



**University of
New Hampshire**

Carsey School of
Public Policy

Attracting New Institutional and Individual Investment in Community Development

Universities, Hospitals, Community Foundations, Individuals including DAFs

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The Existing Landscape for Community Investment

- Field has grown – over 1000 CDFIs – total capitalization – over \$110 billion
- But indicators of caution –
 - Too dependent on government and banks? (68% from banks, gov't and “internal” funds – CIF, GIIN Study 2016)
 - Capital ratios declining (Aeris – 2013-2017)
 - Demise of platforms Impact Us and Mission Markets



Key Issues in expanding to other institutional and individual investors

- Lack of formal communication between program staff (hospitals, foundations – including DAFs, educational institutions) and investment team.
- Often don't address key issues for investment staff around fiduciary responsibility, due diligence and risk/return profiles.



Some Action Strategies

- Engage key people at the university, hospital or foundation – CFO, investment advisor, investment committee
- Be able to talk finance “language” re: portfolio strategy, fixed income securities etc.
- Involve key constituencies e.g. at the university – including students and faculty



University Investment in Community Development

- Be prepared to discuss real life ideas and opportunities, e.g. the local Community Development Financial Institution.
- Look at broader investment goals to be pursued (e.g. ESG – environmental, social, governance)
- Look for opportunities to embed these ideas in other activities, e.g. at university – including courses and internships.





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