

CARLA MANNINGS

CANDIDATE FOR OFN BOARD, 2017

I am a candidate for OFN's Board of Directors, respectfully seek your support, and ask for your vote. A great deal has changed in the landscape of our community development industry from only a year ago and we have lots of work ahead of us. I would like to work with OFN and its membership to continue our collective mission of ensuring that the underserved have access to responsible, affordable financial products and services. My experience and commitment to the industry demonstrate that I can be an effective board member in assisting OFN's core purpose of aligning capital with social, economic and political justice.

PARTNERING NATIONALLY WITH OTHER COMMUNITY DEVELOPMENT FINANCE PRACTITIONERS

As a board member, I would address the priorities of OFN and its membership. I bring a unique and multi-lens perspective to the organization's diverse membership. With over 30 years of work in the banking, community development, and CDFI industries, I have the experience in finance, development, lending, and management to understand the diversity of OFN's membership base. These experiences allow me to understand capitalization strategies, finance, lending, public policy, and organizational needs of our industry.

Since a year ago, I have continued to expand my knowledge within the CDFI industry. I recently joined the Loan Committee of the well-regarded CDFI, NCALL, located in Wilmington, Delaware, where I visit project sites each month, and talk with developers and other stakeholders in the community. I participated in OFN's Advocacy day, where I was a part of a team that discussed the deep and positive impact that the CDFI industry has had on communities across the nation and the importance of CDFIs continuing to receive financial support at the federal level. In addition, with PCG's 2016 NMTC allocation, I have visited projects from DC to New Orleans and met with developers, community stakeholders and our CDFI partners.

I have traveled, met with, and been a part of conversations with social impact investors to have an understanding of not only their business model, but also to help further knowledge on both sides of how to speak the same language so that investors are motivated to invest in CDFIs and support the work that we do. Through these experiences, I have been exposed to innovative solutions to capitalization that can be beneficial to us all.

PRIORITIES AS A BOARD MEMBER

As an OFN board member, I can contribute to the OFN's membership priorities and help to ensure the field remains on the forefront of the community development finance industry.

National perspective with experience building the field

At PCG and Community Housing Capital, I have worked with many of you as a lending partner in addressing borrower needs. At NeighborWorks, I worked to help build the capacity of neighborhood based CDFIs and other non-profits across the country.

Technology is a powerful tool that can be used to communicate effectively with a mass audience. In 2016, I spearheaded PCG's relaunch of our innovative CapNexus platform. As an online platform, CapNexus' goal is to help CDFIs network with each other to better serve their borrowers. The website now has over 700 users, 1400 newsletter readers, and has posted over \$1 billion opportunities. Our industry leaders are connecting, getting to know each other, and forming new and renewed partnerships.

Experience working with all CDFI types and our partners

I have collaborated and advised CDFIs and nonprofits of all types, sizes, varied product mix and geographical areas. With my current role as a Business Development Executive, and through the work of Partners for the Common Good, I work daily with all types of CDFIs. In addition to working with CDFIs, I also work with the investor and banking community.

Serve as an active ambassador for OFN

I recognize the value of the CDFI industry and would like to serve as an ambassador who can help shape and effectively communicate OFN's strategies to external audiences. My experience of serving on boards as well as my extensive career, demonstrates my ability to be an advocate, while effectively communicating internally and externally.

CURRENT ROLE AND KNOWLEDGE IN THE INDUSTRY

Partners for the Common Good (PCG), is a CDFI whose mission is to advance economic justice and opportunity for low-income people and communities. We are a national participation lender where we collaborate with 45+ CDFIs nationally to deliver millions of capital to people and communities that need it the most. PCG is the owner of CapNexus, a searchable, online database and networking tool that matches community development transactions to mission focused capital. PCG is recognized for managing the Community Development Bankers Association (CDBA), a national trade association of the community development bank sector that educates policymakers, regulators, legislators, and the general public on the importance of CDFIs and low-income communities.

During my time at PCG, we have increased our lending originations significantly, increased lending partners, and broadened our national footprint. We received our first ever New Market Tax Credit Award. I look forward to being an integral part of PCG's continued success and opening doors to other new opportunities. My experience in growing PCG directly relates to OFN's expansion of the entire CDFI industry.

I am actively involved with OFN. I have participated in OFN's program, Strengthening Small and Emerging CDFIs; attended the annual and regional conferences; as well as participated in a panel sessions. This year, I participated in OFN's Advocacy Day, am active as Host Committee Member for this year's conference and plan to participate in Advocacy Day the week of the 2017 OFN Conference.

HONORED TO HAVE YOUR VOTE

I hope to serve OFN and its members as a Board Member. If elected, I will represent the interests of the membership in the context of OFN's mission and strategy by drawing from my own experiences, knowledge, and relationships with all of you. I appreciate and would be honored to have your support and vote.