



# ACCESS TO CAPITAL & ORGANIZATIONAL BEST PRACTICES

From Successful Minority/Women Affordable Housing Bankers, Developers and Non -Profits

Moderator: Jadira A Hoptry - SVP, Director of Community Lending and Development for First Merchants Bank

**Speakers:**

- Tony Smith – SVP, Territory Executive Community Development for PNC Bank
- Dina Harris – President of FMCRC and National Faith Homebuyers
- Marcos Morales – CEO, Hogar Hispano
- Gary Hobbs – President and CEO of Black & White Investments (BWI) LLC
- Melinda Costa – Director, Senior Investment Manager Wells Fargo





# ACCESS TO CAPITAL BEST PRACTICES

- FINANCIAL MODELS
- CONSTRUCTION MODELS
- SCALABILITY





# ORGANIZATIONAL BEST PRACTICES

- **PRODUCTIVE PARTNERSHIPS**
- **ACCESS TO HOUSING / LOT INVENTORIES**





COMMUNITY DEVELOPMENT  
 RACIAL RELEVANCY  
 2022 NATIONAL  
**BLACK & LATINO**  
 ECONOMIC  
 SUMMIT  
 ACCESS TO CAPITAL  
 EDUCATION

# THANK YOU!

