

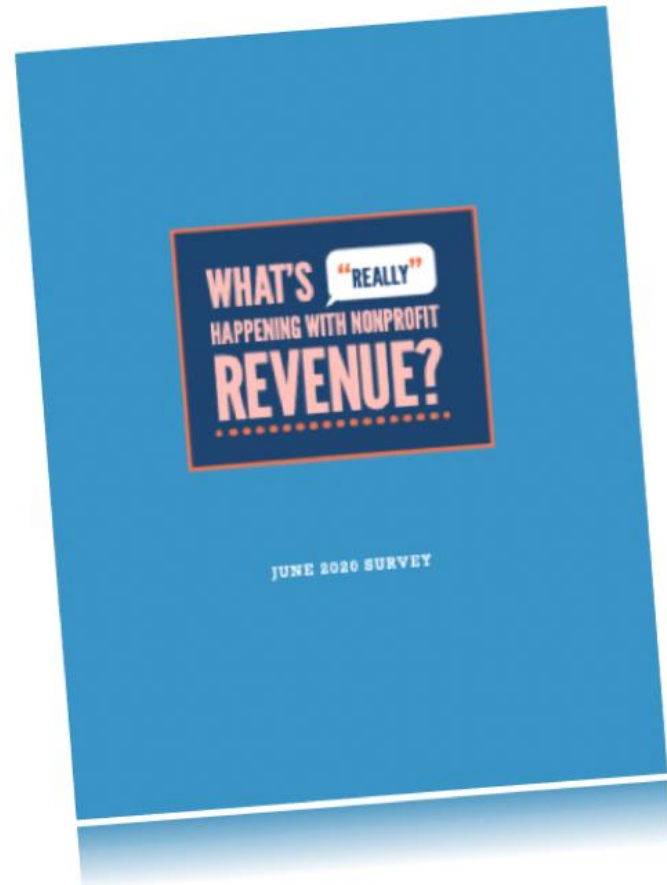
What's *Really* Happening  
with Community  
Development Corporations  
Now?

A Look at Revenue

Gail S. Bower  
Karen Eber Davis, MBA

# Agenda

- **Compare CDCs and National Data**
- **Responses to the COVID Crisis**
- **Solving Revenue Challenges**

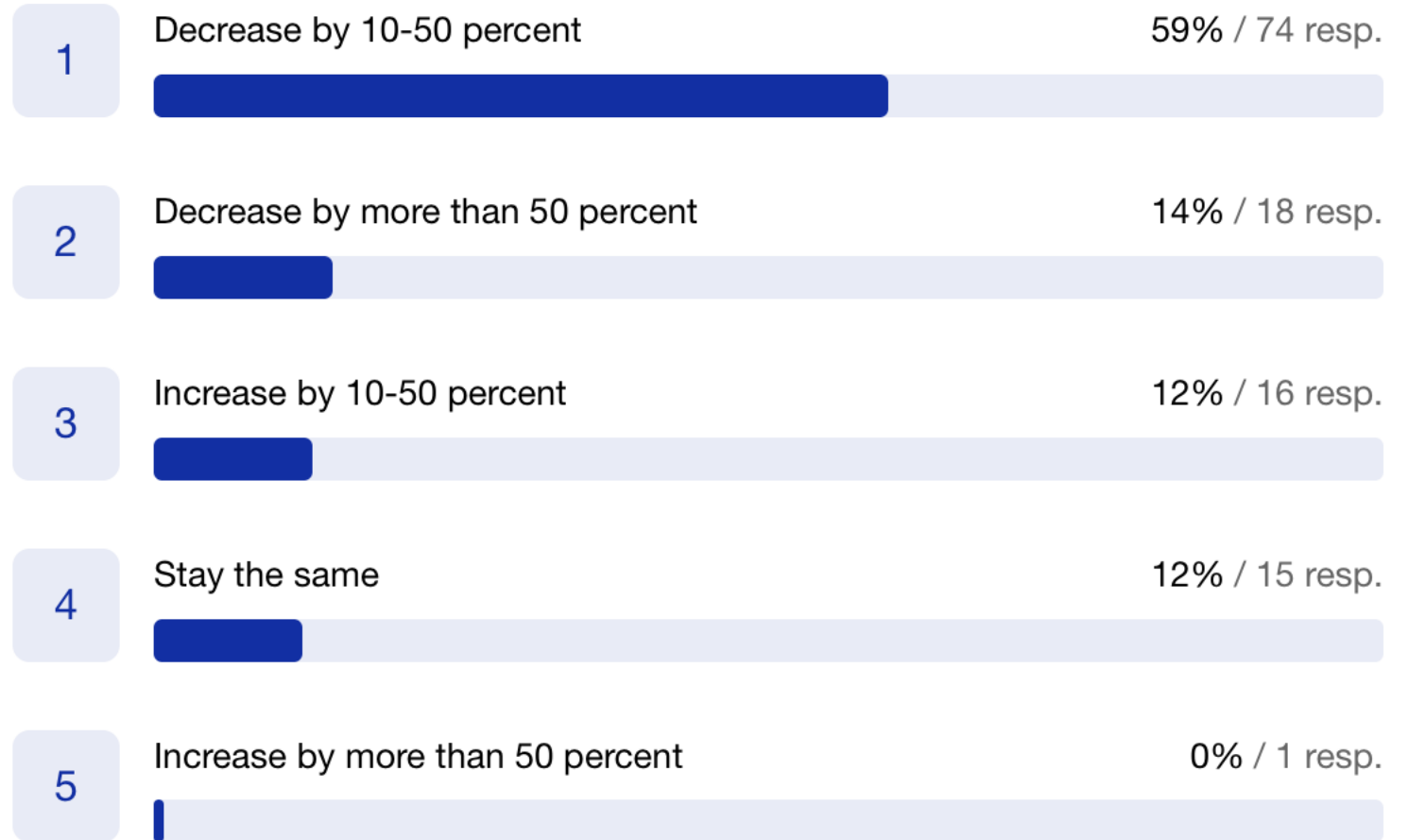


# The Study

- **June 2020**
- **National, variety**
- **Leadership mindsets**

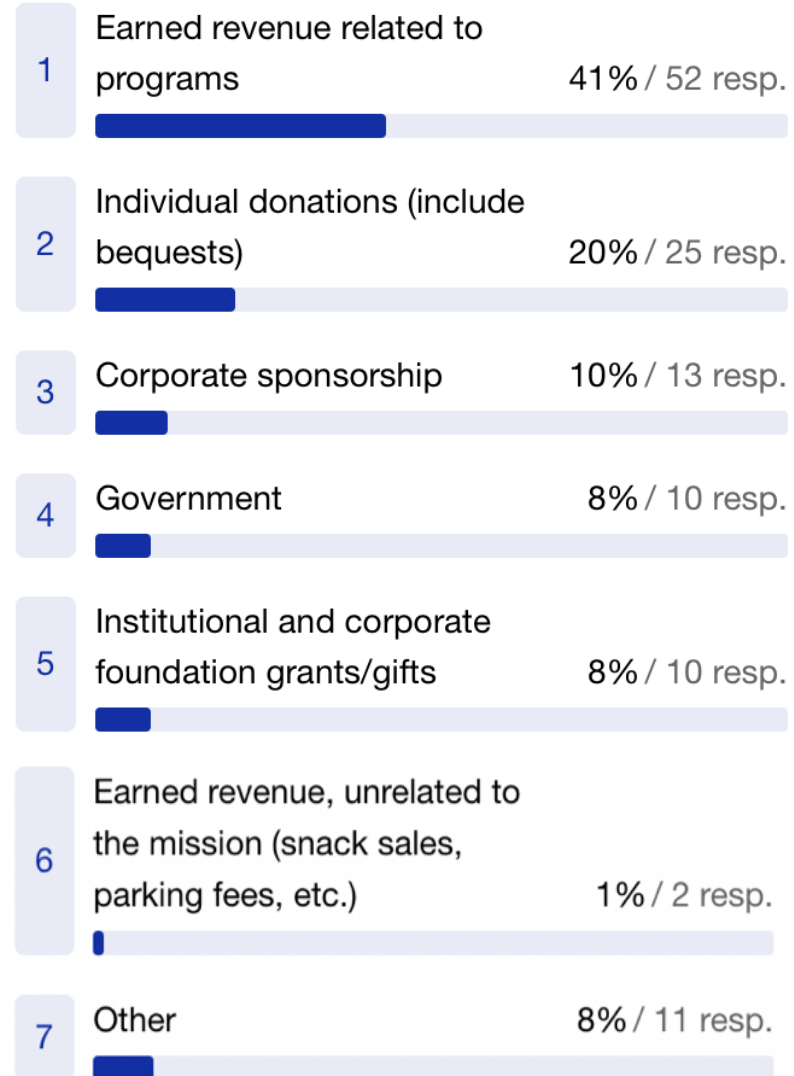
# Poll #1

"By year-end,  
I expect  
our  
nonprofit's  
*overall*  
revenue  
to:



# Poll #2

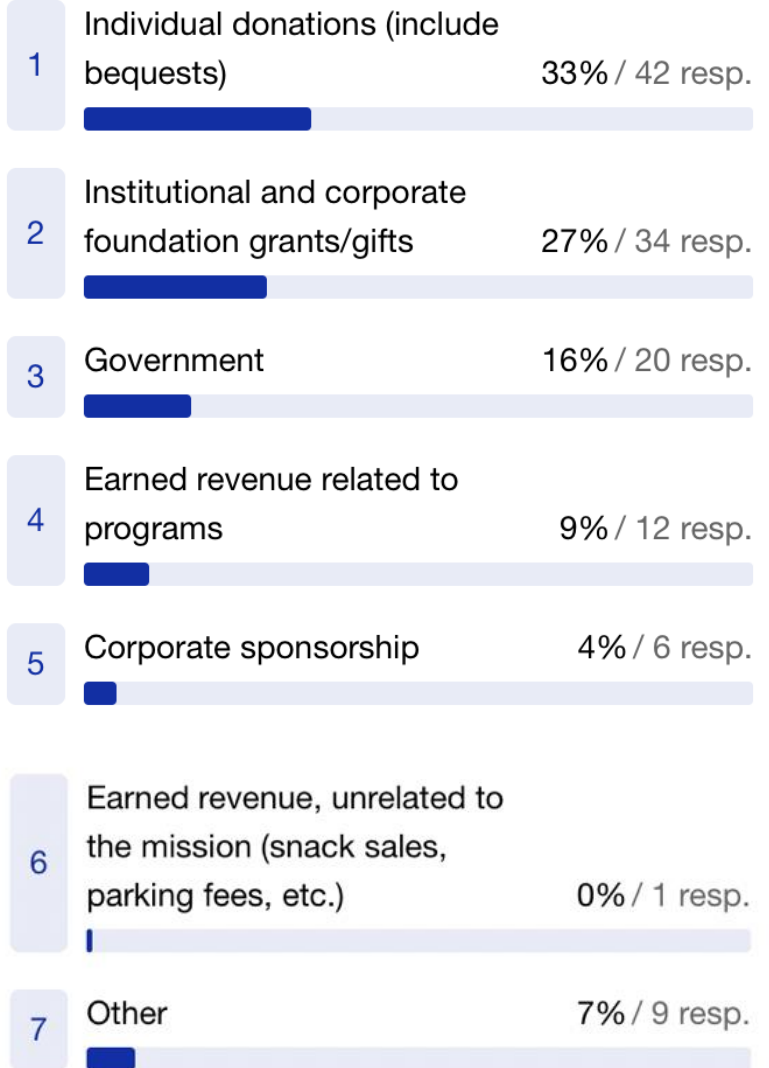
"Which single revenue source are you **most** concerned about?"



# Poll #3



"Which one  
revenue source  
are you most  
optimistic  
about?"



# Leadership Styles

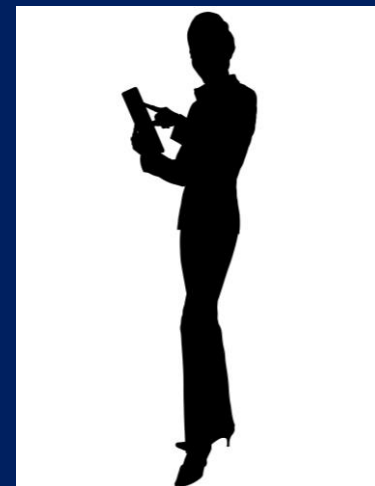
Despairing Dee



Accepting Al



Solving Sal



# Breakout Room #1

**#1 Chat: write &  
copy-paste**  
**#2 Facilitate**  
**#3 Time Keeper, 7  
min**  
**#4-6 Accountability  
& Backup**

**Q:**  
**What are some  
times you used a  
solving leadership  
style during COVID-  
19?**

**What innovations have you seen or are you considering to grow, maintain, or protect your revenue?**

**WHAT'S REALLY HAPPENING WITH COMMUNITY DEVELOPMENT CORPORATIONS NOW?**

**A LOOK AT REVENUE**

*What's are some times you used the solving leadership style during COVID-19?*

*What innovations have you seen or are you considering to grow,*

## **Breakout Room #2**

**Your organization faces limitations and new opportunities ahead. Brainstorm 5 revenue opportunities.**

**Gail Bower**

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# Questions

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