

“Optimizing Mission and Margin with Organizational Structure” Panel

Community Development Bankers Association (CDBA) Peer Forum

Tabitha Atkins

VP of Community Development



City First Family Tree



501©(3) Non Profit Corp./ Bank Holding Co.
24.19% total equity
43.90% Class A voting of CFBanc Corp.



CFBANC
CORPORATION

Banking Holding Company



CITY FIRST
BANK OF DC

National Association



CITY FIRST
NEW MARKETS FUND II





CITY FIRST BANK OF DC

MISSION

To support and strengthen underserved communities through the provision of high quality banking and other services



City First Bank of DC BEGINNINGS

1993 – Community development leaders gather in a Washington, DC church basement to discuss the toll on low-income neighborhoods

- Decades of disinvestment & discrimination
- No access to credit/other financial services

The founders resolve to create a financial institution to make a difference in communities that had long been ignored

1998 – City First Bank receives a national charter from the OCC and opens its doors.

1999 – Certified as a Community Development Financial Institution (CDFI), becoming the District's first and only bank solely focused on community development

GOALS



Demonstrate that urban neighborhoods are viable markets if approached with business discipline and long-term commitment



Achieve sufficient lending and investment volumes to affect overall market dynamics in the neighborhoods we serve



Improve individual economic lives of our customers and their customers

City First Bank of DC TODAY!

- Assets of **\$250** million
- Loans of **\$150** million
- Deposits of **\$200** million
- A Certified CDFI
- 40 full time employees
- Single Branch: 1432 U Street NW
- Wholly-owned by CFBanc Corporation
- 24% total equity, 44% voting stock, owned by City First Enterprises, a 501(c)(3)

We are a
Commercial Lender
only...we make loans
exclusively to business
clients

IMPACT



IN AGGREGATE TOWARD
MISSION-DRIVEN LENDING



4,916 JOBS RETAINED
AND CREATED

5,770 UNITS
OF AFFORDABLE
HOUSING



\$422 Million

IN NEW MARKETS TAX
CREDIT ALLOCATION
DEPLOYED

CREATED / PRESERVED
8,734 NEW
CHARTER SCHOOL
SEATS



\$ 591 Million
TOTAL INVESTED IN COMMUNITY
DEVELOPMENT PROJECTS



OVER
100,000
ADDITIONAL CLIENTS SERVED
IN COMMUNITY FACILITIES

CHANNELING
CAPITAL
WHERE IT'S
NEEDED MOST



MISSION

To promote social justice by increasing economic access and expanding opportunity for low-wealth communities.

Connected Projects

Sitar Arts Center

Community Facility

Annually, Sitar provides 850 youth, from across the city with creative learning activities during the afterschool, weekend and summer hours.

80% of students come from low-income households.

CFB Note = \$460K
CFE Subordinate Note = \$115K



5741 Colorado Ave

Affordable Housing

TOPA acquisition for the renovation and financing of a 28-unit permanent affordable housing cooperative.

CF provided post-purchase stewardship services

CFB Loan = \$2.23 Million
CFE Loan = \$365K



N Street Cooperative

Affordable Housing

Financing for repairs/improvements to create 83-units of permanent affordable housing in Logan Circle

CF provided post-purchase stewardship services

CFB Loan = \$1 Million
CFE Loan = \$2.1 Million





CITY FIRST

NEW MARKETS FUND II

MISSION

To subsidize large-scale, high impact community development projects and help transform deeply distressed neighborhoods and communities throughout the Washington, DC region and beyond.



\$468 MILLION

City First is a seven-time Awardee of New Markets Tax Credits, and has become a premier NMTC facility lender in the Mid-Atlantic region, currently operating in five states – DC, Maryland, Virginia, Delaware and Pennsylvania.



CITY FIRST

FOUNDATION

MISSION

Promoting broader knowledge, participation and collaboration in the community development eco-system, particularly in Washington DC.

2015 Conference

Collective Impact to Support Communities in Wards 7 and 8

This panel discussed how the myriad of stakeholders serving neighborhoods in Wards 7 and 8 can collectively leverage resources to provide greater economic opportunity for all the residents and business owners in these respective Wards.

Understanding the Landscapes of Wards 7 and 8

A presentation of key socio-economic trends of selected Ward 7 and 8 neighborhoods to understand what may drive private sector development over the next few years.

East of the River Housing Priorities

In the last decade, the District has lost more than half of its affordable housing stock. This session highlighted best practices to produce and preserve affordable housing in Wards 7 and 8.

Revitalization of the Great Commercial Corridors

This discussion generated strategies for redeveloping/repurposing many of the vacant, blighted, and underutilized commercial spaces/parcels, and how creating vibrant commercial corridors will help small businesses.

Supporting Entrepreneurial Development

This panel highlighted how to create an environment for small businesses to have the key resources needed to grow and expand, as well as building a strong workforce with the skills to take advantage of employment opportunities





Working
Collectively
 to Transform
 Communities

THANK YOU!

Tabitha Atkins

tatkins@cityfirstbank.com

P: (202) 243 - 7129

cityfirstbank.com

@cityfirstbankDC

