

Detroit Nonprofit Day: Building Resources for Your Mission by Partnering With Banks

Workshop Description and Facilitator Information

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Large commercial banks are required to provide technical assistance to Low-to-Moderate Income populations in communities that they have branches and if you are a nonprofit serving this population you qualify for the bank's Community Reinvestment Act programming. Each bank has different services available. Overall, they can provide nonprofits small fundraising grants through their own foundation, provide staff members to volunteer for projects, and financial literacy programming for families and even children through other nonprofits such as Junior Achievement. Learn what questions to ask your bank manager to obtain these resources!

About the Facilitators



Cheryl Baur, Senior Project Manager, IFF

Ms. Baur is a Senior Project Manager in IFF's Detroit Office since June 2021. In Ms. Baur's current role, she is responsible for managing commercial real estate consulting and development projects. Real estate projects range from initial feasibility studies evaluating debt capacity, site conditions and long-term demand for services to project management services providing site search assistance, due diligence, zoning and design coordination. Ms. Baur is actively engaged in IFF's Strong Nonprofit Initiative in Detroit and has extensive experience working with a variety of nonprofits ranging from social service providers, youth services, workforce development, affordable housing, advocacy services, mental health, homeless shelters, and early care education (ECE) providers.

Prior to joining the IFF, Ms. Baur spent over ten years providing financial technical assistance, facility grant management, lending, and other community development services to Metro Detroit nonprofits through a partnership between United Way for Southeastern Michigan and Nonprofit Finance Fund. Additionally, she spent time in commercial banking as a lender in particular working with Community Reinvestment Act transactions and affordable housing real estate finance.

Ms. Baur received her Bachelor of Arts, double majors in History and Political Science from Alma College and her Master of Public Administration with an emphasis in Nonprofit Management from Wayne State University. She also completed business and law coursework post-graduate at Walsh College.

IFF is a mission-driven lender, real estate consultant, and developer that helps communities thrive by creating opportunities for low-income communities and people with disabilities.



Bryan K. Kieler, SVP, Community Development Banking Michigan Market Manager, PNC

Bryan K. Kieler joined PNC Bank in February 2019 to serve as the SVP, Community Development Banking Michigan Market Manager. Kieler oversees PNC's community development lending, investments, and sits on their local foundation board that provides grants to support strengthening nonprofits and communities throughout Michigan. Before joining PNC Bank, Kieler served as IFF's Director of Lending in Ohio (previously in Michigan) where he was responsible for evaluating complex loan requests, coordinating with IFF's Real Estate Solutions team, and fostering strategic partnerships that led to transformational change. Over a

4+ year period, Kieler facilitated the structuring and approval of loans totaling more than \$75 million for nonprofits serving low-income communities and people with disabilities in Michigan and Ohio.

Kieler has 18+ years of experience in the financial services and lending industry. Previously, to IFF, he served as the Vice President for Huntington Bank in its Community Development Group, where he was responsible for the portfolio management of the community development loans involving Low-Income Housing Tax Credits (LIHTC) and New Markets Tax Credits (NMTC). Kieler is also an adjunct professor at University of Detroit Mercy, where he teaches structured community development finance; Walsh College, where he teaches finance and management graduate level courses; and at the DeVos school of Management at Northwood University, where he teaches financial management. Additionally, Kieler is a board member with Midtown Detroit Inc., Accounting Aid Society, Haven of Oakland County, Starfish Family Services, Venture Inc. (OLHSA's affordable housing arm), and the executive advisory committee for Winning Futures.

Kieler earned a B.A. in English, an M.B.A. with a Finance concentration from Oakland University, a M.S. in Strategic Leadership from Walsh College, and earned a Doctorate in Business Administration in Innovation and Strategy from Walden University in August 2019. Kieler's dissertation uses of the Malcolm Baldrige Framework in helping nonprofit organizations explore reducing their reliance on government grants by diversifying revenues. Kieler is a Baldrige Framework Quality Excellence Examiner and is active with a number of nonprofit boards.