

*Awardee Profiles
by State*

*District of
Columbia*

District of Columbia

ACCION U.S. NETWORK - (1ST ROUND - PRESIDENTIAL AWARDS FOR EXCELLENCE IN MICROENTERPRISE DEVELOPMENT - EXCELLENCE IN PROGRAM DELIVERY: ACCESS TO CREDIT)

Location: Washington, District of Columbia
Program Type: Individual and peer loans, teamed with business assistance and membership associations
Service Area: New York City, Chicago, Albuquerque, San Antonio, San Diego, and El Paso
Target Group: Individuals lacking access to credit, with a particular focus on Hispanic entrepreneurs
Contact: Bill Burrus, Senior Vice President, U.S. Division - (520) 742-3500

The ACCION U.S. Network provides loans and business support to small-scale, largely home-based businesses in six major metropolitan areas. ACCION specifically targets minority and lower-income entrepreneurs, but also lends to other individuals who lack access to credit and need loans between \$1000 and \$5000. Eighty-five percent of the Network's clients are minority-mostly Hispanic. By effectively combining the expertise of ACCION International with the market knowledge and creativity of the local nonprofits, the Network has emerged as one of the highest performing microloan programs in the nation. The ACCION U.S. Network has been selected to achieve a Presidential Award in the Excellence in Program Delivery: Access to Credit category in recognition of this important achievement.

CENTURY NATIONAL BANK (2000 BEA PROGRAM)

Location: Washington, District of Columbia
Award: \$11,000 grant
Contact: Joseph S. Bracewell - (202) 496-4040

Century National Bank received an award of \$11,000 for making a deposit into CityFirst Bank, a certified Community Development Financial Institution (CDFI) located in Washington, DC. The awardee is a national bank with total assets of \$221 million.

CF BANC CORPORATION (2001 CDFI PROGRAM - SECA)

Location: Washington, District of Columbia
Award: \$135,000
Contact: Ms. Peggy Delinois (202) 745-4484

CFBanc Corporation is the holding company which owns 100% of the voting stock of City First Bank, a community development bank in Washington, DC. The bank is rapidly growing and serves its market through lending relationships with charter schools operating in DC, loans to various non-profit community services organizations and to small businesses. It has an asset level of about \$46 million. CF Banc Corporation will use the TA award to help develop a community development venture investment fund and for support of a loan production office in economically distressed southeast Washington, DC.

(2002 CDFI PROGRAM - CORE)

Award: \$2,000,000
Contact: Ms. Peggy Delinois - (202) 745-4484

CF Banc Corporation (CFBC) is a holding company established in 1998 with a mission of promoting investment in and strengthening underserved communities in Washington DC by providing credit, financial services, and access to information for individuals and businesses through its affiliate, CityFirst Bank of DC. The \$2,000,000 equity investment from the CDFI Fund along with the match

will allow financing of affordable housing development and rehabilitation in distressed neighborhoods across Washington, and increase its provision of low-cost basic banking services to residents of Columbia Heights (the transitional neighborhood in which the awardees only bank is located).

CITY FIRST BANK OF DC (2000 BEA PROGRAM)

Location: Washington, District of Columbia
Award: \$1,516,916 grant
Contact: Debbi Hurd Baptist - (202) 332-5002

CityFirst Bank of DC in Washington, DC, a certified Community Development Financial Institution (CDFI), received an award of \$1,516,916 for increasing its deposit taking and service activities; increasing its consumer, single-family housing, multi-family housing, commercial real estate and small business lending; and increasing its support of other CDFIs. The awardee is a national bank with total assets of \$24 million.

CITY FIRST BANK OF D.C., NA (2002 BEA PROGRAM)

Location: Washington, District of Columbia
Award: \$2,000,000.00
Contact: Mr. Cliff Kellogg - (202) 745-4489

City First Bank of D.C., N.A. in Washington, D.C., received an award of \$2,000,000 for Development and Service as well as CDFI Support Activities with the following certified CDFIs: Albina Community Bank, Cornerstone, Delta Southern Bank, Enterprise Housing Financial Services, First American Bank, Hospitality Community Federal Credit Union, Illinois Service Federal Savings and Loan, Liberty Bank and Trust, New York National Bank, Seaway National Bank, Self-Help Credit Union, South Shore Bank of Chicago, Unitarian Universalist Affordable Housing Corporation, United Bank and Trust, United Bank of Philadelphia, University National Bank, and WACIF. The awardee is a national bank with total assets of \$50,611,000.

COMMUNITY TRANSPORTATION DEVELOPMENT LENDING SERVICES (2000 CDFI PROGRAM - TECHNICAL ASSISTANCE)

Location: Washington, District of Columbia
Award: \$65,000 technical assistance grant
Contact: Dale Marsico - (202) 661-0212

Community Development Transportation Lending Services (CDTLS) provides loans to transportation providers nationwide to increase transit opportunities for low-income, disabled, and elderly individuals who lack access to services and jobs. CDTLS recently assumed the lending activities of its parent, Community Transportation Association of America, which has been serving this market for 20 years. The technical assistance award will be used to obtain the services of a consultant to develop both a business and a resource development plan, a technology strategy, a performance tracking method and system, and assist CDTLS in the transfer of lending activities from its parent organization. Funds will also be used for the acquisition of technology.

CORPORATION FOR ENTERPRISE DEVELOPMENT - (2ND ROUND - PRESIDENTIAL AWARDS FOR EXCELLENCE IN MICROENTERPRISE DEVELOPMENT - EXCELLENCE IN PUBLIC OR PRIVATE SUPPORT FOR MICROENTERPRISE DEVELOPMENT)

Location: Washington, District of Columbia and San Francisco, California
Program Type: Research, program development and policy advocacy
Service Area: United States
Target Market: Low-income individuals
Contact: Robert Friedman (415) 495-2333
Andrea Levere (202) 408-9788

Founded in 1979, the Corporation for Enterprise Development (CFED) has been one of the leading lights in the development of the U.S. microenterprise industry. CFED is recognized for its steadfast and long-standing commitment to low-income people and its vision, creativity and initiative in moving the microenterprise industry to new heights at every stage of its development. This Awardee has carried out its mission by: conducting research and program evaluation; pioneering new credit and asset-building strategies tailored to the needs of low-income people; collecting and disseminating information to the field on best practices in microenterprise development; providing training and technical assistance to many leading organizations in the microenterprise field; and serving as a strong and effective voice for the industry.

CRESTAR BANK (1997 BEA PROGRAM)

Location: Washington, District of Columbia
Award: \$464,607 grant
Contact: Marie A. Mann ? (202) 879?6360

Crestar Bank, of Washington, DC, was awarded \$464,607 for making grants to CDFIs, providing technical assistance to CDFIs and other community organizations, and increasing its consumer, multi-family housing, commercial real estate, and business loans in distressed communities. The bank provided support to certified CDFIs including the Local Initiatives Support Corporation and Washington Area Community Investment Fund.

(1998 BEA PROGRAM)

Award: \$738,856 grant
Contact: Marie A. Mann - (202) 879-6360

Crestar Bank, NA of Washington, DC, was awarded \$738,856 for increasing its deposit taking, community services and consumer, single family housing, multifamily housing and business and agricultural loans in Washington, DC, Richmond, Newport News, Petersburg and Norfolk, VA and Baltimore, MD. In total, the bank financed nearly \$64 million in activities in distressed neighborhoods. The bank also made an equity investment of \$50,000 in Local Initiatives Support Corporation (LISC), Washington, DC, a \$25,000 loan to Universalist Affordable Housing Corporation, Washington, DC, and a \$40,000 loan to Washington Area Community Investment Fund. Crestar is a national bank with total assets of \$26 billion.

(1999 BEA PROGRAM)

Award: \$181,026 grant
Contact: Marie A. Mann - (202) 879-6360

Crestar Bank of Richmond, Virginia received an award of \$181,026 for increasing its consumer, single family housing, multifamily housing, commercial real estate, and business loans in Washington, D.C., Baltimore, Maryland, and Richmond, Petersburg, Portsmouth, Newport News, Norfolk,

Chesapeake, Roanoke, and Lynchburg, Virginia. In total, the bank financed over \$56 million in activities in distressed neighborhoods. Crestar is a state-chartered bank with total assets of \$26.2 billion.

FAITHWORKS (2002 CDFI PROGRAM - SECA)

Location: Washington, District of Columbia
Award: \$150,000
Contact: Mr. Bob Boulter (202) 328-1472

Faithworks is a start-up CDFI located in Washington DC that provides or facilitates technical assistance and financing to grassroots ministries and other faith-based organizations for real estate development projects including single family and multifamily housing, transitional and special needs housing, and other facilities. The award from the CDFI Fund will build Faithworks' organizational and financial capacity and allow it to better serve its target market.

FINCA (1996 CDFI PROGRAM)

Location: Washington, District of Columbia
Award: \$450,000 grant
Type: microenterprise fund
Service Area: Washington/Baltimore metro areas and rural Minnesota
Products: microenterprise loans
Contact: Mr. Rupert Scofield and Ms. Donna Fabiani ? (202) 682?15 10

FINCA, a seasoned overseas microenterprise development organization, is adapting and bringing its "village banking" peer group lending model to the United States. FINCA will serve low-income markets in the Baltimore?Washington Metropolitan Area and rural Minnesota (based in Fairbault, Minnesota). FINCA's market is comprised of low?income people who are interested in self-employment. FINCA will help low?income people become business owners by teaching them business skills and providing support through peer group interaction. The peer lending model provides encouragement, market discipline, and access to loans for working capital for businesses that could not otherwise obtain financing.? In 1994, FINCA began its United States operations. The \$450,000 grant from the CDFI will enhance FINCA's lending capacity, leverage private resources, and allow it to expand to serve more domestic sites.

FIRST UNION NATIONAL BANK OF D.C. (1996 BEA PROGRAM)

Location: Washington, District of Columbia
Award: \$274,550 grant

First Union National Bank of D.C. (First Union) was awarded \$274,550 for increasing its multi?family housing lending in several distressed neighborhoods. In partnership with local community development corporations, the bank made loans totaling more than \$5.6 million, including financing a 177?unit apartment building.

HOUSING ASSISTANCE COUNCIL (2000 CDFI PROGRAM - CORE)

Location: Washington, District of Columbia
Award: \$735,000 capital grant
Contact: Joe Belden - (202) 842-8600

Housing Assistance Council (HAC) works to build the capacity of local nonprofit organizations that are developing and maintaining affordable housing in the nation's rural communities. Founded in 1971, HAC provides a range of loan products to groups that likely could not obtain financing elsewhere, and does so at considerably below-market interest rates. The CDFI Fund's \$735,000 capital grant will help HAC to expand its range of loan products to include construction financing and

longer-term mortgages. It will also help HAC to undertake initiatives to promote affordable housing in areas of extreme need, such as the Mississippi Delta region and Colonias along the Mexican border. One of HAC's new projects, the Colonias Mortgage Finance Program, will provide local community development corporations with considerably below-market rate financing to build single-family homes for very low-income people.

(2003 CDFI PROGRAM - FA COMPONENT)

Award: \$1,035,000

Contact: Joe Belden (202) 842-8600 ext. 133

The Housing Assistance Council (HAC) works to build the capacity of local nonprofit organizations that are developing and maintaining affordable housing in the nation's low-income rural communities. Founded in 1971, HAC provides a range of loan products to groups that likely could not obtain financing elsewhere. The Fund's \$1,035,000 award will be used to enhance its ability to make loans focused on minority homeownership, provide nonprofits with training and technical assistance to strengthen their financial management and operations, and to purchase new loan management software. Approximately 60% of this award will be targeted to Hot Zones.

INDEPENDENCE FEDERAL SAVINGS BANK (2000 BEA PROGRAM)

Location: Washington, District of Columbia

Award: \$11,000 grant

Contact: Donna Fitzgerald Shuler, (202) 628-5500

Independence Federal Savings Bank of Washington DC received an award of \$11,000 for making a deposit into CityFirst Bank, a certified Community Development Financial Institution (CDFI) located in Washington, DC. The deposit will allow CityFirst to increase its lending and services in economically distressed neighborhoods in Washington, DC. The awardee is a federal mutual savings bank with total assets of \$262 million.

(2003 BEA PROGRAM)

Award: \$6,000

Contact: Melrose Nathan - (202) 626-0460

Independence Federal Savings Bank of Washington, DC received an award of \$6,000 for providing \$100,000 in financial support to CityFirst Bank of DC, a certified Community Development Financial Institution (CDFI). The awardee is a federal savings bank with total assets of \$247 million.

INDUSTRIAL BANK, N.A. (2003 BEA PROGRAM)

Location: Washington, District of Columbia

Award: \$60,000

Contact: Thomas A. Wilson - (202) 722-2000

Industrial Bank, N.A. of Washington, DC received an award of \$60,000 for providing \$1000,000 in financial support to CityFirst Bank of DC, a certified Community Development Financial Institution (CDFI). The awardee is a national bank with total assets of \$301 million.

LATINO ECONOMIC DEVELOPMENT CORPORATION (LEDC) (2003 CDFI PROGRAM - TECHNICAL ASSISTANCE)

Location: Washington, District of Columbia

Award: \$50,000

Contact: Juan J Patlan - (202) 588-5102 ext 13

Latino Economic Development Corporation (LEDC) is a non-profit organization based in

Washington D.C. with the primary mission of promoting sustainable economic communities. The Awardee serves Latino individuals and businesses throughout Washington D.C. and currently provides micro-enterprise loans to Latino businesses for working capital, equipment, etc. The Awardee is proposing to expand its Micro-Loan Fund and offer other new products. LEDC has been awarded a \$50,000 Technical Assistance grant to acquire consulting services to: conduct a market analysis; update loan & risk mitigation policies; new product development; and market serve design & development.

NATIONAL HOUSING TRUST COMMUNITY DEVELOPMENT FUND (2002 CDFI PROGRAM - CORE)

Location: Washington, DC
Award: \$1,000,000
Contact: Mr. Michael Bodaken - (202) 333-8931

National Housing Trust Community Development Fund (NHTCDF) was created to provide financial assistance in the form of below market rate loans to qualified, resident supported, nonprofit housing development corporations for predevelopment costs and bridge financing associated with the purchase of affordable, federally subsidized multifamily housing properties. Funding from the CDFI Fund (\$200,000 grant and \$800,000 loan) will support predevelopment loans and interim development loans designed to facilitate the creation of affordable housing.

NATIONAL FUND FOR ENTERPRISE DEVELOPMENT (2001 CDFI PROGRAM - CORE)

Location: Washington, District of Columbia
Award: \$500,000
Contact: Ms. Andrea Levere (202) 408-9788

National Fund for Enterprise Development (NFED) is a start-up intermediary, incorporated in November 2000. NFED serves as a national intermediary for financing entities which serve as state-level microenterprise intermediaries (SMI) serving microenterprise practitioner organizations in their respective states. A \$500,000 CDFI Fund capital grant will help NFED provide financial products and development services to current and emerging community development financial institutions operating at a state or regional level, and whose purpose is to expand, leverage, or consolidate financial and technical resources for the benefit of underserved micro and small business entrepreneurs.

PARTNERS FOR THE COMMON GOOD (2002 CDFI PROGRAM - SECA)

Location: Washington, District of Columbia
Award: \$168,200
Contact: Ms. Jeannine Jacokes (202) 289-2636

Established in May 2001, Partners for a Common Good (PCG) is a startup, faith-based, non-profit loan fund that plans to target small and emerging CDFIs and non-profit community based organizations nationally. Through its lending activity, PCG seeks to create market change; address the needs of low-income communities; and test new development models and may be replicated in other communities. PCG's SECA award will help it capitalize its loan fund and build institutional capacity.

(2003 CDFI PROGRAM - FA COMPONENT)

Award: \$634,000
Contact: Jeannine S. Jacokes (202) 289-2636

Established in May 2001, Partners for the Common Good (PCG) is a national faith-based community investor fund that provides scarcely available, flexible working capital financing to CDFIs and other nonprofit organizations and social purpose enterprises. The Fund's \$634,000 will be used to capitalize loan loss reserves, and build PCG's capacity through needed technical assistance. By

increasing its loan loss reserves, PCG will be able to unleash investor capital that is targeted to direct lending to Affordable Housing and Economic Development borrowers. Approximately 99% of this award will be targeted to Hot Zones.

RIGGS BANK, N.A. (2002 BEA PROGRAM)

Location: Washington, District of Columbia
Award: \$11,000.00
Contact: Ms. Laverne B. Scott (202) 835-4356

Riggs Bank of Washington, DC, received an award of \$11,000 for CDFI Support Activities with the following certified CDFI: City First Bank of DC. The awardee is a national bank with total assets of \$5,578,464,000.

SELF-EMPLOYMENT LEARNING PROJECT (SELP) (1ST ROUND - PRESIDENTIAL AWARDS FOR EXCELLENCE IN MICROENTERPRISE DEVELOPMENT - PUBLIC OR PRIVATE SUPPORT CATEGORY)

Location: Washington, District of Columbia
Program Type: Participatory research and evaluation of microenterprise programs and the people they serve
Service Area: National
Target Group: Seven microenterprise development organizations located across the nation
Contact: Margaret Clark, Director - (202) 467-0790

The Self-Employment Learning Program (SELP) is a long-term study of seven of the oldest domestic microenterprise programs. SELP is widely recognized as the premier effort to define and document microenterprise development in the United States. SELP has pushed the performance of the nascent microenterprise field by defining measures to evaluate performance and outcomes. SELP has played an instrumental role in promoting the growth of the field and illustrating the potential of microenterprise as a strategy for providing access to opportunity. SELP is a project of the Aspen Institute's Economic Opportunities Program. SELP has distinguished itself by conducting comprehensive, objective, and high quality research, and by educating policy makers and the general public through its seminal and widely disseminated publications. SELP's innovative and participatory applied research methodology - which was designed by both research experts and microenterprise practitioners - has also been recognized by researchers and other evaluators as highly innovative.

UNITARIAN UNIVERSALIST AFFORDABLE HOUSING CORPORATION (UUAHC) (2000 CDFI PROGRAM - TECHNICAL ASSISTANCE)

Location: Washington, District of Columbia
Award: \$44,500 technical assistance grant
Contact: Barbara Warren - (202) 588-1010

The Unitarian Universalist Affordable Housing Corporation (UUAHC) was established in 1989. UUAHC has a history of facilitating the development of affordable housing by providing loans to non-profit housing developers. The Technical Assistance grant will be used to acquire technology, staff training, and consulting services in order to facilitate UUAHC's expansion of its target market to Low- and Moderate-Income residents of the Washington, DC - Baltimore, MD metropolitan area.

(2001 CDFI PROGRAM - CORE)

Award: \$200,000
Contact: Ms. Barbara Warren (202) 588-1010

The Unitarian Universalist Affordable Housing Corporation (UUAHC), a faith-based community development fund, provides financing for community development projects that improve the quality

of life of low-and moderate-income persons in the Washington D.C. metro area. UUAHC provides predevelopment housing loans, lines of credit, construction and rehab loans and a newly developed transitional/supportive housing fund. The CDFI Fund grant award of \$200,000 will be used to continue provision of existing and creation of new loan products.

WASHINGTON AREA COMMUNITY INVESTMENT FUND (1998 CDFI PROGRAM -TECHNICAL ASSISTANCE)

Location: Washington, District of Columbia
Award: \$50,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Kevin P. McQueen - (202) 462-4727

The nonprofit Washington Area Community Investment Fund provides financing to nonprofits in the DC area for the development of housing affordable to low-income individuals and families. The organization is in the process of merging with another Washington-based CDFI, the Unitarian Universalist Affordable Housing Corporation, to increase the range of loan products it can offer and the amounts available for loans. The Fund's \$50,000 grant will help cover the costs associated with improving services as a result of the merger, including strategic planning, computer systems upgrades, and feasibility studies regarding new loan product development.