The Past and Future of Investing in CDFIs to Expand Lending to Diverse Small Business Owners

Speaker Biographies

**Patrick Davis** is the senior vice president of strategy at Community Reinvestment Fund, USA (CRF), a national community development financial institution dedicated to empowering people and strengthening communities through innovative financial solutions. As senior vice president, Davis is responsible for the research and development of innovative new products and programs that help advance CRF’s mission and vision. Davis has extensive experience leading strategy, program design, and project execution for high-impact organizations in the economic development, entrepreneurship, and impact investing sectors. Previously, he served as senior strategy officer at Calvert Impact Capital, where he worked with investors, financial advisors, and philanthropic institutions to incorporate social and environmental impact into investment portfolios. Before joining Calvert in 2008, Davis held positions at the Center for Student Opportunity and the Meltzer Group. He is a StartingBloc fellow; a graduate of the CIVICUS leadership program; and a technology and design enthusiast, having completed immersive programs in user experience design and web development at General Assembly. Davis attended University of Maryland, College Park, where he received degrees in economics, political science, and Latin American studies.

**Jenny Flores** is head of small business growth philanthropy for the Wells Fargo Foundation. With more than two decades of experience in banking, impact philanthropy, employee engagement, and corporate citizenship, Flores is responsible for combining financial resources with business expertise to help underserved and diverse entrepreneurs expand their contributions to the economy and abilities to provide jobs. She also leads Wells Fargo’s $400 million Open for Business Fund to support the immediate and long-term needs of small businesses negatively affected by the pandemic. Most recently, she served as head of corporate social responsibility at Bank of the West, where she led the company’s strategy for small business engagement and environmental sustainability, including the creation of a new $30 million investment fund with community development financial institutions and the development of a $1 billion commitment to renewable and clean energy. Before her role with Bank of the West, Flores spent a decade in community development at Citigroup and held roles at the Congress of California Seniors, Greenlining Institute, and the California State Legislature. An active community leader, Flores serves on the boards of directors for the Ocean Conservancy and the Association for Enterprise Opportunity and volunteers as a mentor for start-up entrepreneurs through the Nasdaq Entrepreneurial Center’s Milestone Makers program. She received a bachelor’s degree in political science from the University of California, Berkeley, and a master of business administration from the F. W. Olin Graduate School of Business at Babson College in Wellesley, Massachusetts.

**Jorge González-Hermsos** is a research analyst in the Metropolitan Housing and Communities Policy Center at the Urban Institute, where he studies economic and community development. He has researched initiatives and policies to support small businesses and commercial corridors, such as Opportunity Zones and the Paycheck Protection Program. He is evaluating several initiatives to improve access to capital and technical assistance for minority-owned small businesses and is assessing local community lending ecosystems. Before joining Urban, González-Hermoso worked for Mexico’s Office for Asset Management and Disposal, coordinating initiatives to repurpose unused government-owned land and rail infrastructure.

**Seth Julyan**, executive vice president, network services, joined Opportunity Finance Network (OFN) in October 2011 and is responsible for sustaining and growing the OFN membership. Julyan oversees membership processes, including recruitment, application review, application decisions, annual member review, renewal, and overall stewardship of the membership. In addition, he is responsible for managing elements of OFN’s peer learning events and being a knowledgeable resource to all OFN departments regarding member data and
performance. Before OFN, he worked for Brown & Brown insurance, one of the largest insurance intermediaries in the world, as a business development executive researching and examining insurance policies.

**Francisco Lopez** is the chief operations and innovation officer at DreamSpring. He leads the development and implementation of effective growth strategies and processes with the operations, technology, marketing, partnerships, people and culture, and philanthropy teams, ensuring efficient and innovative operational delivery across the organization. Since joining in 2019, he has helped scale the organization and its lending platform by onboarding strategic partnerships and expanding the organization geographically. Under the recent Paycheck Protection Program, DreamSpring deployed 10 times its annual lending volume over 16 months, reaching an exponential number of underserved entrepreneurs and small businesses across the US. Francisco is a board member at EBA Fund. He previously served as senior manager for KPMG’s Risk Advisory Services and was the chief operating officer at Cuallix, partnering with Mastercard and UnionPay International to deploy a cross-border electronic payments platform for underserved markets. Francisco holds a bachelor’s degree in economics from the Instituto Tecnológico y de Estudios Superiores de Monterrey.

**Richard Morris** has been with Main Street Launch for two years and is the AVP – senior program manager. Morris supports the management of the African American Entrepreneur Institute, an initiative of Main Street Launch, and other special projects and lending programs focused on African American entrepreneurs and other historically disadvantaged small business owners, in Stockton, Oakland, and San Francisco, California. Most recently, Morris worked as an executive of the Solar Energy Collective (SEC), where he managed the finance and human resource departments. Before SEC, Morris was branch manager of several branches with BBVA USA, where he was known for his community involvement and educational seminars on financial literacy. Morris holds a bachelor’s degree in sociology from San José State University and a master of business administration from the University of Phoenix.

**Karen O’Mansky** joined the commercial lending team of Self-Help, a national community development financial institution headquartered in North Carolina, in 1998. Self-Help has provided more than $9.3 billion in financing to more than 175,700 families, individuals, and businesses, including $347 million in commercial loans. O’Mansky currently leads the organization’s small business lending program, which grew to include Paycheck Protection Program lending. In previous roles at Self-Help, she directed the Community Facilities Fund, a lending initiative for nonprofits and the human service sector, and was a national leader in the child care lending sector. She received a master’s degree in public policy and a juris doctor degree from Duke University.

**Brett Theodos** is a senior fellow and director of the Community Economic Development Hub at the Urban Institute. His work focuses on economic and community development, neighborhood change, affordable homeownership, consumer finance, and program evaluation and learning. His research includes evaluations of the Economic Development Administration; New Markets Tax Credit; Small Business Administration loan and investment programs; Opportunity Zones; and the US Department of Housing and Urban Development’s Choice Neighborhoods, Community Development Block Grant, and Section 108 programs. He studies how capital flows (or fails to flow) into communities, including the role of mission finance actors like community development financial institutions, and he leads projects researching how entrepreneurs can access capital. Theodos has conducted studies of neighborhood change and geographic mobility and is evaluating several place-based initiatives. He has also led studies of affordable homeownership supports, including shared equity models like community land trusts. In the financial capability space, Theodos has led studies of financial coaching, financial curriculum, and rules of thumb for decisionmaking. He has also explored the geography of debt. Theodos is working to grow nonprofit capacity in performance measurement. He directs Measure4Change, which provides technical assistance and facilitates a community of practice for nonprofits and has led randomized controlled trial evaluations of youth workforce and education preparedness programs. Theodos serves on the boards of the Center for Community Progress, the Douglass Community Land Trust, and the Housing Authority of Prince George’s County. Theodos received his bachelor’s degree from Northwestern University, master’s degree from Georgetown University, and doctoral degree in public policy from the George Washington University.