Innovation, Collaboration, and Diversifying Funding Sources for Our Future

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Special thanks to the National Federation of Community Development Credit Unions and Alternatives Federal Credit Union for their ongoing Coalition support.

With additional support from

New York State Coalition of Community Development Financial Institutions
Welcome to the 2017 NYS CDFI Coalition Annual Conference!

We are proud to be hosting our eighth annual gathering of New York State CDFIs. New York is now home to 74 certified CDFIs and our impact continues to grow.

The New York State CDFI Coalition is a forum for New York-based CDFIs to coordinate, collaborate, advocate, and celebrate the work that we do. Today and every day, the Coalition focuses on how, by working together, we can do more to create a positive impact on the lives of those we serve.

Over the next day and a half you will hear about some of our successes and our continuing challenges as an industry. We have focused our discussions this year on the issues that our members have told us are of most concern to them: Innovation, Collaboration, and Diversifying Funding Sources. In addition, we will hear from national experts who can tell us about the ever-shifting federal landscape, and have a lively discussion with our partners in New York State government about how we can collaborate more effectively.

If you are a member of the Coalition – thank you for your support. We could not have accomplished all that we have over the past few years without your commitment of time and resources. If you are not a member yet, we invite you to please join our work. We know we can do more when we speak with one voice, share best practices and unite our efforts to create strong communities.

Thank you for being with us today.

Tristram Coffin, Chair

Kim Jacobs, Chair,
2017 Program Committee
conference agenda

Monday, May 8

10:30 a.m.  EMPIRE ROOM FOYER  Registration Opens

11:00 a.m.  EMPIRE ROOM  Welcome
Tristram Coffin  |  Chair, NYS CDFI Coalition and CEO, Alternatives FCU
MaryBeth Bunge  |  Director, NYS CDFI Coalition

11:15 a.m.—noon  EMPIRE ROOM  Keynote
Reading the Washington Tea Leaves: What the Funding Future Looks Like
Longtime Washington insiders will share their views about what is going on with the various funding sources we all rely on (CDFI Fund, SBA, EDA, HUD) as well as policy issues that could affect our work and our clients.
Donna Gambrell  |  Interim CEO, Appalachian Community Capital and Former Director, CDFI Fund
Ann Sullivan  |  President, Madison Services Group and Senior Vice President, Government Relations, AEO
MODERATOR: Melanie Stern  |  Spring Bank

noon–1 p.m.  SALON D  Lunch & Coalition Update
Tristram Coffin  |  Chair, NYS CDFI Coalition Board
Board Committee Chairs

1:00–1:30 p.m.  EMPIRE ROOM  Networking Break

1:30–2:45 p.m.  EMPIRE ROOM  Panel
Collaborate | verb | col·lab·o·rate – CDFI Collaboration Models Create Impact
Often united in mission, CDFIs are coming together with each other, government entities and mainstream stakeholders to serve the needs of their target markets. This panel will explore examples of CDFI collaboration models that are creating impact in the community.
James H. Bason  |  President/CEO, TruFund Financial Services
Steve Cohen  |  President, Excelsior Growth Fund
Donna Gambrell  |  Interim CEO, Appalachian Community Capital and Former Director, CDFI Fund
MODERATOR: Jeanique Riche-Druses  |  Vice President, Global Philanthropy, JPMorgan Chase & Co.

2:45–3:15 p.m.  EMPIRE ROOM  Networking Break

3:15–4:45 p.m.  EMPIRE ROOM  Panel
Innovation: Idea to Implementation
In the late 1960s to 1970s CDFIs worked outside conventional finance and redefined the connection of financial services to economically disadvantaged people and communities. Today, as communities and their economic needs change, CDFIs need to adapt and evolve. This panel will address how an idea within a CDFI became a real value for their customers.
Patrick Davis  |  VP, Program Strategy and Development Community Reinvestment Fund, USA
Marnie LaVigne, Ph.D.  |  President & CEO, Launch NY
Eddie Wong  |  Deputy Managing Director of AAFE Community Development Fund
MODERATOR: Kelli Arnold  |  Key Bank

5:30 p.m.  SALON FG  Reception

Tuesday, May 9

8:00 a.m.  EMPIRE ROOM  Networking Breakfast

Are We Still CDFIs if There is No CDFI Fund?
With all but the most meager administrative funding for the CDFI Fund threatened, what might it mean to be a CDFI in the absence of the federal program? Join us for a provocative discussion about the future of our industry in trying times.

8:30–9:45 a.m.  EMPIRE ROOM  Panel
Diversifying Funding Sources
CDFIs run on capital and some of our most reliable sources of capital are now being threatened. As we move into the future, CDFIs will need to find new and creative ways to meet their capital needs. This panel features speakers who will highlight some new approaches to raising capital and building your portfolio.
March Gallagher  |  Community Foundations of the Hudson Valley
Sarah Reginelli  |  Capitalize Albany
Liz Sessler  |  ImpactUS
MODERATOR: Dan Delehanty  |  Bridgehampton National Bank

10:15–11:30 a.m.  EMPIRE ROOM  Panel
State of the State
CDFIs and state agencies share a common vision of creating healthy communities for New York residents. This discussion with State leaders will focus on how we can work more closely to leverage our efforts to reach our community development goals.
Linda Manley  |  General Counsel for New York State Homes and Community Renewal (HCR)
Maria Vullo  |  Superintendent, NYS Department of Financial Services
Howard Zemsky  |  President and CEO of Empire State Development and Commissioner of the New York State Department of Economic Development
MODERATOR: Kim Jacobs  |  Executive Director, Community Capital NY

noon–12:30 p.m.  EMPIRE ROOM  Wrap-up and Raffle!

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collaborative keynote speakers

Donna J. Gambrell

Donna J. Gambrell is the longest serving and first African American woman to be appointed as Director of the U.S. Department of the Treasury’s Community Development Financial Institutions Fund (CDFI Fund). During her tenure from 2007 to 2013, the CDFI Fund experienced significant growth, more than doubling funding under its flagship program, and it strongly supported a CDFI industry responsible for providing affordable capital, credit, and financial services to low-income neighborhoods. Under Ms. Gambrell’s leadership, the CDFI Fund also designed and administered a number of new initiatives targeted to underserved markets, including the Capital Magnet Fund, the Healthy Food Financing Initiative, and the CDFI Bond Guarantee Program.

Ms. Gambrell retired from federal government service in December 2013. Currently, she is serving as interim CEO for Appalachian Community Capital, a CDFI regional intermediary comprised of 13 CDFIs working together to help address the small business needs in the Appalachian Region. She is also a visiting, non-resident scholar at the Federal Reserve Bank of Atlanta. In addition, Ms. Gambrell is a board member for Southern Bancorp, Inc., in Little Rock, Arkansas, which is one of the nation’s largest CDFIs, and she is a board member for AEO, a national membership organization and voice of microbusiness.

Ann Sullivan

Ann Sullivan is the President of Madison Services Group, a woman-owned company that provides government relations and federal business development services. She brings many years of government relations experience in the United States Senate and the House of Representatives, serving in key advisory roles. Her expertise includes business development programs, government procurement, healthcare, export development, and tax issues affecting small businesses.

She currently leads the policy teams for Women Impacting Public Policy (WIPP), the California Association for Micro Enterprise Opportunity (CAMEO), Montgomery County Chamber of Commerce, the HUBZone Contractors National Council, as well as the national voice for microbusiness, the Association for Enterprise Opportunity (AEO).

Ms. Sullivan serves on the boards of the Montgomery County Chamber of Commerce and of the Medical Care for Children Partnership. She received the Enterprising Women of the Year Award from Enterprising Women Magazine, and was honored by Professional Women in Advocacy for Excellence in a Federal Issue Campaign. She is recipient of three prestigious Stevie® Awards for Women in Business, receiving the top honor in the categories of Lifetime Achievement—Business, Woman of the Year—Business Services, and Communications or PR Campaign of the Year—Public Affairs. She was chosen by Small Business Trends as a Top 100 Small Business Influencer, and the Sunlight Foundation named her as one of Washington’s four “perfectly bipartisan lobbyists.”

panelists and moderators

Kelli Arnold

Kelli Arnold serves as Director of Corporate Responsibility at KeyBank with a team of Corporate Responsibility Officers on the strategic and tactical implementation of KeyBank’s National Community Benefit Plan (CBP) in Eastern NY, Eastern PA, CT and MA. The CBP was developed in consultation with National Community Reinvestment Coalition (NCRC) and their member organizations to drive transformative change in communities. Prior to the merger of KeyBank and First Niagara, Kelli wore dual hats at First Niagara Bank, as both the Eastern New York Market Executive and Director of Government Banking. In her role as Market Executive, she was the “face of the bank” in Eastern NY. In addition to the Market Executive role, Kelli was the Senior Vice President & Director of the Government Banking Group.

She provided direction and leadership to the Government Banking Department including a customer base of over 600 clients and depository balances in excess of $3.7 billion.

James H. Bason

James H. Bason is an experienced financial executive with a history of providing comprehensive lending management expertise. He currently serves as President and CEO of TruFund Financial Services with the mission to promote and foster economic development in underserved communities and among disadvantaged populations. TruFund Financial is headquartered in New York City, with offices in Birmingham, Alabama, New Orleans and Baton Rouge, Louisiana. Prior to joining TruFund, he was Senior Vice President and Chief Lending Officer at Carver Bancorp where he served in various executive roles during his nine-year tenure. Mr. Bason has served as Vice President of Commercial Real Estate Lending and Community Development at The Bank of New York, and as Community Reinvestment Act Officer at Barclays Bank in New York. He earned a B.S. in Business Administration from the State University of New York at Oswego, and a Banking Diploma in Finance from the American Institute of Banking. He recently completed a Citi/OFN Sponsored Leadership Training Program for CDFI Executives at Wharton University. He completed his Formal Bank Credit Training Program at the Bank of New York.

MaryBeth Bunge

MaryBeth Bunge is Principal of MB3 Consulting, providing collaborative administration services, fundraising training, and meeting facilitation to non-profits. She currently serves as Director of the NYS CDFI Coalition and holds a Certificate in Community Development Finance offered by the Carsey School of Public Policy at the University of New Hampshire and Opportunity Finance Network. She has served as a professional in public relations, grants management and administration for non-profits in community development.
finance, performing arts, and institutions of higher education including Cornell University and The Ohio State University. She holds a Bachelor of Arts in English/Theatre (Macalester College), an M.S. in Textiles & Clothing (Miami University) and a Master of Library Science (Kent State University).

**Tristram Coffin**

Tristram Coffin has served as CEO of Alternatives Federal Credit Union since 2007. In that time its assets have nearly doubled, while the credit union has gained financial strength, upgraded capabilities and expanded the scope of its innovative community service programs. In 2014 Alternatives was recognized nationally as the Community Credit Union of the Year. He is the Board Chair of the New York State CDFI Coalition, and also serves on the boards of the New York Credit Union Foundation, Appalachian Community Capital, and BALANCE, a consumer credit counseling service based in San Francisco. In addition, he serves on the Policy Committee of Opportunity Finance Network and the Government Affairs Committee of the New York Credit Union Association. Tristram is a graduate of Trinity College who entered the CDFI field after nearly twenty years in investment services, which included stints as CEO of two successful credit union subsidiaries offering investment, mortgage and innovative short-term loan products.

**Steven Cohen**

Steven Cohen is President of Excelsior Growth Fund (EGF), a prominent Community Development Financial Institution (CDFI) providing small business financing and advisory services. Prior to joining EGF, Mr. Cohen was executive vice president and deputy commissioner at Empire State Development, where he led the Department of Small Business Services and Community Economic Development. Under his leadership, the agency launched new access to capital and business advisory programs totaling over $200 million, leveraging $1 billion in private investment. Steve has a bachelor's degree from UC Berkeley and a master’s in public administration from Harvard’s Kennedy School.

**Patrick Davis**

Patrick Davis is the Vice President of Program Strategy and Development at Community Reinvestment Fund, USA (CRF), a national CDFI dedicated to empowering people and strengthening communities through innovative financial solutions. He is responsible for the research and development of innovative new products and programs that contribute to the advancement of CRF’s organizational mission and vision. Mr. Davis has served as Senior Strategy Officer at Calvert Social Investment Foundation and has held positions at the Center for Student Opportunity and the Meltzer Group. He is a Starting Bloc Fellow, a graduate of the CIVICUS leadership program, and a technology and design enthusiast, having completed immersive programs in User Experience Design and Web Development at General Assembly. Patrick attended University of Maryland, College Park, where he received degrees in Economics, Political Science, and Latin American Studies.

**Daniel Delehanty**

Daniel Delehanty, Vice President and CRA Officer/Director of Community Development, Bridghampton National Bank, has been a leader in the field of community development for the last 20 years. He began in international development, running the Trickle Up Program’s microenterprise efforts in Africa before serving as Deputy Executive Director. Mr. Delehanty later worked as a consultant before serving as Deputy Executive Director with the Business Outreach Center Network in Brooklyn, where he helped launch innovative microenterprise programs for child care providers, refugees and women entrepreneurs. He served as Director of the Community Affairs Unit at the New York State Banking Department and spearheaded the Banking Development District Program to bring banking services to underserved areas. In 2006, he joined the Community Development Banking team of Capital One as a Senior Director, responsible for community development activities in the field of economic and small business development nationally and locally in the Northeast and the Mid-Atlantic. He is a Phi Beta Kappa graduate of SUNY at Stony Brook and attended graduate school at Columbia’s School of International and Public Affairs. He is Vice Chair of the Board of Directors of the Association for Enterprise Opportunity and is a Board Member of the InterSect Fund.

**March Gallagher**

March Gallagher joined the Community Foundations in September 2015 as President and CEO. She is responsible for the overall leadership of the Foundations including donor services, grant-making, and care and custody of Foundation assets. A resident of Rosendale in Ulster County, Ms. Gallagher is an attorney with degrees from Boston University, Bard College, Rockefeller College and Rensselaer Polytechnic Institute. She comes to the Community Foundations having served most recently as Chief Strategy Officer at Hudson Valley Pattern for Progress, focusing on regional quality of life issues. Previously, she oversaw economic development activities for Ulster County as Director of Business Services and Deputy Director of Planning under Ulster County Executive Mike Hein. She has served on the boards of the Mid-Hudson Regional Economic Development Council, Hudson Valley Economic Development Corporation, Hudson Valley Regional Council, Ulster County Development Corporation, Ulster County Workforce Investment Board and Ulster County Industrial Development Agency, which she chaired during 2006 and 2007. She is a current board member with the Hudson Valley Agribusiness Development Corporation and Touro College of Osteopathic Medicine – Middletown.
Kim Jacobs

Kim Jacobs is the Executive Director of Community Capital New York, the largest non-profit SBA microfinance lender in the Hudson Valley, a position she has held for 27 years. Community Capital provides loans to start up and emerging small businesses and provides over 3000 hours annually of business training, technical assistance and mentoring. In addition, Community Capital provides flexible, innovative financing to developers of affordable housing and to not for profit agencies. Under her leadership, Community Capital has been awarded $1 million from the NYS Regional Economic Development initiative to provide loan capital to small businesses. Prior to her work in Westchester Ms. Jacobs held positions in Economic Development in Rochester, NY, Marin County, CA and Sioux Falls, SD. She has an MS in Urban and Regional Planning and an MBA in Finance from Pace University. In 2000 she was selected as a Fannie Mae Fellow, Program for State and Local Executives, John F. Kennedy School of Government, Harvard University.

Dr. Marnie LaVigne

Dr. Marnie LaVigne is President and CEO of Launch NY, a 27-county venture development organization that she co-founded and whose mission is to identify, support, and invest in high-growth, high-impact companies and catalyze the entrepreneurial culture of Upstate New York. Launch NY is one of only 16 CDFIs in the country with an active venture fund and the only one in NYS. Previously, she led economic development efforts at UB as Associate VP for Economic Development and business lead for the NYS Center of Excellence in Bioinformatics & Life Sciences. Dr. LaVigne has spent more than 25 years in both the private and public sectors creating new products and start-up businesses, driving innovation and economic growth in high-tech industries, including life sciences, informatics, and advanced manufacturing. Her for-profit experience includes launching health informatics businesses which resulted in growing two startups to more than 100 employees and two initial public offerings (IPOs). She also served in lead product development positions in larger corporations in managed care (Aetna), pharmaceuticals (Bristol-Myers Squibb), medical devices (Welch Allyn), and medical informatics (Medscape/MedicaLogic, now GE and WebMD). She has a bachelor's degree in neuroscience and a doctorate in clinical psychology, both from the University of Rochester. She serves on numerous non-profit, for-profit, and editorial boards.

Jeanique Riche-Druses

Jeanique Riche-Druses is a Vice President in Global Philanthropy at JPMorgan Chase & Co., a global leader in corporate philanthropy with more than $200 million invested in communities annually. In her role, she is responsible for the firm’s Small Business and Financial Capability philanthropic strategy for the New York Tri-State area. She joined the firm in September 2016. Prior to joining JPMorgan Chase & Co., Jeanique was the Assistant Director of Resident Business Development in the Office of Resident Economic Empowerment & Sustainability at the New York City Housing Authority.

Sarah Reginelli

As President of Capitalize Albany Corporation and CEO of the City of Albany Industrial Development Agency and Capital Resource Corporation, Sarah Reginelli leads the City of Albany’s economic development efforts through transformational real estate development, targeted business and project assistance, and strategic planning. She has worked in community redevelopment for more than a decade, previously serving as Principal Planner for the City of Albany specializing in neighborhood revitalization, plan implementation and community engagement. Ms. Reginelli is active in the community and serves as a board member for several organizations including the Albany Convention Center Authority, Albany Center for Economic Success, Central Avenue Business Improvement District, and Affordable Housing Partnership, and sits on a number of community advisory committees. She holds a master’s degree from the University of Miami and bachelor’s degrees from Syracuse University.

Linda Manley

Linda Manley is General Counsel for New York State Homes and Community Renewal (HCR), where she oversees the agency’s legal departments, the Tenant Protection Unit and the Fair and Equitable Housing Office. Prior to joining HCR, Ms. Manley was Legal Director at Lawyers Alliance for New York, providing legal services to nonprofit organizations focused on affordable housing, economic development and social services. She previously practiced law at the firms Jones, Day, Reavis & Pogue and Weil, Gotschal & Manges and served as a law clerk to Hon. Loretta A. Preska in the Southern District of New York. She has significant experience in the areas of mergers and strategic alliances, corporate restructuring, nonprofit governance, and coping with financial distress. She received her J.D. from Fordham University School of Law and B.A. magna cum laude from State University of New York at Albany.

Liz Sessler

Liz Sessler is Vice President of Client Engagement at ImpactUs Marketplace LLC where she is responsible for client experience, business development, marketing, and field building. Ms. Sessler began her impact investing
Maria T. Vullo

Maria T. Vullo was confirmed by the New York State Senate as the Superintendent of the Department of Financial Services in 2016, nominated by Governor Andrew Cuomo. She is responsible for protecting consumers and markets in New York State from fraud and financial crises, as well as reforming the regulation of financial services to keep pace with the industry’s rapid evolution. Ms. Vullo was a litigation partner at Paul, Weiss, Rifkind, Wharton & Garrison LLP, where she led civil, criminal, and regulatory investigations before courts and governmental authorities across the country. She also served as Executive Deputy Attorney General for Economic Justice Division in the Office of the New York State Attorney General. There she oversaw the Bureaus of Investor Protection, Antitrust, Real Estate Finance, Consumer Frauds and Internet, leading investigations across New York State to protect investors and consumers from fraud. As a trial lawyer, Ms. Vullo has argued before the U.S. Supreme Court, the U.S. Courts of Appeals for the Second, Ninth, and Tenth Circuits, and the New York State Appellate Division. She recently received the New York Women Making a Difference Award from Eleanor’s Legacy, the Humanitarian of the Year Award from the Interfaith Nutrition Network, and the Distinguished Corporate Citizen Award from A Better Balance, among many other awards and professional recognitions. She earned her J.D. from New York University School of Law, an M.P.A. from the New York University Wagner Graduate School of Public Service, and a B.A. from the College of Mount Saint Vincent.

Eddie Wong

Eddie Wong has worked at AAFFE CDF for a decade and has made an impact on hundreds of individuals by assisting them in fulfilling their American dream of owning a home. He started his career as a business counselor at AAFFE CDF and soon demonstrated tremendous ability to managed and lead the organization's mission in the community. Eddie has helped to guide the organization with new programs and strategic growth. Eddie’s most prominent community impact was after Hurricane Sandy when hundreds of homeowners needed emergency home repair loans due to damages caused by Hurricane Sandy. Eddie provided counseling to many families and deployed these emergency loans in an expedited manner so that the families could return to their homes safely. He is driven by his passion for uplifting people out of economic distress through homeownership education, counseling and rehabilitation home loans to minority, immigrant, and LMI populations in New York City.

Howard Zemsky

In 2015, Governor Andrew M. Cuomo nominated Howard Zemsky to serve as President and CEO of Empire State Development and Commissioner of the NYS Department of Economic Development and he was confirmed by the Senate. He and his colleagues—more than 450 people working in regional offices around the state—manage a broad range of programs, incentives and services designed to increase private sector investment and job creation in New York. Commissioner Zemsky works closely with Lieutenant Governor Kathy Hochul and with the regional co-chairs to successfully implement the plans of the 10 regional economic development councils, the governor's decentralized, collaborative and strategic approach to economic development. Prior to coming to ESD, Commissioner Zemsky co-chaired the Western New York Regional Economic Development Council and worked on initiatives aimed at revitalizing the upstate economy. A longtime Buffalo business leader, Zemsky’s company, Larkin Development Group, has redeveloped approximately one million square feet of historic building space in Buffalo since 2002, with a particular focus on reclaiming Buffalo’s earliest industrial neighborhood, the Larkin Historic District. Commissioner Zemsky has a bachelor's degree from Michigan State University and an MBA from the University of Rochester.
Join us! If you're not already a member, we hope you'll join us! NYS CDFI Coalition Members can serve on Coalition committees, have voting privileges, can serve on the Board, and actively shape the CDFI agenda in New York. Now, more than ever, collaboration is key! Visit nyscdfi.org for details and Membership Application.

Special welcome and THANK YOU to current NYS CDFI Coalition Members:

**Albany** | Community Loan Fund of the Capital Region, Inc. | NYBDC Local Development Corporation

**Bronx** | Bronx Overall Economic Development Corporation (BOEDC) | CheckSpring Community Corporation | Credit Inc. | Love Gospel Assembly Federal Credit Union | Project Enterprise | Spring Bank

**Brooklyn** | BOC Capital Corporation | Brooklyn Cooperative Federal Credit Union | CAMBA Economic | Development Corporation | First American International Bank

**Buffalo** | Buffalo Cooperative Federal Credit Union

**Centerreach** | CDC of Long Island Funding Corporation

**Dunkirk** | Chautauqua Opportunities for Development, Inc.

**East Norwich** | La Fuerza Unida Community Development Corporation

**Hauppauge** | Long Island Housing Partnership Community Development Financial Institution, Inc.

**Hawthorne** | Community Capital New York, Inc

**Hicksville** | Queens Cluster Federal Credit Union

**Ithaca** | Alternatives Federal Credit Union | Ithaca Neighborhood Housing Services, Inc.

**Lakewood** | Southern Chautauqua Federal Credit Union

**Long Island City** | East River Development Alliance Federal Credit Union


**Queens** | Greater Jamaica Local Development Company, Inc. | Quontic Bank

**Rochester** | Genesee Co-op Federal Credit Union | Greater Rochester Housing Partnership | Lexington Ave Federal Credit Union | Neighborhood Housing Services of Rochester, Inc. | PathStone

**Rockville Center** | Disaster Response Fund U.S., Inc. | The Disability Opportunity Fund

**Saranac Lake** | Adirondack Economic Development Corporation

**Syracuse** | Home Headquarters, Inc. | Syracuse Cooperative Federal Credit Union

**Tarrytown** | Leviticus 25:23 Alternative Fund, Inc.

**Utica** | Utica Neighborhood Housing Services, Inc.

**Westbury** | Long Island Small Business Assistance Corporation