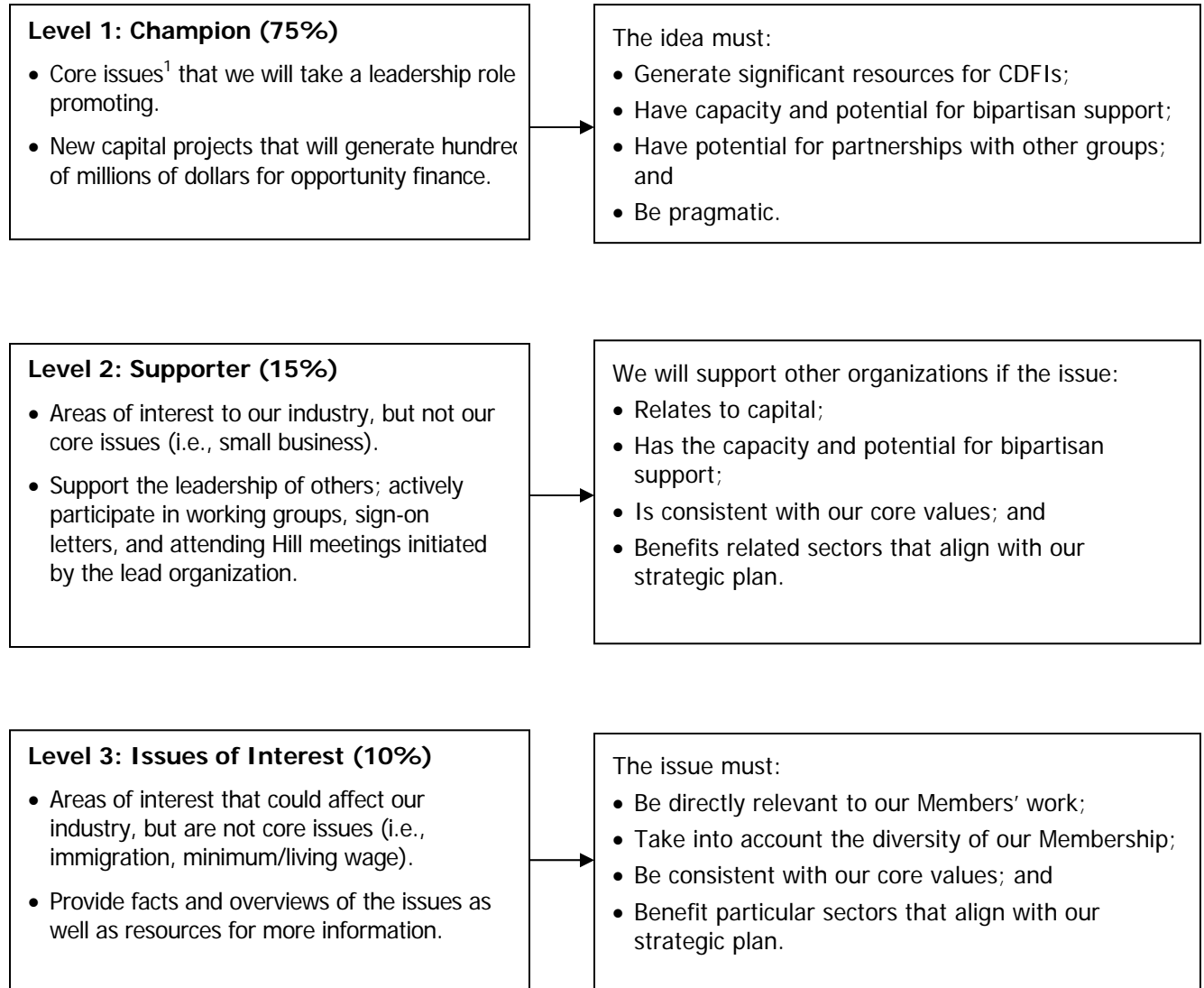


Appendix A: Criteria

Finance-Led Policy Criteria CDFI Capital & Leverage Financing

We divide our policy efforts into four functions: 1) Issue-Based Lobbying (50%), which centers policy initiatives on specific issues; 2) Voice of Justice (15%), which seeks to narrow the gap in income, wealth, and power; 3) Educator/Advisor (25-35%), which focuses on production and distribution of resources, research, and information about topics of interest (to both internal and external audiences); and 4) Election-based (10% in election cycle), which is general education about candidates and educating candidates about our issues.

We will pursue our primary focus on capital policy issues based on the following decision-making and resource allocation structure.



¹ Core issues are CDFI Fund, NMTC, GSE Reform, CRA, and Predatory Lending.