

Request for Proposals for State Lending Reports & Online Data Exploration Tool

Questions and Answers – October 7, 2019

1. What is the context for this work? What are the priorities in the scope of work?

MCBC's mission is to provide a collaborative forum for Massachusetts financial institutions and community organizations to meet and share information with the goal of affecting positive change in the availability of credit and financial services in low- and moderate-income communities and communities of color across the Commonwealth.

To inform its membership and programming, MCBC relies on the analysis and synthesis of annual **mortgage lending** and **small business lending** trends in the state of Massachusetts using the following data sets: Home Mortgage Disclosure Act (HMDA), Bank/Thrift and Credit Union Call Reports, the Nationwide Mortgage Licensing System (NMLS), and Federal Financial Institution Examination Council CRA rating files.

The main priorities of the reports and online data exploration tool are to provide a/an:

- Careful description of lending trends that everyone can agree is fair, accurate, and unbiased;
- Analysis of lending trends with an emphasis on low-income and minority neighborhoods in Massachusetts with comparisons to demographic representation;
- Analysis of lending trends that is fluent in state and federal Community Reinvestment Act and fair lending regulations;
- Analysis of lending trends that is accessible to casual users, impactful for practitioners, and informative for all.

MCBC currently focuses its programming on mortgage and small business lending activities. Mortgage and small business lending activities are a common practice of nearly all financial institutions in Massachusetts; are regulated activities under the state and federal Community Reinvestment Acts; and are the primary vehicles for individual, family and community wealth creation. Findings in the annual reports inform MCBC's committee work, thought leadership, and advocacy work throughout the year. Historically these reports have been widely referenced and highly regarded resources in the state of Massachusetts.

2. How would you like to see the reports and online data tool evolve?

There are a number of ways in which MCBC would like to see the annual reports and online data tool evolve:

- Consolidate lending data on one user-friendly platform to attract a broader audience of community banks, cities and municipalities, community organizations, philanthropies, academics and policy makers;

- Creation of maps, dashboards and other robust visualization capabilities (more than digitizing charts) to make the information more accessible, engaging and shareable without being overwhelming;
- Be a 'low-barrier' reference tool that provides: 1/ small banks and financial institutions market analytics and the capacity to do peer group comparisons; 2/cities and municipalities a picture of how credit is accessed in their communities; and 3/nonprofit and philanthropic partners data to inform programming, advocacy and grant making/grant submissions on topics related to homeownership, entrepreneurship, and economic development.

3. What is the general price point for the engagement?

In the past MCBC has commissioned the work (two lending reports and current online tool), including approximately 5 hours of client interface and two (2) in-person report presentations, for ~\$30K.

The commissioned work has been concentrated in 1-2 relationships over the last 25 years, and as such efficiencies regarding expectations and execution were achieved over time.

RFP responses may include a variety of budget structures, including multi-year pricing proposals.

Budget proposals should contemplate:

- Fully designed and coordinated deliverables conveying key findings and the data to back up those findings;
- Deliverables that are visually engaging, utilizing MCBC's color scheme and maintaining consistent visual language;
- Deliverables that are ready for web and print publication.

4. Would MCBC be willing to extend the timeline provided in the RFP?

On page 7 of the RFP it lists the final draft of the mortgage lending report and tool as being due December 30, 2020, this is a typo. The target date for delivery is December 30, 2019.

MCBC is concerned about the timeliness of the data and reports given that they contemplate 2018 lending activity. MCBC will consider proposals that extend the timeline for deliverables +/- 60 days. It is MCBC's preference not to extend the timeline for deliverables beyond June 30, 2020.