draws attention
to community
developers

Sustains
actionable
research

Advances racial
equity
& **community**
connectedness

Develops
better
investment
strategies

Informs federal
policy

Documents
impact,
achievements,
and production

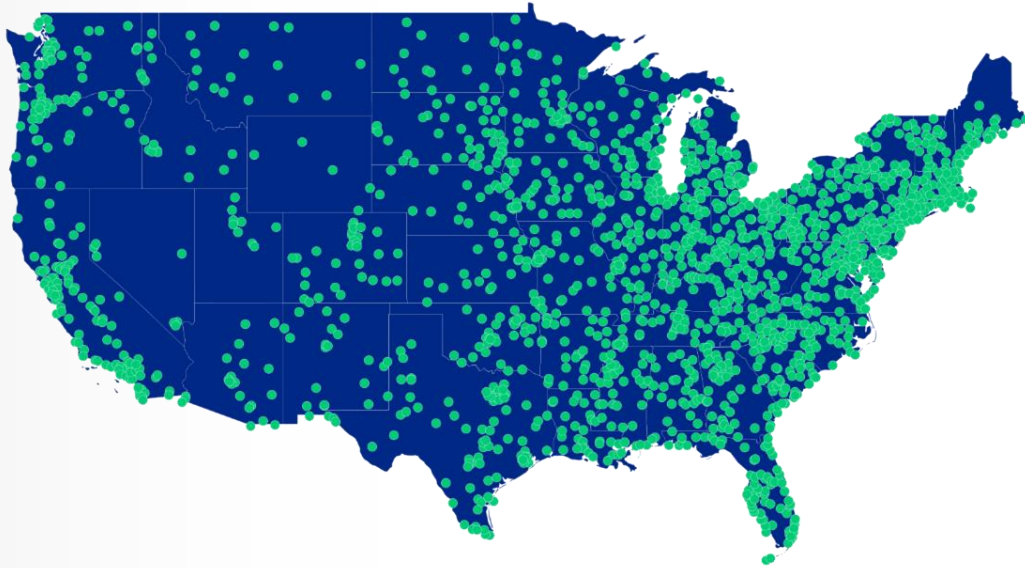
Community-Based Development Organization (CBDO) AKA community development organization

Private, nonprofit, community-based organizations whose work is aimed at improving the lives of lower-income people or the communities they live in and that either

- 1) develop housing, commercial, industrial or community facilities
- 2) support business development

Community Development Organizations, 2018

National



\$54.2 B
in assets





\$22.9 B
in revenues

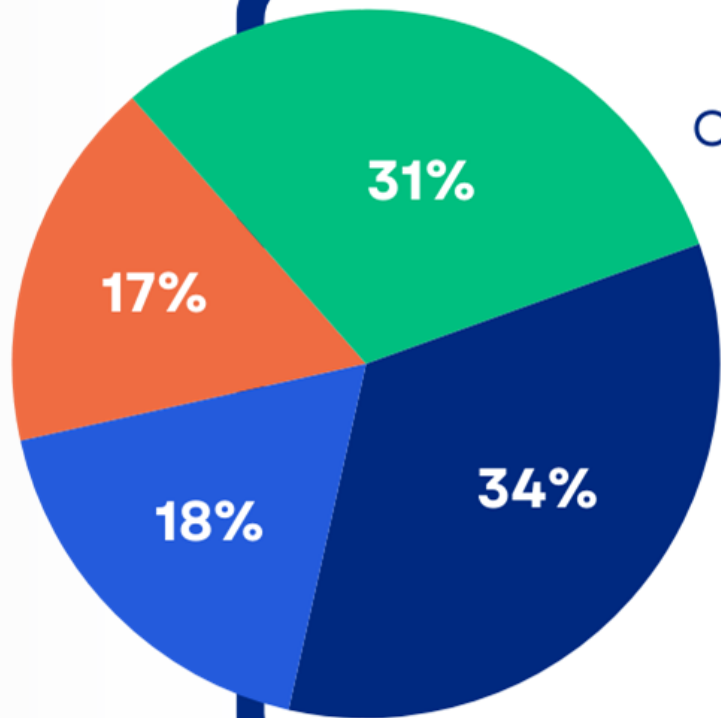
234,520
Employees

??%

**What % of
organizations
nationally do
you think are
fragile?**

**FINANCIAL HEALTH
COMMUNITY DEVELOPMENT
NONPROFITS**

-  EXCELLENT FINANCIAL HEALTH
-  GOOD FINANCIAL HEALTH
-  ADEQUATE FINANCIAL HEALTH
-  FRAGILE FINANCIAL HEALTH



FINANCIAL HEALTH COMMUNITY DEVELOPMENT NONPROFITS

- EXCELLENT FINANCIAL HEALTH
- GOOD FINANCIAL HEALTH
- ADEQUATE FINANCIAL HEALTH
- FRAGILE FINANCIAL HEALTH

The Financial Health of Community Based Development Organizations - Florida



230
Organizations

\$1.56 B
in assets

\$719M
in revenues

Florida Cities Included in Metropolitan Area Types

Large Metro

Miami-Ft Lauderdale
Tampa-St.
Petersburg
Orlando-Kissimmee
Jacksonville

Med. Metro

Sarasota
Daytona Beach
Fort Myers
Melbourne
Tallahassee
Gainesville
Pensacola

Small Metro

Fort Walton Beach
Punta Gorda

Non Metro

Bowling Green
Key West
Live Oak
Marianna

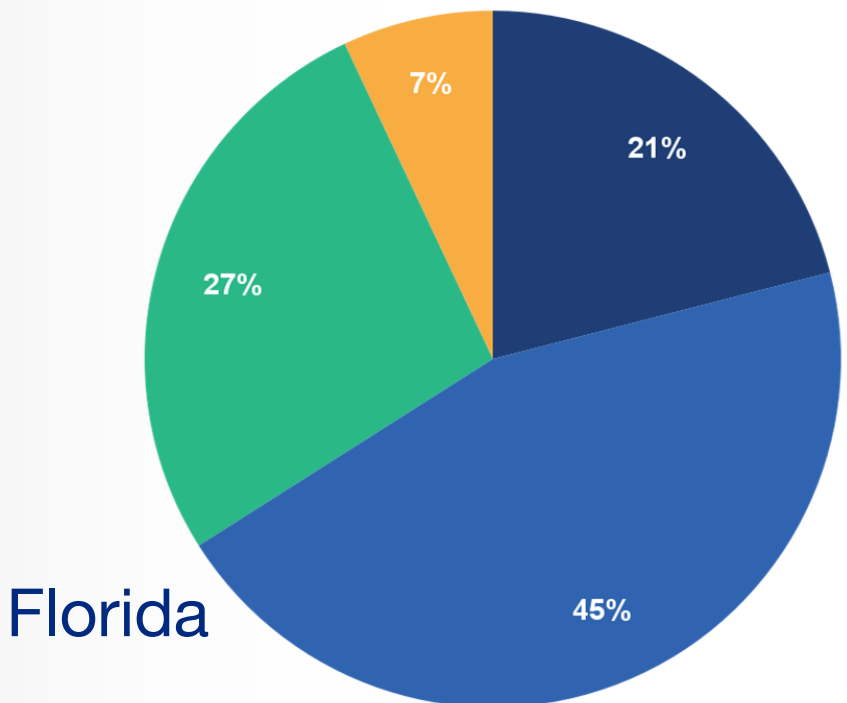
??%

What % of
Floridian
organizations
do you think
are fragile?

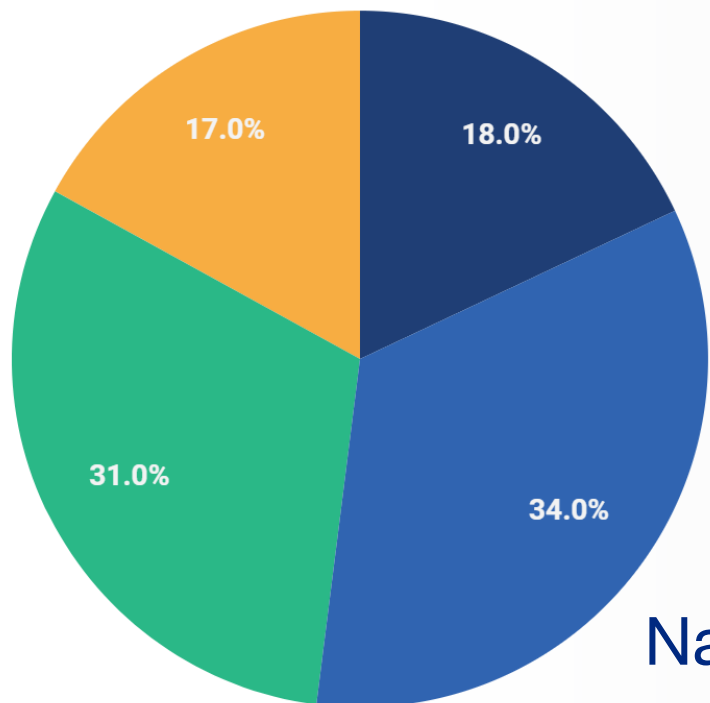
FINANCIAL HEALTH COMMUNITY DEVELOPMENT NONPROFITS

- EXCELLENT FINANCIAL HEALTH
- GOOD FINANCIAL HEALTH
- ADEQUATE FINANCIAL HEALTH
- FRAGILE FINANCIAL HEALTH

● Fragile ● Adequate ● Good ● Excellent



Florida

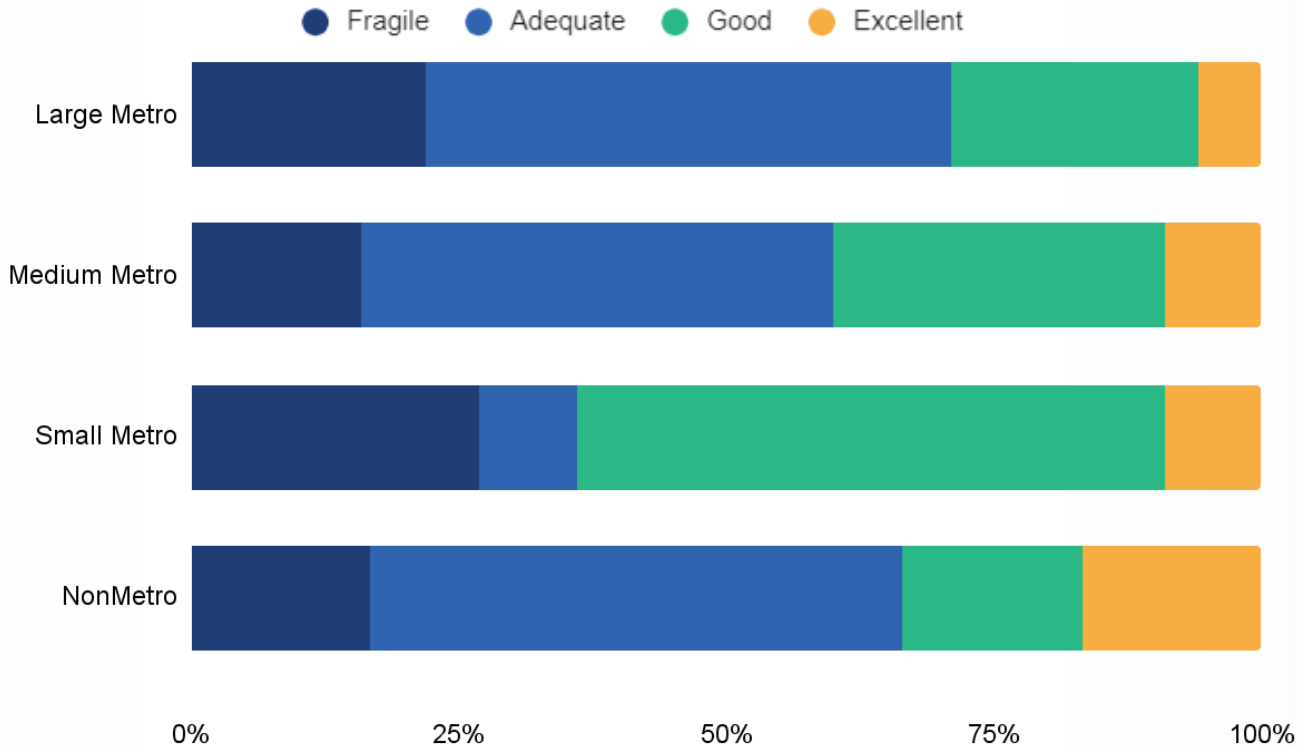


National

Financial Health of CED Groups, 2018 (% of Total Groups)

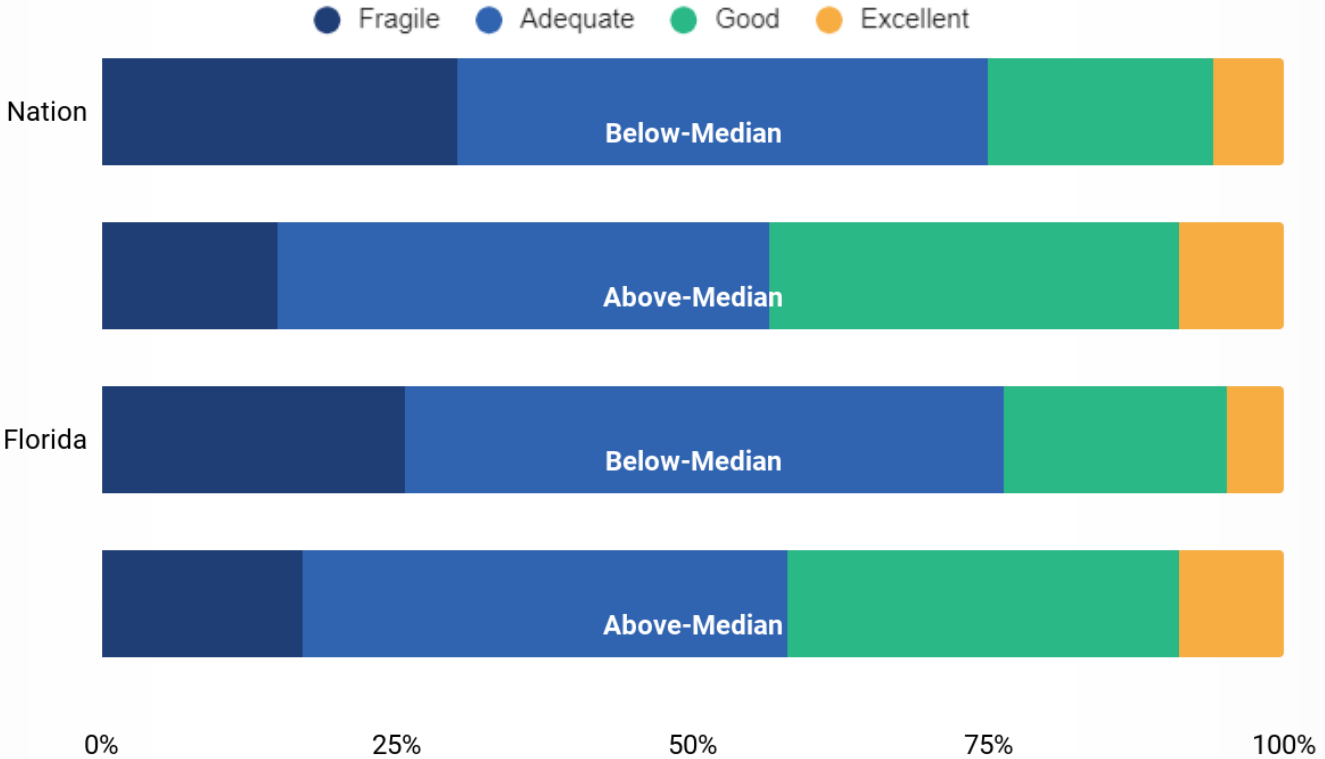
Financial Health of Florida Organizations by Metro Size, 2018

(% of Total Groups Statewide)



Financial Health of CED Groups by Size, 2018

(% of Groups)



Questions about Financial Health

What is your reaction to the audience's guess about the field's financial health?

What are the biggest financial challenges facing CDOs in Florida? Does this align or not from the data presented?

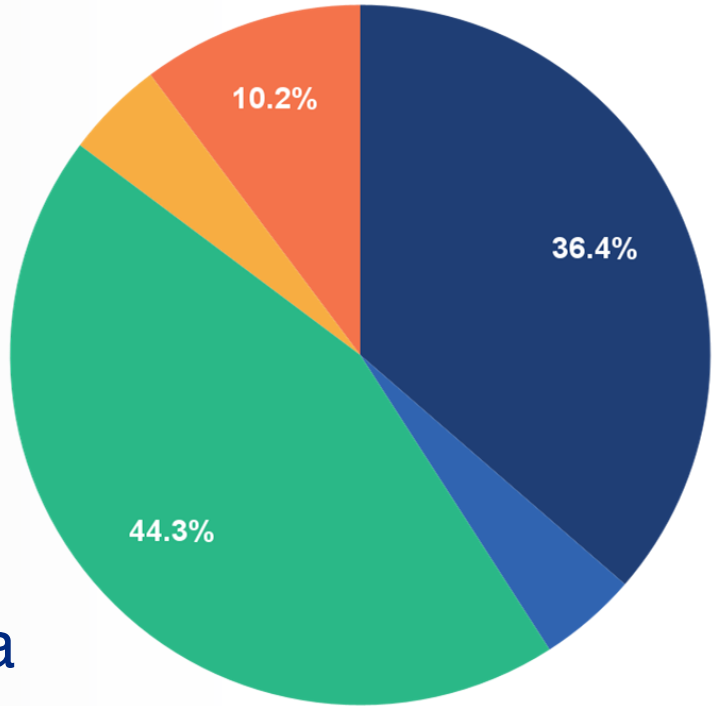
How do state and local government policies in Florida influence the financial health and sustainability of CDOs?

9

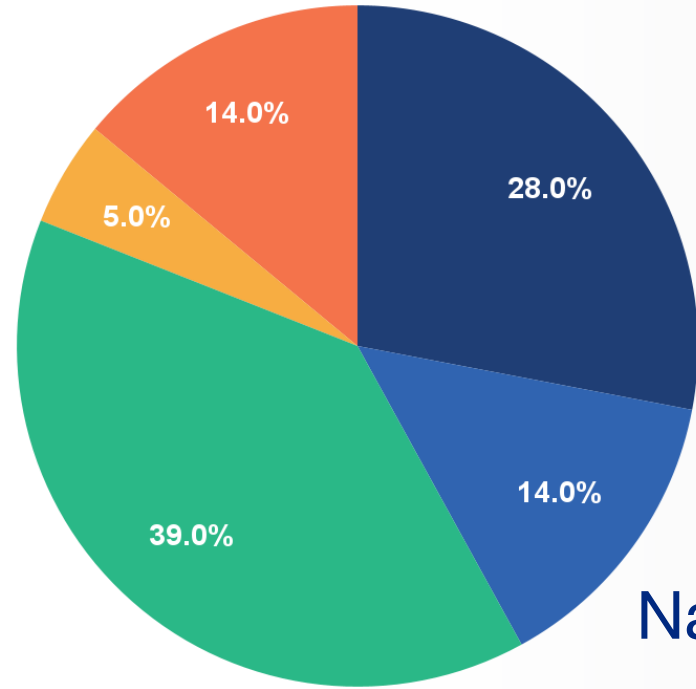
The number of distinct services provided by the average community development organization in addition to their development activities.

Community Organizing - Resident Services - Government Advocacy

● Real estate development ● Real estate management ● Social Services ● Lending ● Other



Florida

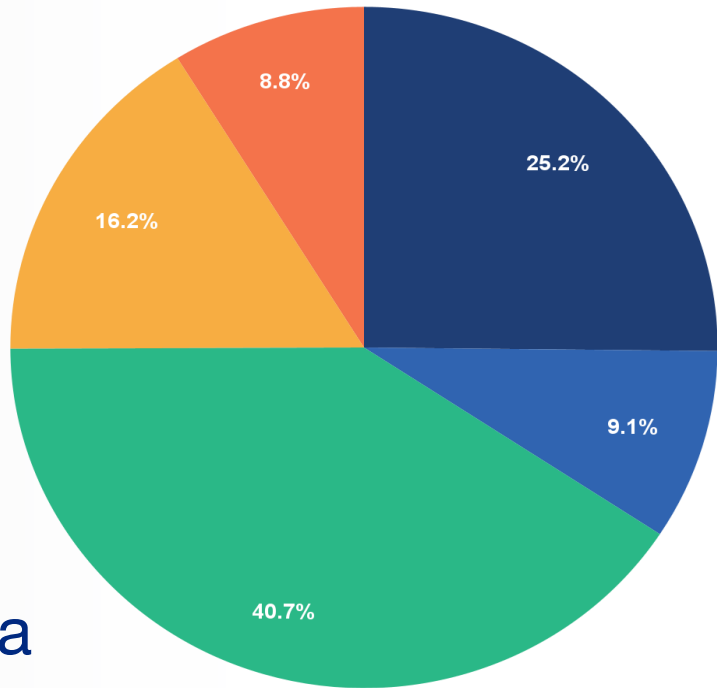


National

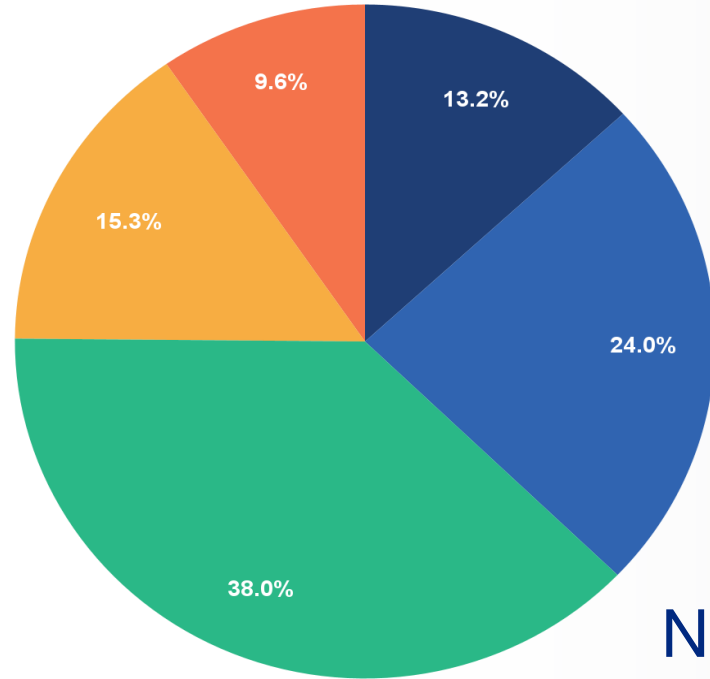
Primary Activity Type of Organizations, 2018 (% of Total Groups)

Allocation of Revenues by Primary Activity Type, 2018 (% of Total Revenues)

● Real estate development ● Real estate management ● Social Services ● Lending ● Other



Florida



National

What role does the community development field play in Florida?

How does this compare to what you know about the work that community development organizations do in Florida?

Florida tends to have proportionally more CDOs focused on real estate development than the nation, but also substantially fewer CDOs that primarily do asset management. The money spent on these activities follows similarly. Why is this?

The data indicates certain business lines are more financially supported. In Florida, which business lines (e.g., housing, economic development) receive the most financial support, and what impact does this have on their long term activities, health, and productivity?

Florida Resource Flows and Concentration

Community development
organizations

Who is providing resources?

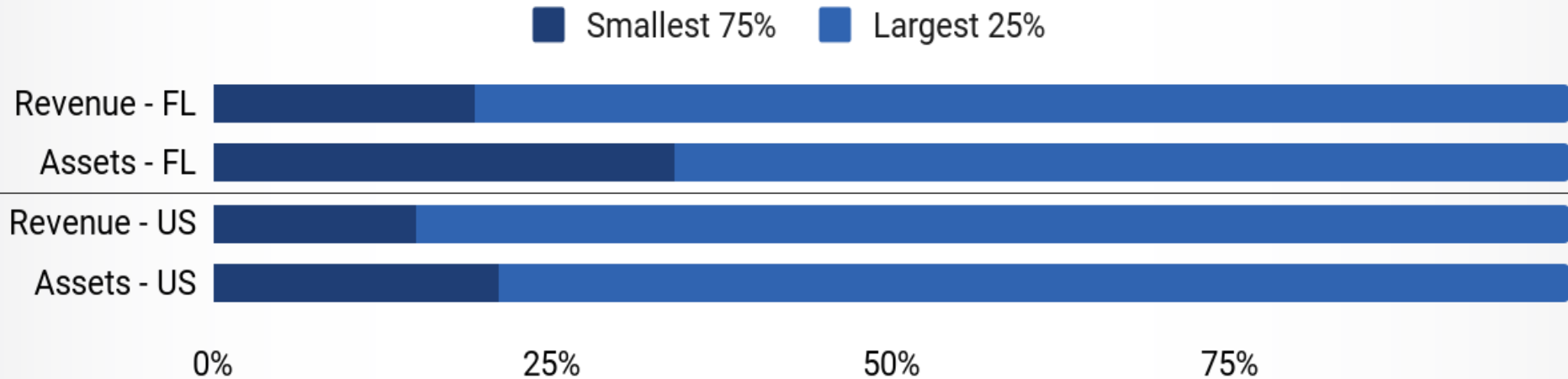
Where do resources go?

How does that compare nationally?

What are the consequences for
smaller organizations?

What elements of the community
development finance and policy
systems may be causing these
imbalances?

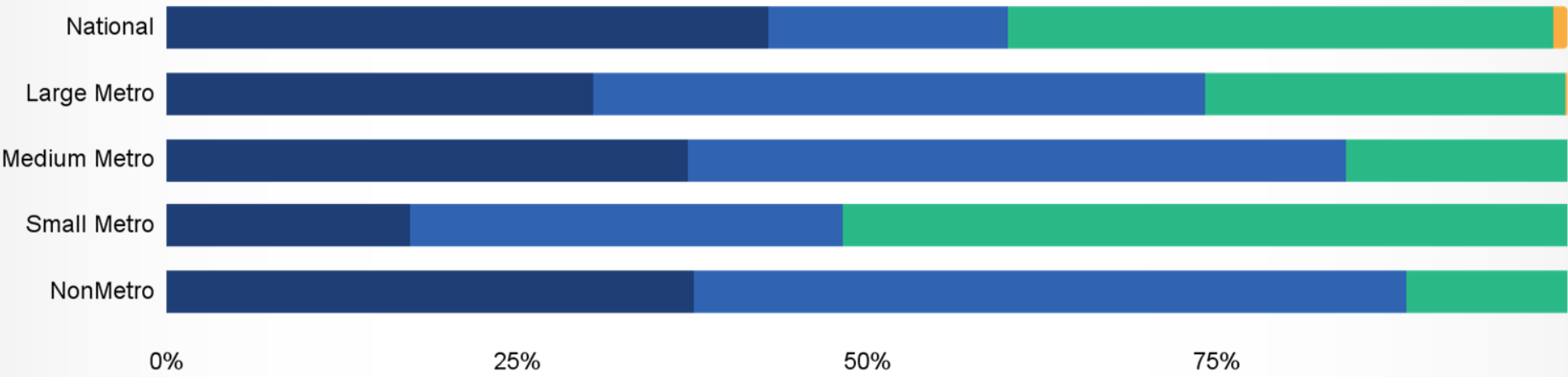
Resource Allocation Organizations by Size, 2018 (% of Total)



Sources of Revenue by Region and Metro Area Type , 2018

(% of Total Revenues)

Government Grants Other Contributions Program Revenue Other Revenue



Sources of Revenue by Activity Type , 2018 (% of Total Revenues)

■ Government Grants ■ Total Contributions ■ Total Program Revenue ■ Miscellaneous Revenue



0%

25%

50%

75%

100%



What role does funding play in shaping the field in Florida?

What are the primary sources of revenue for CDOs in Florida? Are there any untapped or underutilized funding streams that local organizations could explore?

We see real estate management almost completely supported by rents, with little support from government or private grants. What consequences does this have for housing residents?

Compared to nationally, Florida organizations receive a smaller portion of their revenue from government grants. What are the underlying reasons? What can be done to solve that?

How are resources distributed across different Florida communities?

The data shows significant disparities in resource allocation across geographic areas and business lines. Do you think Florida's CDO landscape is complicit in perpetuating these inequities, and if so, how do we begin to change that dynamic?

Many CDOs rely heavily on a small number of funding sources. Is this over-reliance stifling innovation and adaptability in the sector? What needs to shift to diversify funding streams and encourage more risk-taking in community development?

Q&A

Scan the QR code to
read the reports for
yourself!



High-Level Findings about the Community Development Field

- The scale of production in the field is confirmed.
- The field is financially significant in size – \$23B in revenue and \$54B in assets.
- Organizations orient to community needs, leading to a unique mix of activities.
- Small and mid-sized metropolitan areas have fewer resources.
- Financial resources are concentrated among the largest organizations
- The field is financially healthy overall, but smaller organizations and organizations led by people of color continue to face disproportionate financial challenge.
- There is a lack of understanding and attention for the field at the federal level.