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OFFICE OF THE
SECRETARY

MURIEL BOWSER
MAYOR

22 2019

The Honorable Phil Mendelson
Chairman
Council of the District of Columbia
John A. Wilson Building
1350 Pennsylvania Avenue, NW, Suite 504
Washington, DC 20004

Dear Chairman Mendelson:

In accordance with section 2 of the Confirmation Act of 1978, effective March 3, 1979 (D.C. Law 2-142; D.C. Official Code § 1-523.01), and pursuant to section 203 of the Green Finance Authority Establishment Act of 2018, effective August 22, 2018 (D.C. Law 22-155; D.C. Official Code § 8-173.23), I am pleased to nominate the following person:

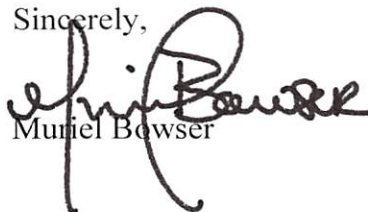
Ms. Lori Chatman
2131 Sudbury Place NW
Washington, DC 20012
(Ward 4)


for appointment as a member with experience in affordable housing or community development member of the Green Finance Authority Board for a term to end April 1, 2021.

Enclosed, you will find biographical information detailing the experience for Ms. Chatman, together with proposed resolutions to assist the Council during the confirmation process.

I would appreciate the Council's earliest consideration of this nomination for confirmation. Please do not hesitate to contact me, or Steven Walker, Director, Mayor's Office of Talent and Appointments, should the Council require additional information.

Sincerely,


Muriel Bowser


Chairman Phil Mendelson
at the request of the Mayor

A PROPOSED RESOLUTION

IN THE COUNCIL OF THE DISTRICT OF COLUMBIA

Chairman Phil Mendelson, at the request of the Mayor, introduced the following resolution,
which was referred to the Committee on _____.

To confirm the appointment of Ms. Lori Chatman as a member of the Green Finance Authority Board.

RESOLVED, BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, That this resolution may be cited as the "Green Finance Authority Board Lori Chatman Confirmation Resolution of 2019".

Sec. 2. The Council of the District of Columbia confirms the appointment of:

Ms. Lori Chatman
2131 Sudbury Place NW
Washington, DC 20012
(Ward 4)

as a member with experience in affordable housing and community development member of the Green Finance Authority Board, in accordance with section 203 of the Green Finance Authority Establishment Act of 2018, effective August 22, 2018 (D.C. Law 22-155; D.C. Official Code § 8-173.23), and pursuant to section 2 of the Confirmation Act of 1978, effective March 3, 1979 (D.C. Law 2-142; D.C. Official Code § 1-523.01), for a term to end April 1, 2021.

Sec. 3. The Council of the District of Columbia shall transmit a copy of this resolution, upon its adoption, each to the nominee and to the Office of the Mayor.

Sec. 4. This resolution shall take effect immediately.

Lori M. Chatman

PROFESSIONAL QUALIFICATIONS

Proven leader with over 27 years of progressively responsible experience in community development lending and management. Demonstrated leadership and record of accomplishment in developing and implementing line of business strategic plans, policies and procedures that effectively manage risk while delivering positive financial returns, and staffing structures that have resulted in increased income, double-digit loan growth, and the successful launch of new products and programs.

ENTERPRISE COMMUNITY PARTNERS, INC.

November 2004 – present

President – Enterprise Community Loan Fund, Inc. (April 2008 – present)

Senior Vice President – Enterprise Community Partners, Inc.

Senior Vice President – Enterprise Community Investment, Inc.

- Oversee the daily operations of the loan fund and lead Enterprise's efforts to raise and deploy capital through large-scale regional and local loan funds and manages Enterprise's New Market Tax Credit and Impact Investing portfolios
- Devise and implement a strategy for diversifying our business model to consistently increase income from fees and ensure ongoing financial self-sufficiency
- Partner with executives of affiliated subsidiaries to: coordinate line of business strategies and design products that are vertically aligned to efficiently meet market needs; prioritize and allocate resources during the annual budget planning process; and influence and respond to legislative and environmental factors that will affect our business
- Cultivate and maintain relationships with new and existing investors
- Develop new capital products to attract and satisfy the community development investment interests and needs of a broad base of investor types, i.e. individuals, financial institutions, insurance companies, foundations and public entities
- Direct and develop geographically dispersed staff to achieve targeted results
- Represent the organization to the public and key stakeholders
- Collaborate with Board of Directors on strategy and to ensure they have information needed pursuant to their fiduciary and governance responsibilities

Senior Vice President – Chief Credit Officer (November 2004 – March 2008)

- Managed day-to-day operations of the organization during eight-month leadership transition
- Co-managed a team of thirteen geographically dispersed lenders through the business development, loan origination, structuring, and closing process, resulting in loan growth of more than \$100 million
- Engendered a credit culture appropriate to risk parameters established by Board
- Assessed all loans and requests for modifications to ensure they were properly risk rated, complied with credit policies, or warranted approval of an exception to policy
- Approved loans and modifications within individual loan approval authority of up to \$1 million and joint authority of \$2 million
- Chaired the Delinquency Committee, with primary responsibility for establishing and ensuring full implementation of workout plans for delinquent and troubled loans
- Created new credit policies and procedures to guide the development of new loan products and programs, as well as appropriately manage portfolio concentrations and risks
- Restructured operations and portfolio management staff to improve customer service, credit administration, and loan servicing

- Led the development of an automated financial statement recasting and analysis tool as well as a web-based loan origination and credit filing system, all of which improved the timeliness and efficiency of the loan origination process and document management/accessibility

CALVERT IMPACT CAPITAL
(formerly Calvert Social Investment Foundation)

January 2002 – August 2004

Director of Lending

- Coordinated and managed an internal team of four and a stable of 20 third-party consultants engaged to underwrite and provide comprehensive programmatic and financial assessments of over 180 nonprofit community based organizations
- Streamlined the process for collection of due diligence and revamped the reporting template to ensure consistent quality across credit reports
- Established lending policies, protocols and guidelines for: underwriting, credit risk management, loan approval authority, loss reserves, credit policy exceptions and troubled credit monitoring, which resulted in the first ever delegation of credit approval authority to staff
- Expanded investment options to meet growing investor interest in nonprofit housing developers, contributing to the team annually exceeding its disbursement goal by double-digit margins
- Marketed Calvert Foundation's capacity to deliver a broad menu of portfolio and asset management services to a variety of institutional investors, resulting in a 15% increase in the related fee-for-service income
- Refined the risk scoring and rating system and recalibrated performance benchmarks to ensure key indicators were sector specific and reflective of Calvert's lending and loss experience
- Managed the Board Investment Committee

CAPITAL IMPACT PARTNERS
(Formerly NCB Development Corporation)

September 1993 – December 2001

Vice President, Group Leader (October 1999 to December 2001)

- Implemented line of business strategic and tactical plans that resulted in the team reaching 100% of its performance objectives for two consecutive years
- Managed all lending operations, including a staff of nine lenders, a portfolio manager and two administrative support personnel
- Vetted all loans, advances and strategic investments to ensure compliance with credit policy guidelines
- Maintained delegated credit approval authority of \$0.75 million
- Delivered advisory services and managed production and compliance under a \$160 million Loan Guaranty Program with the Department of Health and Human Services, Bureau of Primary Health Care (BPHC)
- Prepared annual team budgets, with on going monitoring and assessment to prevent a negative variance
- Assessed the technical capacity and professional training needs of all team members and ensured that the appropriate training was completed
- Coordinated the use of unit resources to support other non-lending related corporate objectives, such as technical assistance, training, public policy research and education, resulting in the receipt of \$0.45 million of grant support for technical assistance to charter schools and community-based primary care providers

Vice President, Loan Officer I/II (September 1993 – September 1999)

- Originated and managed portfolio of loans to federally qualified community health centers
- Analyzed historical financial trends and projections to determine optimal financing structure (debt, quasi-equity, and/or grant) and repayment risks of loans; assisted small community-based providers with proforma preparation and/or modification
- Prepared comprehensive written reports to detail findings of due diligence and analytical assessments and presented results of due diligence and recommended loan structure to Loan and Executive Committee
- Developed seminars and workshops for conferences, or at the requests of interested organizations, to educate participants on commercial underwriting of community health centers
- Investigated state health care reform efforts to determine how changes in policy and reimbursement mechanisms would affect health care providers, and if such changes created additional lending opportunities or required changes in underwriting criteria or risk ratings.
- Established underwriting protocols for emerging community health center sponsored managed care entities

NATIONAL COOPERATIVE BANK (NCB)

March 1991 – August 1993

Asst. Vice President, Mgr. Financial Analysis (April 1992 – August 1993)

Credit Analyst (March 1991 – April 1992)

CORESTATES FINANCIAL CORPORATION

February 1989 – March 1991

(Acquired by First Union Bancorp and now Wells Fargo)

Credit/Marketing Analyst

EDUCATION

Howard University

Bachelors of Business Administrations - Finance (December 1988)

AFFILIATIONS

Capital One NMTC Advisory Committee (2017 – Present)

Capital One Community Advisory Council (2015 – Present)

Northern Trust NMTC Advisory Board (2017 – Present)



Executive Office of the Mayor - Office of Talent and Appointments
John A. Wilson Building | 1350 Pennsylvania Avenue, Suite 600 | Washington, DC 20004

Lori Chatman



Lori Chatman currently serves as the president of the Enterprise Community Loan Fund, Inc. where she is responsible for setting and implementing the strategy for Enterprise to raise and deploy capital through large-scale national, regional, and local debt funds, as well as New Markets Tax Credit equity. She also leads Enterprise's capital innovation practice.

Ms. Chatman joined Enterprise in 2004 with more than 15 years of community development experience. Prior to her current position, she was the senior vice president and chief credit officer of the Enterprise Community Loan Fund, Enterprise's U.S. Treasury-certified Community Development Financial Institution (CDFI).

Before joining Enterprise, Ms. Chatman was the director of lending for the Calvert Social Investment Foundation (now Calvert Impact Capital), where she managed their portfolio of loans to CDFIs, community development corporations, community service organizations, and international microfinance institutions. She was also responsible for delivering a broad menu of portfolio and asset management services under contractual arrangements with a host of institutional investors, including administering several portfolios of loans funded by these investors.

Ms. Chatman began her community development career with NCB Development Corporation (now Capital Impact Partners), where she spent several years as a lender prior to assuming responsibility for the management and strategic direction of the organization's national lending programs in cooperative affordable housing, charter schools, community health care and community and economic development.

Ms. Chatman serves as a board member of Appalachian Community Capital, a 17-member CDFI committed to meeting the credit needs of rural Appalachia. She is also a member of Capital One's Community Advisory Council, Northern Trust's CDE Advisory Committee and Chase's New Market Corporation Advisory Board. Lori is the immediate past Chair of the Board of Directors for the Opportunity Finance Network (OFN), a national network of CDFIs investing in opportunities that benefit low-income, low-wealth and other disadvantaged communities across America.

A Ward 4 resident, Ms. Chatman received a Bachelor of Business Administration from Howard University.



GOVERNMENT OF THE DISTRICT OF COLUMBIA
Executive Office of Mayor Muriel Bowser



Office of the General Counsel to the Mayor

To: Alana Intrieri, Steven Walker
From: Betsy Cavendish
Date: April 7, 2019
Subject: Legal sufficiency review of Resolutions nominating Lori Chatman, Priya Jayachadran, Todd Monash, and Ricardo Nogueira as members of the Green Finance Authority Board

This is to Certify that this office has reviewed the above-referenced legislation and found it to be legally unobjectionable. If you have any questions in this regard, please do not hesitate to call Karuna Seshasai, Deputy General Counsel, Executive Office of the Mayor, at 202-724-1303, or me at 202-724-7681.

Elizabeth Cavendish