



# **Building Strong Partnerships with Non Profit Organizations**

## **Practical Application**

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# Our Objective

## Meet CRA Goals - Services, Investments & Lending

### – **Challenges**

- Not a lot of opportunity to invest and lend within assessment area.
- Limited number of strong organizations that can do the work.
- Limited subsidies available within the State of Nevada to build affordable housing.
- Lots of competition for a few projects

### – **Possible Solution**

- Increase capacity in non profits
- Promote public policy change
- Build strong community partners

### – **Senior Management Understanding**

- It's a long term commitment
- Change and outcomes will take time

# To build partnerships you must be a partner!

**Building Partnerships can earn you CRA Service Credit:**

**It's not always about the money!**

- **Volunteer Work**
- **Non Profit Board Participation**
- **Volunteer for community task force and work groups:** Affordable housing, foreclosure, homelessness, financial education, EITC/TAP initiatives, etc.
- **Organize Non Profit Workshops** – One Page Business Plan, foreclosure prevention, etc.
- **Provide Technical Assistance** – Offer free consultation either internal or external expertise on non profit organization.
- **Become a Community Development Leader in the Community** -Create an open door policy. Encourage calls and respond to calls and questions from outside groups even if you don't think it may result in CRA credit. Do this in a timely business manner. You might be surprised what can lead to a future investment or loan opportunity.
- **Become a Resource Connector** - Understand that you can't do it all. That you need to collaborate to get things done. Create a resource list of private, non profits, banks, government entities, other grant programs, and share with others. Make the introduction when possible.

# **Building Partnership**

Understanding the needs of nonprofits in the community

## **We asked ...**

What do you need to build and strengthen your organization and how can we help?

## **We Listened...**

Through focus groups, needs were identified

## **We Delivered...**

Charles Schwab Bank delivered...

# Deliverables

## Capacity Building Grant Program

- Includes Technical Assistance

## Non Profit Roundtable Events

- Peer learning among non profit organizations in an effort to build nonprofit capacity as cost effectively as possible

## Community Development Speakers Series

- Coming soon

# Capacity Building Grant Program

- The Charles Schwab Bank Grants Program (Program) is designed to assist in building the capacity of non-profit organizations and public agencies in Washoe and Storey Counties, Nevada, which work to support affordable housing and community development projects in those counties.
- The Grants Program seeks to increase the number and capability of organizations in Washoe and Storey Counties that include community development as part of their mission, and to increase the number and quality of community development projects in the area. Such projects might include affordable homeownership, rental, senior and special needs housing, mixed-use and mixed-income housing, child care facilities, social service facilities, and projects that create jobs for or new small businesses owned by low- and moderate-income residents of Washoe and Storey Counties.

Eligible Activities: Grants are awarded on a competitive basis to support community development efforts in the following program areas:

- Organizational Capacity Building
- Project Development
- Public Policy

# Organizational Capacity Building

**Organizational Capacity Building:** To assist in the building of internal capacity of community development organizations in financial management, strategic planning, organizational assessment, staff and Board development, and program evaluation.

# Project Development

- **Project Development**—to support specific affordable housing and/or community development projects at their early stages. For instance, an organization might request funds to carry out an initial market study, or to hire a development consultant to assist in structuring a potential deal or complete a funding application.



# Public Policy

- **Public Policy**—to support research and education projects in the areas of affordable housing and community development.

# Some Results

## Capacity Building Grant Program

\$442,913 in grant awards  
5 Grant cycles in 2 ½ years  
28 Different agencies served

1 Housing authority  
1 Tribal entity  
5 Faith based organizations – Nonprofits  
5 Government agencies  
16 Nonprofit organizations

8 Housing projects  
6 Facility projects  
1 Investment  
4 Policy change initiatives

2 Grant funds returned  
2 Didn't meet objectives

# Non Profit Roundtables

## **Charles Schwab Initiated Non Profit Round Tables:**

- Initiated around the thought of peer learning among non profits.
- There are several benefits to the idea of encouraging peer learning particularly in efforts to build nonprofit capacity as cost effectively as possible.

## Benefits

- People learn better by hearing about the experiences of their peers.
- Networking encourages collaboration and partnership.
- Facilitated Peer Learning is more empowering than traditional capacity building.

# Building strong partnerships with non profit organizations!

## Results:

- Non Profit – Non profits partners that are better able to deliver on their mission.
  - Develop Affordable Housing Units
  - Purchasing their own facility
  - Create jobs
  - Financial education and stability of clients served
  - Etc...
- Bank – Meeting CRA requirements
  - Service
  - Investments/Grants
  - Lending
- **Make a difference in the communities we serve**