



MARYLAND

Fashion Design

A FASHION PHOENIX RISES FROM THE ASHES

HARBOR BANK OF MARYLAND



Jody Davis - Baltimore Fashion Phoenix

“Harbor Bank prides itself in being able to help entrepreneurs like Jody Davis who work hard every day to create great products for their customers.”
 Joseph Haskins, Jr,
 Chairman/President/CEO
 Harbor Bank of Maryland

Baltimore, Maryland is still remembered as a city in turmoil after the April 12, 2015 civil unrest that followed the death of Freddie Gray. In that community, the spike in crime and economic instability remained a concern long after the physical damage was cleaned up. Many residents were concerned about future economic opportunities.

Harbor Bank of Maryland, certified by the Department of the Treasury’s Community Development Financial Institutions Fund (CDFI Fund), was also concerned about the economic future of Baltimore and the minority business owners who struggled to survive. The bank has a commitment to help entrepreneurs succeed by teaching them how to develop business plans and budgets. As part of its ongoing financial literacy efforts, bank employees have also reached out to the community and participated in high school financial education classes.

In the 27-month span following the unrest, Harbor Bank has provided business advisement to 150 companies. More importantly, the bank has shown a willingness to provide financing to businesses unable to secure a traditional loan. Their flexible financing options have made it possible for many

CDFI Program Awardee

Harbor Bank of Maryland

Community Profile: Baltimore, Maryland

- **Population:** 621,849
- **Poverty Rate:** 23.7%
- **Unemployment Level:** 8.1%
- **Median Income:** \$42,241

Small Business Loan Recipient

Jody Davis Designs

Small Business Support

- Loan for Business Expansion
- Business Training and Technical Assistance

Project Highlights

- Success of Jody Davis Designs
 - Upcoming Launch of Spring Fashion Line
 - Upcoming Launch of New Website
-

small business owners to succeed.

One such business owner is Jody Davis, a fashion designer. Ms. Davis owns a clothing shop on West Saratoga Street in Baltimore where she sells her “Jody Davis Designs” clothing line. She has designed clothing for Soledad O’Brien, broadcast journalist and executive producer, and former Baltimore Mayor Stephanie Rawlings-Blake. Even though some of her clientele is well-known, she still struggled to secure financing for her business.

Harbor Bank provided Ms. Davis with necessary financing, as well as monthly technical assistance related to budgeting, sales performance, and marketing. Thanks to this support, she is preparing for the launch of her new collection, as well as a new website to attract more business.

Harbor Bank of Maryland opened its doors September 1982 with \$2.1 million in assets. As of December 31, 2016, Harbor Bank’s assets were \$254 million. The bank conducts general banking business in seven branch locations and primarily serves the Baltimore, Maryland Metropolitan area. The retail nature of the bank allows for diversification of depositors and borrowers and is proud to be the first community bank in the country to have an Investment Subsidiary, Harbor Financial Services. For more information, go to www.theharborbank.com or www.harborcdc.org.

**FOR MORE INFORMATION
ABOUT THE IMPACT OF CDFIS
AROUND THE COUNTRY,
VISIT WWW.CDFIFUND.GOV**