

*Awardee Profiles
by State*

Maryland

Maryland

ABERDEEN

HARFORD BANK (2003 BEA PROGRAM)

Location: Aberdeen, Maryland
Award: \$15,000
Contact: Charlotte Mock - (410) 272-5000

Harford Bank of Aberdeen, Maryland, received an award of \$15,000 for providing \$100,000 in financial support to City First Bank of DC, a certified Community Development Financial Institution. The awardee is a state chartered bank with total assets of \$160 million.

BALTIMORE

BALTIMORE REGIONAL COMMUNITY DEVELOPMENT CORPORATION (1998 CDFI PROGRAM –TECHNICAL ASSISTANCE)

Location: Baltimore, Maryland
Award: \$33,500 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Ms. Amy Johanson - (410) 547-5544

The Baltimore Regional CDC (BRCDC) is a nonprofit housing loan fund serving greater Baltimore. The organization has helped finance the development of over 900 units of housing affordable to low-income individuals and families. The CDFI Fund's \$33,500 technical assistance grant will help BRCDC expand its activities by underwriting the costs of preparing a capitalization strategy and new lending products, as well as training for BRCDC's staff and the upgrading of BRCDC's computer system.

COMMUNITY DEVELOPMENT VENTURES, INC. (1998 CDFI PROGRAM - CORE)

Location: Baltimore, Maryland
Award: \$1,250,000 (\$250,000 Capital Grant and \$1,000,000 Loan)
Type: Venture Capital Fund
Contact: Stanley W. Tucker - (410) 333-2550

Baltimore-based Community Development Ventures is a start-up, nonprofit venture capital fund. It provides seed and expansion monies to small businesses that are integrally involved in Baltimore's federally designated Empowerment Zone and/or state-designated enterprise zone. The organization requires that at least 60 percent of the jobs created by its investees go to individuals residing in one of the two zones. The Fund's \$250,000 grant and \$1 million loan will help CDV assist in the capitalization of emerging businesses in Baltimore's low-income neighborhoods.

(2000 CDFI PROGRAM – CORE)

Award: \$2,000,000 capital grant
Contact: Anthony L. Williams - (410) 333-2550

Community Development Ventures (CDV) is a nonprofit community development venture capital fund that provides both seed and expansion stage investments in business that will expand employment opportunities for low-income people. To date, it has focused on providing financing and an

array of training and learning opportunities for small and minority businesses and emerging entrepreneurs primarily in distressed communities in Baltimore, Maryland. The CDFI Fund's \$2,000,000 capital grant will help CDV expand its investment reach to serve the entire state of Maryland.

DEVELOPMENT CREDIT FUND, INC. (1998 CDFI PROGRAM – TECHNICAL ASSISTANCE)

Location: Baltimore, Maryland
Award: \$51,246 technical assistance grant
Type: Business Loan Fund
Contact: Patricia Stokeling - (410) 467-7500

Development Credit Fund, Inc. (DCF) of Baltimore, Maryland was awarded a \$51,246 technical assistance grant from the CDFI Fund. DCF, a certified CDFI, provides loans to small, minority, and woman owned businesses primarily in the Baltimore area, and also throughout Maryland, Washington D.C., Delaware and in northern Virginia. The CDFI Fund grant will be used to enhance operating efficiencies through the purchase of additional technology and computer software. It will also be used to develop marketing materials and a capitalization strategy.

(2000 CDFI PROGRAM – CORE)

Award: \$550,000 (\$500,000 capital grant and \$50,000 technical assistance grant)
Contact: Ackneil M. Muldrow, II - (410) 467-7500

The Development Credit Fund (DCF) is a nonprofit small business loan fund based in Baltimore, Maryland. It was established in 1983 to support the growth and expansion of small minority-owned businesses, and has developed close working relationships with the City of Baltimore, the Federally-designated Empowerment Zone, the Small Business Administration, traditional financial institutions, and neighborhood-based community development corporations. DCF's primary service area is Baltimore City (including the Empowerment Zone) and its loans have provided a needed source of capital for the City's underserved African American small business borrowers. The loans may be used for working capital, financing machinery and equipment, leasehold financing, business acquisitions, current asset financing, and lines of credit. The CDFI Fund's \$550,000 award (\$500,000 capital grant and \$50,000 technical assistance grant) will help leverage outside funds and will support the continued growth of DCF's financing programs and development services. In particular, the Fund's award will help DCF carry out its business plan that calls for focusing its activities on two underserved neighborhoods in its Baltimore City target market — the Park Heights Community (including the Pimlico Commercial Area and Hilltop Corridor) and the Baltimore Chinatown.

FAITH FUND, INC. (2001 CDFI PROGRAM - SECA)

Location: Baltimore, Maryland
Award: \$200,000
Contact: Mr. Dick Ullrich - (410) 366-1324

The Faith Fund is a loan fund formed by faith communities, CDCs and financial services industry professionals in Baltimore. This start-up intends to provide community facilities development loans, including pre-development, construction and bridge loans in low-income areas and benefiting low-income individuals. It anticipates also providing similar loans for affordable housing construction. A financial assistance award from the Fund is expected to increase the Awardee's ability to raise operating funds and capital and begin providing loans. The technical assistance award will increase the Awardee's capacity through new technology, consulting in the areas of capitalization, revising policies and procedures, market plan development (including website development) and training for staff, board and loan committee members.

HARBOR BANK OF MARYLAND (2000 BEA PROGRAM)

Location: Baltimore, Maryland
Award: \$126,690 grant
Contact: Ted Hernandez, (410) 528-1800

Harbor Bank of Maryland received a \$126,690 award for increasing its consumer, single-family, commercial real estate, and small business lending in economically distressed areas of Baltimore and for providing financial support to four Community Development Financial Institutions (CDFIs). The bank made deposits totaling \$400,000 in CityFirst Bank of DC, Douglass National Bank in Kansas City, KS, Neighborhood National Bank in San Diego, and Unity National Bank of Houston. Harbor Bank is a state-chartered bank with assets of \$168.3 million.

(2001 BEA PROGRAM)

Award: \$229,053.00
Contact: Ted J. Hernandez - (410) 528-1800

Harbor Bank of Maryland, Maryland, received an award of \$229,053 for increasing its financial and community services and consumer, commercial real-estate and business loans within its designated distressed community and for providing financial support to Community Development Financial Institutions (CDFIs). The awardee's CDFI activities included making deposits in Carver State Bank, Citizens Bank, City National Bank of New Jersey, Continental National Bank of Miami, Louisville Community Development Bank, and ShoreBank. The awardee is a federal savings bank with total assets of \$210.9 million.

(2002 BEA PROGRAM)

Award: \$231,000.00
Contact: Mr. Teodoro J. Hernandez - (410) 528-1800

Harbor Bank of Maryland of Baltimore, Maryland, received an award of \$231,000 for CDFI Support Activities with the following certified CDFIs: Albina Community Bank, Central Bank of Kansas City, Community Capital Bank, Delta Southern Bank, Dryades Savings Bank, Elk Horn & Trust, First American International Bank, International Bank of Chicago, Legacy Bank, Liberty Bank and Trust Company, Seaway National Bank, Shorebank Cleveland, and University National Bank. The awardee is a federal savings bank with total assets of \$184,199,000.

(2003 BEA PROGRAM)

Award: \$663,818
Contact: Perci Motley - (301) 946-8622

Harbor Bank of Maryland, based in Baltimore, Maryland, received an award of \$663,818 for increasing its financing and service activities in economically distressed areas in Baltimore County, Maryland. The awardee is a certified community development financial institution as well as a nationally-chartered minority bank with total assets of \$213 million.

SUSQUEHANNA BANK (1998 BEA PROGRAM)

Location: Baltimore, Maryland
Award: \$242,649 grant
Contact: Daniel Higham - (410) 769-5363

Susquehanna Bank received an award of \$242,649 for increasing its lending activities in low-income communities in Baltimore. Among other activities, it provided a local developer with a \$2 million loan to assist in the creation of 83 apartments for low-income elderly residents. The bank made loans that enabled individuals to purchase single-family homes within the city's distressed communities, and it participated in a loan to enable the Baltimore Children's Museum to expand its facility.

The bank also made a grant to Salisbury Neighborhood Housing Services, a certified CDFI, to increase the NHS's affordable housing activities. Susquehanna Bank is a thrift with total assets of \$1 billion.

(1999 BEA PROGRAM)

Award: \$75,418 grant

Contact: Daniel Higham - No Phone

Susquehanna Bank of Baltimore, Maryland received a \$75,418 award for increasing its single-family housing, commercial real estate, and small business lending in distressed neighborhoods within Baltimore. Susquehanna also provided grants and technical assistance to Salisbury Neighborhood Housing Services and the Baltimore Community Development Financing Corporation, both certified Community Development Financial Institutions (CDFIs). The awardee is a federally chartered savings bank with total assets of \$1.0 billion.

BETHESDA

CHEVY CHASE BANK, FSB (2002 BEA PROGRAM)

Location: Bethesda, Maryland

Award: \$24,750.00

Contact: Ms. Janet N. Maxwell - (240) 497-7967

Chevy Chase Bank, FSB of Bethesda, Maryland, received an award of \$24,750 for CDFI Support Activities with Washington Area Community Investment Fund, a certified CDFI. The awardee is a savings bank with total assets of \$10,788,216,000.

EAGLEBANK (2000 BEA PROGRAM)

Location: Bethesda, Maryland

Award: \$11,000 grant

Contact: Wilmer L. Tinley, Jr. - (301) 347-3718

EagleBank of Bethesda, Maryland received an award of \$11,000 for making a deposit in City First Bank of DC. The awardee is a state-chartered bank with total assets of \$121.6 million.

PRESIDENTIAL BANK, FEDERAL SAVINGS BANK (2003 BEA PROGRAM)

Location: Bethesda, Maryland

Award: \$6,000

Contact: David L. Erickson - (301) 652-1616

Presidential Bank of Bethesda, Maryland, received an award of \$6,000 for providing \$100,000 in financial support to City First Bank of DC, a certified Community Development Financial Institution. The awardee is a federal savings bank with total assets of \$319 million.

CHEVY CHASE

CHEVY CHASE BANK, F.S.B. (2000 BEA PROGRAM)

Location: Chevy Chase, Maryland

Award: \$195,255 grant

Contact: Leslie A. Nicholson, Jr. - (301) 986-7472

Chevy Chase Bank of Chevy Chase, Maryland received a \$195,255 award for providing financial support to CityFirst Bank of DC, a certified Community Development Financial Institution (CDFI)

located in Washington DC. The bank also increased its consumer, single-family, and business lending in economically distressed areas of the District of Columbia. The awardee is a federal savings bank with assets of \$10.2 billion.

COLUMBIA

ENTERPRISE FOUNDATION (1997 CDFI PROGRAM - CORE)

Location: Columbia, Maryland
Award: \$2.5 million grant
Type: Housing Loan Fund
Contact: Ms. Susan H. Newton - (410) 772-2447

The Enterprise Foundation, based in Columbia, Maryland, provides loans and technical assistance to nonprofit developers of affordable housing serving distressed areas of 16 cities across the nation. With a CDFI Fund grant of \$2,500,000, Enterprise will expand its lending and technical assistance to additional locations and expand its activities in cities it currently serves. Enterprise complements its housing production capacity building with support for other community development strategies that increase the economic condition of distressed communities.

(1998 CDFI PROGRAM - CORE)

Award: \$2,500,000 capital grant
Type: Housing/Facilities Loan Fund
Contact: Susan H. Newton - (410) 772-2443

The Enterprise Foundation is a national, non-profit intermediary that was created in 1982. The Foundation serves a national market by providing financial and technical assistance to community based non-profit organizations that create housing opportunities for low-income people. In total, more than 950 non-profit organizations are part of the Enterprise Network that receive financial or technical assistance on development of affordable housing or other community revitalization strategies. While the Foundation works with non-profits throughout the country, it focuses its activities on 16 Concentration Cities. With the help of the CDFI Fund, the Foundation will launch several exciting new home ownership, community facilities, and economic development lending initiatives.

DELMAR

BANK OF DELMARVA (2003 BEA PROGRAM)

Location: Delmar, Maryland
Award: \$6,000
Contact: Jodi L Beal - (410) 896-9041

Bank of Delmarva of Delmar, Maryland received an award of \$6,000 for providing \$100,000 in financial support to City First Bank of DC, a certified Community Development Financial Institution (CDFI). The awardee is a national bank with total assets of \$215 million.

HAGERSTOWN

FARMERS & MERCHANTS BANK AND TRUST (1999 BEA PROGRAM)

Location: Hagerstown, Maryland
Award: \$436,590 grant
Contact: Peter D. Mower - (301) 714-7877

Farmers & Merchants Bank of Hagerstown, Maryland received a \$436,590 award for increasing its single-family housing, multi-family housing, commercial real estate, and small business lending in

distressed communities within Allegheny County, Maryland. The bank provided over \$1.7 million in single-family mortgages, as well as a \$3.75 million loan for purchase of a commercial office business lending in an economically distressed community in Cumberland, Maryland. The awardee is a state-chartered bank with total assets of \$603.6 million.

HUNT VALLEY

EASTERN SAVINGS BANK, FSB (2003 BEA PROGRAM)

Location: Hunt Valley, Maryland
Award: \$6,000
Contact: Lawrence A Trainor - (410) 568-6001

Eastern Savings Bank of Hunt Valley, Maryland, received an award of \$6,000 for providing \$100,000 in financial support to City First Bank of DC, a certified Community Development Financial Institution. The awardee is a federal savings bank with total assets of \$682 million.

LANDOVER

FIRST COMBINED COMMUNITY FEDERAL CREDIT UNION (1998 CDFI PROGRAM – TECHNICAL ASSISTANCE)

Location: Landover, Maryland
Award: \$45,500 technical assistance grant
Type: Community Development Credit Union
Contact: Mary Bryce - (301) 333-8442

First Combined Community Federal Credit Union provides affordable financial services and access to credit to the predominantly African-American population of central Prince George's County, Maryland. The \$45,500 CDFI Fund technical assistance grant award will enable First Combined Community FCU to obtain small business and mortgage lending training as well as consulting services to devise a marketing strategy and design marketing materials.

LARGO

ENTERPRISE FEDERAL SAVINGS BANK (2000 BEA PROGRAM)

Location: Largo, Maryland
Award: \$11,000 grant
Contact: E. Leroy Morris - (301) 773-9724

Enterprise Federal Savings Bank received an award of \$11,000 for making deposits in CityFirst Bank of DC, a certified Community Development Financial Institution (CDFI) located in Washington DC. The awardee is a federal savings bank with total assets of over \$45 million.

SALISBURY

MARYLAND CAPITAL ENTERPRISES, INC. (2002 CDFI PROGRAM - SECA)

Location: Salisbury, Maryland
Award: \$160,000
Contact: Ms. Rosmarie Lazzati - (410) 546-1900

Maryland Capital Enterprises, Inc. (MCE) is the only CDFI working in the underserved and distressed market of Maryland's rural Eastern Shore (primarily the southern half). Having started in

1999, they shifted from peer to individual lending, and provide substantial up-front training and needs assessment prior to lending. They have an extensive set of partnerships to meet micro- and small-business needs and to leverage its resources. MCE's 2002 SECA award includes a grant and loan focused on expanding its loan fund, plus technical assistance for consulting, training, and marketing material development needs.

SALISBURY NEIGHBORHOOD HOUSING SERVICES (1999 CDFI PROGRAM – TECHNICAL ASSISTANCE)

Location: Salisbury, Maryland
Award: \$49,000 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Cheryl M. Jones - (410) 543-4626

Salisbury Neighborhood Housing Service (SNHS) is a nonprofit corporation created in 1995. It is a chartered member of the Neighborhood Reinvestment Corporation's NeighborWorks network. SNHS' business activities include lending for home purchase and renovation; homebuyer education and development; resident leadership development; and property development. SNHS serves neighborhoods within the city of Salisbury and other areas in Wicomico County on Maryland's Eastern Shore. The technical assistance grant will be used to address its internal capacity needs in the form of consulting services technology and staff and management training.

SILVER SPRING

MCAULEY INSTITUTE (1998 CDFI PROGRAM - CORE)

Location: Silver Spring, Maryland
Award: \$1,246,000 (\$1,200,000 capital grant and \$46,000 technical assistance)
Type: Housing/Facilities Loan Fund
Contact: Kathleen A. Tyler - (301) 588-8110

The Sisters of Mercy of the Americas founded the McAuley Institute in 1993 as a non-sectarian nonprofit organization. McAuley provides low-cost loan capital and works with local nonprofits to develop housing for very low-income women and children. As part of this work, McAuley provides project and organizational technical assistance to local nonprofit groups. McAuley will use the CDFI Fund capital grant to expand its Micro Credit Housing Development Fund, expand its lending for difficult to develop projects, and strengthen its organizational capacity.

(2000 CDFI PROGRAM – CORE)

Award: \$1,549,610 capital grant
Contact: Fred Gerevasi - (301) 588-8110

The McAuley Institute was established in 1983 by the Sisters of Mercy of the Americas to address the problem of inadequate housing for low-income women and their families in the United States. Its mission is to assist individuals at all levels in developing the capacity for and the resources necessary to address the shelter and housing needs of the poor. Since its inception, McAuley reports having made approximately 150 loans totaling over \$12.8 million. McAuley reports that these loans have helped finance nearly 3,000 affordable housing units, including 813 homeownership units. Loans have been used for predevelopment construction, rehabilitation, and mini-construction. The CDFI Fund's \$1,500,000 capital grant will be help support McAuley's Women's Homeownership Program, which will provide homeownership education and affordable mortgage products for female-headed households in targeted locations across the country, including Washington, DC and

Kansas City, Missouri. The program will also establish a matched savings program for women homeowners. The CDFI Fund's \$49,610 technical assistance grant will help support staff training on the use of computerized loan tracking software and will help with the development of the organization's Individual Development Account program.

NATIVE AMERICAN CAPITAL, L.P. (NAC) (2002 CDFI PROGRAM - NACTA)

Location: Silver Spring, Maryland

Award: \$95,040

Contact: Mr. Walter Hillabrant, Ph.D. - (301) 587-9006

Native American Capital, LP (NAC) is a community development venture capital institution located in Silver Spring, Maryland (a suburb of Washington, D.C.) and proposing to provide venture capital investments and development services to Native American communities nationwide. NAC's mission is to invest funds in early-stage businesses and foster their growth through technical assistance; the growth of these businesses is intended to foster economic and job creation on Tribal lands and in Native American communities. The Awardee's proposed activities will address an unmet need for equity financing in Native American communities as well as stimulating economic conditions and creating jobs, both are critical needs for reservations. NAC will use a technical assistance grant of \$95,040 to purchase consulting services, to pay staff to conduct activities that will assist the organization in solidifying its structure, refining its market and business model, and identifying other resources to leverage. The grant will also be used to purchase technology.

(2003 NATIVE AMERICAN INITIATIVES - NATIVE AMERICAN TECHNICAL ASSISTANCE)

Location: Silver Spring, Maryland

Award: \$81,000

Contact: Joseph L. Falkson, Ph.D. - (301) 587-9003

Native American Capital, LP (NAC) is a socially conscious venture capital firm that provides venture capital and development services to high-potential businesses in Indian Country located throughout the United States. Its strategy is to create a new, hybrid model of venture capital; one networked to both the major venture capital centers of the United States as well as the emerging business opportunities of Indian Country. NAC's 2003 award from the CDFI Fund will allow them to: (1) conduct several consultancies preparing them to channel funds from various public and private sectors, and to more precisely identify mechanisms for developing tribal deal flow, (2) fund staff to design initial tribal workshops, along with various operational procedures, and (3) develop an enhanced website.