



MURIEL BOWSER
MAYOR

April 8, 2024

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 201 of the Green Finance Authority Establishment Act of 2018, effective August 22, 2018 (D.C. Law 22-155; D.C. Official Code § 8-173.21), I am pleased to nominate the following individual:

Mr. Anthony Washington
17th Street, NW
Washington, DC 20001
(Ward 4)

for appointment as a voting member with experience in affordable housing or community development of the Green Finance Authority Board, filling a vacant seat formerly held by Priya Jayachandran, for a term to end July 9, 2026.


Enclosed, you will find biographical information detailing the experience of the above-mentioned nominee, together with a proposed resolution 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,

A handwritten signature in black ink that reads "Muriel Bowser".

Muriel Bowser
Mayor


Chairman Phil Mendelson
at the request of the Mayor

A PROPOSED RESOLUTION

IN THE COUNCIL OF THE DISTRICT OF COLUMBIA

To confirm the appointment of Anthony Washington to 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 Anthony Washington Confirmation Resolution of 2024”.

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

Mr. Anthony Washington
17th Street, NW
Washington, DC 20001
(Ward 4)

as a voting member with experience in affordable housing or community development of the Green Finance Authority Board, established by section 201 of the Green Finance Authority Establishment Act of 2018, effective August 22, 2018 (D.C. Law 22-155; D.C. Official Code § 8-173.21), filling a vacant seat formerly held by Priya Jayachandran, for the remainder of an unexpired term to end July 9, 2026.

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

Sec. 4. This resolution shall take effect immediately.

ANTHONY WASHINGTON

Profile Summary

Strategic and results-driven professional with 25+ years of Fannie Mae, Freddie Mac, and FHA lending experience, including co-founding a dedicated FHA lending platform within EagleBank. Leverages an exceptional business acumen, paired with a widespread network of developers, government stakeholders, and other key industry partners to maximize knowledge base and effectively assess feasibility of complex development projects. A trusted mentor and leader, seamlessly managing operational business oversight while actively coaching junior personnel into senior-level roles. Combines an exemplary track record of strategic program development and implementation with a trusted financial modeling and risk assessment background.

Core Skills and Competencies

- Regulatory Compliance
- Strategic Partnership Development
- Project Feasibility Analysis
- Multidisciplinary Team Leadership
- Portfolio Management
- Budget & Resource Management
- Tactical Business Planning
- Community Outreach
- Innovative Financing Solutions

Professional Experience

Vice President *Merchants Capital Corporation FHA and Agency Lending*

Dec. 2020 – Present

Recruited to join a newly formed office in DC which serves as the headquarters of Agency Lending for Merchants Capital Corporation (MCC), a \$2BN per year lending platform with an almost exclusive focus on affordable housing, including the financing of tax exempt private activity bonds in conjunction with 4% and 9% low income housing tax credits.

Key Responsibilities:

- **Strategic Business Development:** Perform extensive market and opportunity analyses to design and implement a sustainable business model, policies, and procedures, integrated into MCC operations, leveraging subject matter expertise across HUD and Agency programs to train new hires and existing relationship managers to prospect and drive new business.
- **Community Outreach:** Generate new business through existing professional and bank relations, as well as tactical community outreach, building strategic industry and governmental partnerships while collaborating with internal marketing team to target developers through email campaigns and industry events.
- **Complex Loan Origination:** Maintained ongoing knowledge base of industry trends and established regulatory standards to develop, negotiate, and action on creative financing solutions based on unique developer needs and complex deal structuring issues. A thorough understanding of how affordable housing transactions are structured is required as they typically involve very complicated capital stacks which may include: hard debt, lihtc equity, soft debt, seller notes, deferred developer fees, tax abatements, ground leases, etc.

Senior Vice-President | *EagleBank, FHA Multifamily Lending Division*

Aug. 2015 – Jul. 2020

Leveraged industry expertise to co-found and direct launch an FHA multifamily business line within EagleBank, securing MAP and Ginnie Mae licenses while drawing on professional, bank-driven, and community contacts to generate new business. Maintained full-scope strategic and operational accountability to train divisional and general banking staff on HUD programs while functioning as primary contact to vet developers and design innovative solutions to complex financing issues.

Notable Contributions & Achievements:

- ✓ Spearheaded and co-led efforts to secure licensing, drawing on expertise of expansive industry network to develop a quality control plan, independently securing MAP license without counsel in 45 days and Ginnie Mae license in 9 months.
- ✓ Drove YOY growth and maintained a widely successful track record of meeting and exceeding established budget goals and success metrics, currently tracking 2020 (Year 4) at a \$400M pipeline.

Key Responsibilities:

- **Operational Leadership:** Collaborated with other senior leaders to forecast divisional needs, evaluate prospective projects, and develop full-scope operational plan and associated budget, allocating and maximizing available resources to meet identified divisional goals and objectives. Continually monitored service delivery models to adjust strategic business plans as needed.
- **Feasibility Analysis:** Led evaluation and assessments for all prospective projects, developers, and principals, drawing on underwriting and loan origination experience to function as leading voice on vetting of developer assets, financial stability, and overall track record,
- **Team Leadership:** Applied a people-focused leadership approach to onboard, train, and motivate cross-functional teams, fostering a working culture rooted in open communication and collaboration to ensure division-wide alignment to established business objectives while actively coaching junior personnel into senior-level roles through dedicated and ongoing mentorship.

Vice-President | Oak Grove Capital**Sept. 2009 – Aug. 2015**

Oversaw origination for multifamily loans across Fannie Mae, Freddie Mac, and FHA product lines, mentoring and leading a team of 5 national producers while actively coordinating and optimizing workflow to drive process efficiency. Cumulatively generated over \$600M in loan volume including numerous large 4% tax credit transactions.

Earlier Noteworthy Experience

Vice President Green park Financial, A Walker Dunlop Company	Jan. 2008 – Sept. 2009
Principal M&A Development, LLC	Jan. 2006 – Jan. 2008
Vice President Charter Mac Mortgage Capital (Hunt Mortgage)	Jan. 2004 – Jan. 2006
Vice President & Regional Director American Property Financing, Inc. (Wachovia/Wells Fargo)	Aug. 1996 – Jan. 2004
Regional Director, Northeast AMI Capital, Inc. (Wachovia/Wells Fargo)	Feb. 1994 – Aug. 1996
Commercial Banking Officer First National Bank of Maryland	Sept. 1989 – Feb. 1994

Formal Education

Master of Business Administration, Finance & Real Estate | University of Maryland
Bachelor of Science, Business Administration | St. Francis University of Pennsylvania

Professional Affiliations

Smith Business School Advisory Board University of Maryland College Park	Sept. 2017 – Present
Treasurer The Columbia Foundation Board	Jun. 2016 – Present
Alumni Chapter Board University of Maryland College Park	Sept. 2015 – Sept. 2017
Victory Housing Board	Jan. 1998 – Jan. 2003

Offered broad expertise to support a variety of boards and non-profit organizations, successfully championing widespread growth for one of the largest non-profit developers providing affordable assisted living properties in DC by actively partnering with developers to assess and develop land for new properties.



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

Anthony Washington



Mr. Anthony Washington joined Merchants Capital in 2020 and serves as Vice President, Originations. He has spent over twenty-five years of his career in commercial lending, the bulk of it in the Agency Lending space with companies including Oak Grove Capital (now Jones Lang LaSalle), American Property Financing (now Wells Fargo), and AMI Capital (now Wells Fargo). Most recently he was a founding partner of the EagleBank FHA Lending platform. He has financed over \$1 billion of multifamily transactions across Fannie Mae, Freddie Mac, and FHA platforms over his career. Board memberships include The University of Maryland Smith School of Business Advisory Board, Victory Housing, and The Columbia Foundation.

A Ward 4 resident, Mr. Washington earned his BS in Business Administration from the Saint Francis University of PA and an MBA in Finance from the University of Maryland College Park.



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



Office of the General Counsel to the Mayor

To: Tomas Talamante, Steve Walker
From: Betsy Cavendish
Date: March 27, 2024
Subject: Legal sufficiency review of Resolutions nominating Monica Warren-Jones and Anthony Washington as members of the Green Finance Authority Board

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

A handwritten signature in black ink that reads 'Elizabeth A. Cavendish'.

Elizabeth A. (Betsy) Cavendish