



CITY FIRST
BANK OF DC

2016

SPRING

CFB'S OFFICIAL NEWS SOURCE

ELECTRONIC

Helping to Build a more
Equitable > Affordable > Healthy > Creative DC


CITY FIRST
BANK OF DC

One Small Business,
Non Profit and
Neighborhood
at a time...

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#banklocal #cityfirst

Affordable Housing

Historic Anacostia!

 Ascending from the foothills of historic Anacostia and within the skyline of the pristine Frederick Douglass home is the newly developed RiverEast affordable housing dwelling located in Ward 8. Envisioned by a district based company with extensive experience revitalizing communities, Stanton View Development is building affordable homes for those who cannot afford the city's skyrocketing prices. Appealing to families, all 46 townhouse units will be three bedrooms with two and a half bathrooms and are slated to be available in early July. **Of the 46 units, 43 are for families earning less than \$65,000 a year and the remaining three for families with annual incomes below \$32,580.**

An additional unique value of being a RiverEast resident is having the opportunity for future condominium ownership. The team at Stanton View Development has tackled real estate projects throughout the metro DC area; however, the impact of this particular development will change the wealth trajectory for local families that choose to live in DC's Southeast quadrant of Ward 8.

Heralded as the next frontier for private development, properties East of the River are becoming increasingly unaffordable. That's where the partnership between City First and Stanton View Development provides an accessible solution for affordable housing creation

and preservation. For those who are lucky enough to reside at RiverEast, the amenities are bar none to any other neighborhood East of the River. Within steps of your new home, you'll find Thurgood Marshall Academy, a Tier 1 public charter school that graduates 93% of their seniors; the Anacostia Arts Center, a space of creativity and blossoming small businesses; the Anacostia Playhouse; and the highly anticipated 11th Street Bridge Park.

This development encapsulates the realization of access, equity, and opportunity for 46 new residents that would otherwise be excluded from DC's growing promise, and City First Bank is proud to have financed it.

RiverEast at Anacostia Metro
1265 Talbert Street SE, DC



A Note from the President

Partnerships



When we want to initiate change in a community, partnerships and collaboration are the first steps. The simple decision to open an account at City First is a contribution to something bigger. Deposits from local businesses, socially conscious individuals and community stakeholders can transform neighborhoods. Our lending and services create jobs through small business; our financing of community facilities helps to provide high quality social services; and our focus on fair housing creates and preserves much needed affordable homes. Collectively, our partners include you, our government, nonprofits, and the private sector. You are the ones who help make it possible to support DC's most vulnerable. At City First, we

take pride in being part of this holistic approach to uplifting our community.

In this issue, you will see our collective impact demonstrated all the way from local grassroots efforts to global initiatives. With over 80% of our loans purposely directed to historically underserved communities, we ensure that your investment with us is a reciprocated investment in the community.

Do you know someone who wants to both deepen their engagement in the local economy and serve their community? Introduce them to City First Bank of DC. Our team of forty mission-driven bankers

on U Street are happy to share with you our products, services and engagement opportunities that we provide like no other bank in DC. Let us show you what truly makes us *"a different kind of bank."*

“We thank you for partnering with us!”

Brian E. Argrett,
President and CEO



\$30 Million East of the River

New Market Tax Credits = IMPACT



\$32,250,000

Education-Focused Community Facility

THEARC III



CITY FIRST BANK OF DC



Enterprise



SUNTRUST

Over the last six months, City First has deployed \$30 million in New Markets Tax Credits (NMTC) allocations to three new large scale community facilities located in DC's Wards 7 and 8 - neighborhoods east of the Anacostia River.



THEARC Phase III Expansion

City First's allocation of \$10 million is contributing to THEARC's \$32 million campus expansion. Since 2005, through a partnership of resident nonprofits, THEARC has provided low-cost or free arts, education, and social programs to

children and adults living in Wards 7 and 8. THEARC is also home to THEARC Theater and THEARC Farm. When complete, THEARC's Phase III Expansion will be home to Children's National Health System, The Bishop Walker School for Boys, Apple Tree Institute and the Phillips Collection. The new facility will also have a black box theater. This project is slated to come online early 2017. To keep up with the latest updates, [go to thearcdc.org](http://go.to/thearcdc.org)
1900 Mississippi Ave, SE, DC



Achievement Preparatory School

City First financing provided \$10 million to this award-winning Tier 1 college preparatory school, adding an additional 45,000 square feet to their facility and cultivating more than 20 positions in Ward 8 - one of DC's most economically and academically disadvantaged neighborhoods. By the end of this year, Achievement Prep will have grown from its initial start of 68 scholars to nearly 1,000. This project is slated to come online this fall. To keep up with the latest updates, [go to achievement-prep.org](http://go.to/achievement-prep.org) 908 Wahler Place, SE, DC



SOME - So Others Might Eat

City First allocated \$10 million along with financing from DC Housing Enterprises and the Healthy Futures Fund to the construction of a 320,000 square foot facility that will provide 202 units of affordable housing and the creation of a 36,000 square foot medical and dental clinic in DC's Ward 7. Through expanded employment training, the new facility will triple the organization's capacity to empower local residents out of homelessness and poverty. This project is slated to come online in 2017. To keep up with the latest updates and for a full list of finance partners, [go to capitalcampaign.some.org](http://go.to/capitalcampaign.some.org) 4430 Benning Road, NE, DC

In the Community

What We Value



Gilbane Smoot Small Business event at RISE
Providing Small Business Opportunities



Bread for the City Farmers Market
Lending A Hand To Our Community



Bisnow Affordable Housing Conference
Sharing the Stage with our Partners



Rebuilding Together Volunteer Day
Serving our Communities



Diversity Reception at the Willard
Coalition Building



Mamie D Lee School Topping Ceremony
Transforming Education



Bread for the City Lunch & Learn
Leaning in



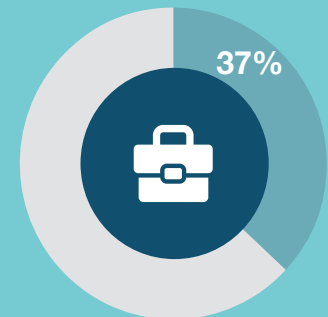
OFN Advocacy Day
Advocating for the
Community Development
industry

URBAN INSTITUTE WHITE PAPER

A strategy that focuses on jobs, housing, and resident engagement can provide a roadmap for improving economic development in the city's underserved neighborhoods.

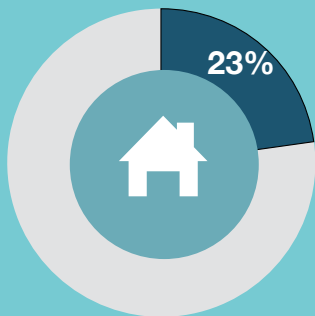


CITY FIRST FOUNDATION



BUSINESS

In 2012, though African Americans made up nearly half of all residents in the city, 37 percent of DC business owners whose race could be identified (of all business sizes) were African American.



HOUSING

Despite the lower prices, Ward 8 has the lowest homeownership in the city (23 percent as of 2008-12).

Get your COPY

Welcome! Welcome!

Introducing the Newest Members Of Our Family



Sitar Arts Center

New to the City First Family, Sitar needs no introduction to DC for its formidable and award-winning work in providing underserved children and youth in DC with essential learning opportunities through the arts. The Center's state of the art facility serves as a creative home to more than 850 students each year during the vulnerable out-of-school time hours. Sitar's programs in the visual, performing and digital arts are proven to advance the critical life skills of youth from low-income households across DC. **With City First financing earlier this year, Sitar Arts Center was able to expand their facility and respond to the pressing needs of quality learning opportunities for DC children and youth.**

Broodjes & Bier LLC

Meet #MadeInDC entrepreneur, Sarah Frimpong. She's the owner of Broodjes & Bier, a local gourmet sandwich business inside Union Kitchen. Her renowned sandwiches combine classic Dutch flavors with the freshest ingredients. **With the help of City First Enterprises, she was able to access affordable capital needed to grow her skyrocketing business.** With this additional boost she was able to hire more employees and take on larger orders. In a short time Frimpong has been able to expand and solidify contracts with institutions such as Georgetown University and stores such as Compass Coffee.



Did you know?

Since it's founding in 1998,

City First has deployed over

\$1 BILLION

of capital throughout Washington, DC and it's surrounding suburban and urban jurisdictions.



**\$1 BILLION
OF CAPITAL
DEPLOYED**

Tweet Tweet

City First Bank DC Retweeted



LIIF @Llifund - Apr 14

Our #NMTC partnership w/@CityFirstBankDC @EnterpriseNow & @SunTrust helps @THEARC_DC expand community services in DC bit.ly/263TgTU



**CITY FIRST
BANK OF DC**

Retail Branch and Administrative Office

1432 U Street, N.W.
Washington, DC 20009

202-243-7100

Administrative Office

Mon-Fri, 8:30 a.m. to 5:30 p.m.

Bank Hours

Mon-Thurs, 9:00 a.m. to 4:00 p.m.
Friday, 9:00 a.m. to 5:00 p.m.

24 Hour Telephone Banking

1-800-319-5846

Commercial Real Estate and Small Business Lending

202-243-7113

Cash Management And Deposits

202-243-7133

CDARS and Insured Cash Sweeps

202-243-7133

Anacostia Satellite Office

1231 Good Hope Road, SE
marketing@cityfirstbank.com

NEW EMPLOYEES

Carl Hairston

EVP, Chief Lending Officer

Paul Brown

EVP, Chief Strategy Officer

Paul T. Yeloushan

VP, Director Of Operations

Teresa Avent

Deposit Operations Specialist

Sierra Council

Marketing Coordinator

Khadijah R. Kirby

Senior Administrative Assistant



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We're Social!

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 CityFirstBankDC

 City First Bank

cityfirstbank.com
cityfirstfoundation.org
cfenterprises.org
cfhomes.org

Our Global Family

Mission Alignment



April 7, 2016 - GABV partnered with VoiceAmerica, the world's largest online broadcaster, hosting a 13-week series called Building Banking on Values. This show spotlighted the people, passion, and potential of this new movement in banking.

April 19, 2016 - GABV celebrated the launch of the world's first Massive Open Online Course called 'Just' Money: Banking as If Society Mattered. The topics highlighted values-based banking and was powered by MIT. [Hear the first show, featuring our very own, Brian E. Argrett, City First Bank's president & CEO.](#)

The Global Alliance for Banking on Values (GABV) is an independent network of banks and banking cooperatives that use finance to deliver sustainable economic, social and environmental development. City First joins a family of 27 other banks that commit to remain grounded in

their communities, offer transparent and inclusive financial services, and work towards a more sustainable global economy. City First is one its newest members representing North American banks focused on lending in low to moderate income communities.

Why We Work

Meet Sonja Wells, SVP, Relationship Manager

At City First Bank, we serve as a partner with all of our Customers to help them achieve their goals. Our small business lending team is dedicated to supporting their mission.

Sonja Wells serves as the Senior Vice President, Relationship Manager. Her responsibilities include business development, treasury management and portfolio management, with an emphasis on small business and nonprofit lending.

Here's why she loves working with small business:

I Love This Work

What I love about my job is being able to talk to someone about their business, why they started it, and what makes them get up every day. I learn something different every day about my customers and their

businesses. What keeps me motivated is knowing that my expertise in finance serves as technical assistance to help them continue their success. We also give back and make a difference every day by financing development projects that have huge social and economic impact in under-resourced communities.

“Their success keeps me motivated”

Small Business, Big Impact

The definition of “small business” varies by bank. At City First, we focus on retail and service industry businesses, as well as nonprofit and commercial and industrial (C&I) lending.



202-243-7118