

BUILDING *MOMENTUM*

REALITY TO IMPACT



BCL | BALTIMORE
COMMUNITY
LENDING™

2024 ANNUAL REPORT

BALTIMORE COMMUNITY LENDING BUILDS *MOMENTUM*

At Baltimore Community Lending (BCL), our mission has always been to help small business owners and real estate developers access the capital, resources, and the guidance they need to thrive.

Dear Partners, Friends, and Members of Our Community,

At Baltimore Community Lending (BCL), we are dedicated to our mission of empowering small business owners and real estate developers by providing the capital, resources, and guidance they need to succeed. We are committed to helping revitalize disinvested communities, strengthening Baltimore's economic landscape, and empowering individuals to turn their visions into reality. Today, we are proud to share how the next chapter in our journey—centers around our new headquarters at 309 N. Calvert Street and is very much a testament to our mission and a defining moment for our organization and the community we serve.

Acquiring our new building has been no small feat. It took over a year and a half to identify a centrally located space that could fulfill the ambitious goals we had in mind. Securing the necessary funds presented further challenges, compounded by unplanned renovation requirements. This process was a humbling reminder of the very complexities our clients and borrowers face daily as they work to build and sustain their businesses.

Our new headquarters will serve as a pathway of opportunity, collaboration, and an agent for positive community transformation. Within this building, the Business Development and Resource Center (BD&RC) will take shape—a first-of-its-kind civic destination designed to empower entrepreneurs across all stages of business growth. From providing technical assistance and one-on-one coaching to offering access to specialized expertise and entrepreneurial resources, the BD&RC is positioned to address the critical needs of Baltimore's small business ecosystem.

OUR APPROACH TO DESIGNING THE CENTER IS ROOTED IN FOUR KEY PILLARS:

1. Comprehensive Support for All Stages of Business

The BD&RC will serve businesses at every phase—from startups to established enterprises and beyond. While many resources focus on early-stage businesses, we understand the importance of supporting growth and long-term sustainability. We are also addressing a significant gap in succession planning, recognizing that a significant percentage of business owners—many from the baby boomer generation—are planning their exits without adequate strategies in place.

2. A Network of Specialists

At the BD&RC, entrepreneurs will find a centralized network of subject matter experts, community stakeholders, and institutional partners. By bringing these specialists together under one roof, we make it easier for business owners to access the knowledge, guidance, and collaborative solutions they need to overcome challenges and seize opportunities.

3. Proactive Problem-Solving

Business success is about more than just access to capital—it is about foresight, preparation, and resilience. Many challenges entrepreneurs face are not tied directly to funding but can still lead to failure if unaddressed. By identifying and addressing these obstacles early, we are equipping businesses to navigate uncertainty, build resilience, and grow into the future.

4. Capital Plus: A Holistic Approach to Support

At BCL, we believe that access to capital is just one piece of the puzzle. True impact comes from combining financial resources with education, mentorship, and hands-on guidance.

The opening of our new headquarters is our renewed commitment to Baltimore, the city we call home. By purchasing and repurposing this building, we are leading by example, and demonstrating what it means to have stake by investing in our community's growth and vitality.

This building is a platform where small businesses will not only take root but also thrive—strengthening neighborhoods, creating jobs, and contributing to Baltimore's bright future.

As we embark on this exciting chapter, we want to express my deepest gratitude to our partners, supporters, and community members who have been with us on this journey. Together, we are building momentum—From Vision to Reality, and from Reality to Lasting Impact.

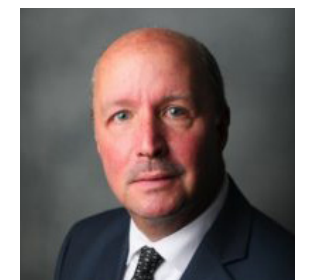
Thank you for your continued support and shared commitment to our mission. We look forward to all we will accomplish together in the years to come.

Warm regards,



Watchen Harris Bruce

Watchen Harris Bruce
President & CEO
Baltimore Community Lending



Michael Tagg

Michael Tagg
Board Chair, VP Commercial
Resolution Officer, Wesbanco

TOTAL ASSETS

\$40,500,860

TOTAL LIABILITIES

\$22,092,328

TOTAL NET ASSETS

\$18,408,532

TOTAL LIABILITIES AND NET ASSETS

\$40,500,860

TOTAL REVENUE

\$6,223,416

TOTAL EXPENSES

\$5,255,387

CHANGE IN NET ASSETS

\$1,246,852

IMPACT

REAL ESTATE

7 loans for \$6,539,000

SMALL BUSINESS

41 loans for \$3,716,500

HOUSING UNITS **31**

COMMUNITY FACILITIES **1**

MIXED USE **1**

LOAN INFO

2024

2024 BOARD AND PARTNERS

BOARD OF DIRECTORS

Michael Tagg, Board Chair
VP Commercial Resolution
Officer, WesBanco

Antony Gross, Treasurer
Senior Vice President, JLL

Linda Harrington, Secretary
Deputy Director, Jubilee Baltimore Inc.

Watchen Harris Bruce
President and CEO, Baltimore
Community Lending, Inc.

Alex Aaron, Vice Chair
President and CEO
Blank Slate Development, LLC.

Jeffrey C. Wilke
Director of Finance, Mesiroow

Alice Kennedy
Commissioner, Baltimore
City DHCD Housing

Gerard Joab
Executive Director, St. Ambrose
Housing Aid Center

Nichole Doye Battle
Chief Executive Officer, Govans
Ecumenical Development Corporation

Paul T. Graziano
Past Commissioner, Baltimore City
Department of Housing & Community
Development

George A. Von Zedlitz
Market Managing Director Institutional
Asset Management, PNC Bank

General Counsel

Colleen Kline, ESQ, Nelson Mullins

Advisory Board

Paul Taylor (Chair), Mayor's Office
of Small, Minority & Women Business,
City of Baltimore

Watchen Harris Bruce
President and CEO
Baltimore Community Lending, Inc.

Matt Calhoun
Executive Vice President,
Retail Banking, M&T Bank

Stephanie Chin
Former Hutch Program Manager

Randall James,
Chief Financial Officer,
GRMC Lending

Gerard Joab, Executive Director,
St. Ambrose Housing Aid Center

Maurice Ames
Executive Director, Maryland Capital
Enterprises, Inc. (MCE)

Mary Miller
BCL Advisory Board

FINANCIAL PARTNERS

Bank of America

Truist Bank

PNC Bank

Wells Fargo

TD Bank

First National Bank

JP Morgan Chase

US Bank

Baltimore Development Corp

Neighborhood Impact

Investment Fund

Olamina Fund

CNote

Bon Secours Health System

Baltimore Community Foundation

Opportunity Finance Network

Cooperative Assistance Fund

Maryland DHCD

Small Business Administration

US Department of

Treasury - CDFI Fund

Federal Home Loan Bank Atlanta

University of Maryland
Medical System

T Rowe Price Foundation

Goldseker Foundation

M&T Charitable Foundation



BCL's Business Development and Resource Center Launches with Federal and State Support

The Business Development and Resource Center (BD&RC), housed in our new headquarter building, will strengthen the city's small business ecosystem.

Transforming this vision to reality is made possible through significant federal and state funding. U.S. Senators Ben Cardin and Chris Van Hollen have championed \$2.5 million in federal congressionally directed spending for the project. In addition, State Senator Bill Ferguson and the 46th District Delegation provided their support to secure \$750,000 in state funding for the center.

With this vital support in place, our new building—set to open in the first quarter 2025—will serve as the home for the BD&RC, providing valuable resources and tools needed to empower local businesses and fuel Baltimore's economic growth.

FUND DEVELOPMENT

BCL Fund Development is vested in dedicated personnel with expertise, ensuring the organization implements successful revenue strategies to sustain the BCL mission.

Their extensive experience provides **strategic guidance**, helps **refine fundraising tactics**, and provides management in **navigating complex development challenges**, further **improving BCL's capacity** to secure operational and programmatic income for the organization.

The organization fused fundraising with equity, community transformation, sustainable construction practices, and closing the racial wealth gap, resulting in receiving state and local support, partnerships revenue, individual giving, sponsorships, social media philanthropy, and electronic giving platforms. The generosity of all revenue sources is a profound affirmation of the organization's impact and the ongoing need for CDFIs as valued change agents within the access to capital ecosystem.

As per our 2024-2026 strategic plan, the organization is positioning fundraising to reduce reliance on grants resulting in the noted fundraising achievements for the following giving categories:

+ 2%
INCREASE IN
INDIVIDUAL GIVING
FROM 25% TO 27%

+ 2%
INCREASE IN
SPONSORSHIPS
FROM 10% -12%

+ 5%
INCREASE IN
PARTNERSHIPS
FROM 15% -20%

- 11%
DECREASE IN
GRANT REVENUE

ELECTRONIC PLATFORMS
AND SOCIAL MEDIA
PHILANTHROPY
REMAINED AT 2023 LEVELS:
10% + 20%

The changes reflect the organization's agility, flexibility, and adaptability to steward funds responsibly.



Cruising Together

Celebrating Our Dedicated Team

As the 2024 fiscal year came to an end, The Baltimore Community Lending Team had a great time on the Spirit of Baltimore Cruise! It was a day filled with laughter and reflection on what makes working here so special.

Everyone shared their passion for our mission and the immense satisfaction that comes from helping the people in our communities. At Baltimore Community Lending, we believe that passion drives us to make a difference, and it's this dedication that fuels our success.

We are proud to be led by an innovative and hands-on leader Watchen Harris Bruce who inspires us every day to strive for excellence and truly engage in the real work that impacts lives.



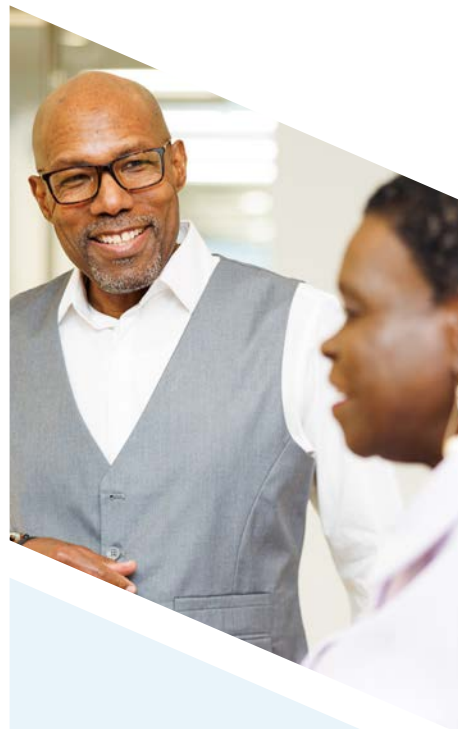
Thank you to our amazing team for their hard work and commitment.



HOW THE BCL CAMPAIGN CABINET DRIVES CHANGE

The Baltimore Community Lending (BCL) Campaign Cabinet serves as a vital engine for advancing BCL's mission to support economic inclusion and community transformation.

This dedicated volunteer board includes a diverse group of former clients and community leaders, such as real estate CEOs, seasoned entrepreneurs, legal experts, and banking professionals. By using their unique expertise and networks, they advocate for BCL's innovative solutions, raising awareness and garnering support for community development across the Baltimore region.



What Makes the Campaign Cabinet Essential to BCL's Mission

The Campaign Cabinet champions BCL's vision of intentional economic inclusion by creating access to capital for all members of the community. Their efforts are essential to establishing strong community relationships and building support for the upcoming Business Development and Resource Center BD&RC—a groundbreaking initiative that will further empower Baltimore's entrepreneurs.

The BD&RC: A Hub for Entrepreneurship

The BD&RC will be housed in BCL's new headquarters at 309 N. Calvert Street, purchased with the generous contributions raised from events like our recent "Reimagining Baltimore" fundraiser, which secured over \$360,000 in support. Once open, the BD&RC will connect local businesses with capital, technical assistance, and tailored coaching, transforming them into resilient, competitive enterprises.



Through individualized business coaching, support in navigating regulations, and access to best practices, the BD&RC will empower Baltimore's entrepreneurs to thrive, fueling economic growth in historically underserved communities. This commitment to go beyond lending—embodied in our motto "Capital Plus"—redefines BCL as not only a lender but a true community partner dedicated to sustainable growth.

Looking Ahead: The Future of Community-Driven Impact

As we move forward, we are energized by our Campaign Cabinet's dedication and the transformational impact the BD&RC promises to bring to our community. Here are snapshots from recent Campaign Cabinet events, illustrating the passion and dedication our volunteers bring to BCL's mission. From raising awareness to actively investing in Baltimore's future, they ensure our goals for the BD&RC become a reality.

Join Us on the Journey

BCL is on an exciting path of growth and transformation. We invite you to stay engaged, share in our vision, and continue to support the work that makes BCL more than just a lender—it's Capital Plus.





BUILDING MOMENTUM

This year, Baltimore Community Lending will proudly introduce the Business Development and Resource Center—a transformative addition to Baltimore’s entrepreneurial landscape and new building.

The Business Development and Resource Center (BD&RC) embodies our deep commitment to fostering economic growth and community revitalization. Through this dedicated hub, we aim to strengthen Baltimore’s small business ecosystem by empowering entrepreneurs, creating jobs, and driving economic opportunity.

With the acquisition of our own headquarters last year, the *Transforming Vision to Reality* initiative set the stage for our new center. In this year’s theme, *Building Momentum: Reality to Impact*, we outline the strategic steps we’re taking to create lasting impact and sustained economic growth for Baltimore’s underserved communities.

EMPOWERING ENTREPRENEURS AT EVERY STAGE

We recognize that many Baltimore entrepreneurs, driven by a passion for their craft—whether it’s culinary arts, education, skilled trades, or other industries—face unique challenges in the technical side of business management. Critical areas such as strategic planning, financial management, marketing, and leasing can be overwhelming for business owners who are often managing these tasks alone. Our Center bridges these gaps, offering a continuous source of guidance and support tailored to the needs of each business.

A COLLABORATIVE HUB FOR SUSTAINABLE GROWTH

Our new Center is rooted in four key principles designed to provide adaptive, sustainable support as businesses evolve:

1. Support at Every Stage: Our services extend beyond startup assistance to address a wide range of business needs, from initial development to growth and succession planning. By focusing on the full business lifecycle, we help entrepreneurs build long-lasting enterprises that can become integral parts of their communities.

2. Expert Network Integration: At the BD&RC, business owners gain access to a robust network of experts, including accountants, legal professionals, business strategists, and marketing specialists, all under one roof. This comprehensive support network ensures that entrepreneurs have access to the right guidance at each critical juncture.

3. Proactive, Holistic Support: Our proactive approach helps businesses anticipate and navigate potential obstacles before they arise, ensuring they’re prepared for growth. By reinforcing enterprise resilience, we help protect businesses from common setbacks and prepare them for sustainable growth.

4. Capital Plus: The BD&RC embodies our “Capital Plus” philosophy, which means we offer more than funding. Through hands-on guidance, education, and technical support, we empower business owners to meet day-to-day demands while focusing on expansion. We stand as active partners in their journey, invested in their long-term success.

**REACHING BALTIMORE'S
SMALL BUSINESS COMMUNITY**

To connect with entrepreneurs in need of these resources, we are broadening our outreach through enhanced marketing initiatives and strategic community partnerships. By collaborating with local organizations and referral sources, we're extending our reach into Baltimore's diverse business community. BCL's existing borrowers will also benefit from the expanded services, accessing new resources that help them scale their ventures and address evolving challenges

**COMPREHENSIVE TECHNICAL
ASSISTANCE AND SPECIALIZED RESOURCES**

The BD&RC will offer an array of technical assistance services that cater to each stage of business development, provided by both BCL staff and external specialists. Our center will emphasize collaboration rather than duplication, complementing the great work already being done in the Baltimore area.

With these services, the BD&RC will establish a foundation for comprehensive support, ensuring that Baltimore's entrepreneurs have the tools they need to thrive. By creating a space where business owners can access financial resources, technical assistance, and collaborative expertise, we are driving tangible impact and working to replace economic challenges with sustainable opportunities for all.

SERVICES INCLUDE:

- Strategic Planning & Management
- Marketing & Customer Engagement
- Sales & Business Development
- Operational Efficiency & Process Improvement
- Financial Management & Planning
- Human Resources & Organizational Development
- Innovation & Product Development
- Legal, Compliance, & Risk Management
- Technology & Digital Transformation
- Sustainability & Social Responsibility
- International Expansion & Market Entry
- Succession Planning & Exit Strategies



My road of self-discovery is brighter, I can see clearer, and I have the tools necessary to materialize."



Service is, for sure, power. If I provide a space (service) that fosters vision, creativity, belief, growth, and opportunity, then someone somewhere will ultimately reap its benefits, and this is power. The discovery of one's own creativity, vision, belief and growth is power and these epiphanies discovered through service is power.

Baltimore Community Lending (BCL) is an organization, a movement, that provides a service, and in doing so, fosters unintentional consequences, such as revving desires, sharpening visions, reinforcing beliefs that materialize, forcing the use of bravery and audacity, igniting growth, and cultivating efficient systemic templates for others. My road of self-discovery is brighter, I can see clearer, I have the tools necessary to materialize, and it was through BCL's service that my eyes were widened.

As a rising developer in Baltimore City, it's been difficult to secure funding to continue to impact Baltimore's transition, particularly in creating affordable commercial and residential spaces and homeownership opportunities. Despite the challenges, it's been exciting to be amongst the most creative, driven and curious minds in Baltimore City's developer circles.

The city is creating and recreating itself simultaneously and pulling from all of its resources to do so. Its magnetic power is drawing in some of the best creators in the world, piquing the interest of the most driven entrepreneurs and sparking the curiosity of the most inquisitive minds. And BCL has been central in providing tools and opportunities to these creators, entrepreneurs, and rising developers to ultimately support Baltimore's evolution.

Currently, I am close to completing my second full renovation on a 3-story single family. My first project was a full renovation on a multifamily dwelling. BCL was the only lender that took a chance on my second project, with fair terms, fees and rates. Other lenders were unwilling to fund a scope that was over 100% of the acquisition, or willing to fund with poor terms. First, and absolutely first, Roy Miller, was instrumental in my connection to BCL. His patience, guidance, advocacy, and 'service' were immeasurable, and I'm forever thankful. And of course, I'm now connected to a phenomenal team at BCL, Tracy, Ned, etc., so the landslide of opportunities and successes are infinite, and again, it is through BCL's service that many will benefit.

My next few projects will consist of mixed use and residential dwellings that will inspire children to create as they walk to school, or while doing their homework in cozy spaces. My projects, my stories (yes, every project that I complete is a part of my story) will for sure inspire others to keep going; and will ultimately create a blueprint for others to materialize their own visions, hence creating unintended consequences, power.

Thank you so much!

Tanisha Everett



I was initially intimidated by the BCL bootcamp, however David Freeman walked me through each step. His guidance ensured an increased probability of a BCL loan. David's help educated me and expanded my knowledge base as a novice entrepreneur. I'm very thankful David Freeman was my BCL coach!"

—LAUREN SIMONE, Vantage Point Wellness

SMALL BUSINESS OWNERSHIP

83%

BIPOC OWNED

51%

WOMEN OWNED

REAL ESTATE

31

SINGLE FAMILY

1 MIXED USE

(1 commercial, 2 multifamily)

1 COMMUNITY FACILITY

SMALL BUSINESS TYPES

13% STARTUP

87% GROWTH

SMALL BUSINESS INDUSTRIES

- Restaurants
- Healthcare
- Education
- Janitorial
- Business Consulting
- Retail
- Food Production
- Fitness
- Childcare
- Transportation
- And more!

CENSUS TRACTS

REAL ESTATE:

29% Low

71% Moderate

SMALL BUSINESS

18% LOW

35% MODERATE

32% MIDDLE

15% HIGH



FROM VISION TO REALITY TO IMPACT

How Baltimore Community Lending Empowered Vantage Point Wellness to Transform Lives



In the heart of Baltimore, Vantage Point Wellness LLC (VPW) stands as a beacon of hope and renewal.

This residential treatment program specializes in supporting individuals transitioning back into their communities after detox, providing them with the structure and resources necessary for success. Behind this impactful organization lies the story of its founder, Lauren Simone, who turned personal tragedy into a mission of transformation—with critical support from Baltimore Community Lending's Capital Plus Technical Assistance Program.

Lauren's journey began with deeply personal roots. "I've had many family members affected by addiction," Lauren shared during a heartfelt interview with Marketing Officer Jessica Brockington. "Losing my brother to an overdose three years ago was devastating, but it became my motivation to honor his life by helping others on their sobriety journey."

Drawing from her extensive experience in mental health, Lauren envisioned a space where individuals could heal, grow, and rebuild. VPW's mission is clear: to provide personalized support to every client, from counseling and job preparation to help with essential documents like birth certificates and licenses. "We collaborate with other service providers for resources we don't offer in-house, ensuring our clients get everything they need for a successful transition," Lauren explained.

However, launching this vision was not without challenges. Like many first-time entrepreneurs, Lauren faced difficulties in navigating the complexities of business planning and financial management. That is when Baltimore Community Lending's Capital Plus Technical Assistance Program came into play.

"Initially, the business planning process felt overwhelming," Lauren admitted. "I didn't understand the analytics or how deeply I needed to dive into every piece of my business plan. But once I committed to working with Baltimore Community Lending, everything changed."

Through the program, Lauren was paired with a loan officer, Walter Lara, who provided tailored guidance at her pace. "He was incredibly nurturing and patient," Lauren recalled. "No matter how many times I had to revise my financial spreadsheets, he supported me through it. That level of encouragement gave me the confidence to keep going."

BCL's assistance went beyond coaching. The program helped Lauren secure funding for essential equipment, like computers, and provided a financial safety net to cover initial payroll expenses. This allowed her to focus on networking, community outreach, and furthering her education to better serve VPW's clients.

"I walked away from BCL's boot camp with more than just knowledge—it was a sense of accomplishment," Lauren reflected. "Getting an LLC is one thing, but truly understanding how to scale and sustain your business is another. BCL made that possible."

Today, VPW is thriving and expanding its impact. Lauren has ambitious plans to add in-house therapy services, open additional locations, and even launch a nonprofit arm to support formerly incarcerated individuals. These goals, she says, are fueled by the foundation Baltimore Community Lending helped her build.

"BCL didn't just give me the tools—I gained mentorship, connections, and a deeper understanding of my business," Lauren said. "The Capital Plus Technical Assistance Program was exactly what I needed to turn my vision into a reality and now I'm impacting the lives of others."

Lauren's story exemplifies the transformative power of Baltimore Community Lending's holistic approach to community development. At BCL we understand that it is not just about providing capital; it's about empowering entrepreneurs like Lauren with the knowledge, resources, and confidence to make lasting change.

Through partnerships like these, Baltimore Community Lending continues to fulfill its mission of revitalizing underserved communities, one visionary business at a time.



Michael Tagg, Board Chair

VP Commercial Resolution Officer, Wesbanco

ROLE & LEADERSHIP

I have been in the banking/finance industry for the past 40 years, with the past 32 years spent in Baltimore and the surrounding counties. During this time, I have been a part of 7 mergers and am very fortunate to have remained in the banking industry. Unfortunately, an industry that is consolidating results in fewer community banks. These small, local community banks were a main source of financing for start-ups, small businesses and small real estate developers and builders. The lack of support and financing for this group was the main reason I joined the Board of BCL 12 years ago. Since that time, the organization, with the assistance and guidance from our sponsors and partners, has continued to focus on our mission, vision, and values. Our small business and real estate teams continue to provide technical assistance, programs, services, and financing options that make a positive impact on disinvested communities and empower individuals to turn their dreams into visions, visions into reality, and reality into meaningful impact.

VISION FOR THE NEW HEADQUARTERS

What does 309 N. Calvert Street represent for me personally and the community?

The acquisition and renovation of the building at 309 N. Calvert Street is a defining moment for the organization and our current and future clients. This building, and the future programs and services, will support and strengthen our communities and the individuals within the communities. This is a multi-million-dollar investment in Baltimore City, the Central Business District, the outlying counties, our clients and our future. The building will allow us, through the BD&RC, to expand our programs, technical assistance, services, and financing options to businesses at every phase of the development cycle.

As for me personally, this building represents our new "home." A home supported by a strong foundation and years of commitment and service to the disinvested

BOARD PROFILE

communities, individuals, and businesses we serve. It is an opportunity to grow and expand our reach, produce tangible results, and increase our impact in the communities we serve. It is an opportunity to further our vision to become the "go to" community impact CDFI in the greater Baltimore region. I often think of "where we were, how far we have come, where we are now and where we are going." The themes of the past few years provide some insight from "Re-imaging Baltimore" to "Transforming Vision into Realty" to this year's theme of "From Reality to Impact."

What role do you see the new headquarters playing in fostering collaborations and partnerships within Baltimore's business ecosystem?

I see the new home of BCL and the BD&RC becoming an incubator, a hub and a destination for the entire community. This will be a home in which beginners, novices and professionals can gather to exchange thoughts, experiences and learn from one another. This will be a home for many individuals but also a place for our current and future partners. A place where businesses, government agencies, academia, non-profits, community development groups, philanthropic organizations, banks, financial firms, CDFI's and others can refer and recommend BCL and the BD&RC to their clients. It will also be a place where the same organizations can come together to collaborate, develop, and implement new programs and services that will continue to have positive impact on the communities and individuals we serve.

THE FUTURE OF BCL

How do you see BCL evolving over the next 5 to 10 years with the new headquarters?

I see BCL continuing to strengthen, grow and expand our reach and impact in the communities we serve. I see the new headquarters as the foundation which will allow us to grow internally as an organization. In addition, the new headquarters will allow us to expand our partnerships with current and future sponsors, supporters, and other organizations. We will be able to expand our technical assistance programs, provide comprehensive support and expanded services to businesses in every phase of the development cycle. The BD&RC will be a home for a network of specialists, community stakeholders, and institutional partners. The BD&RC will allow us to expand our "capital plus" belief, that it is not just capital that is needed but capital, collaboration, education, mentorship, and hands-on guidance. We will continue our mission and vision to become the "go to" community impact CDFI in the greater Baltimore area.

CELEBRATING SUCCESS

THE INAUGURAL COHORT OF BUILDING BLOCKS FOR REAL ESTATE DEVELOPMENT

Early in the fiscal year we marked a significant milestone as we celebrated the graduation of 11 participants from our inaugural Building Blocks for Real Estate Development program.

This 6-week training program is part of our Real Estate Development Technical Assistance (TA) initiative, designed to empower aspiring developers with the knowledge, tools, and confidence to succeed in the dynamic field of real estate.

The dedication and commitment of this inaugural cohort were truly inspiring. Over six weeks, these individuals immersed themselves in an intensive curriculum that explored the essential principles of real estate development. From feasibility analysis and financing strategies to project management and construction techniques, the program provided a comprehensive foundation for success.

A PROGRAM BUILT FOR IMPACT

Comprehensive Curriculum: Participants delved into the complexities of real estate development, covering every stage of the process, including property acquisition, feasibility studies, financing, design, and construction. This well-rounded curriculum was designed to provide both theoretical knowledge and practical skills.

Insights and Application: True to our philosophy of "learning by doing," the program incorporated expert insights, case studies, and hands-on exercises. This interactive approach bridged the gap between academic learning and real-world application, ensuring participants could immediately translate their knowledge into action.

Mastery of Essentials: The program emphasized vital elements such as zoning regulations, market trends, risk management, and stakeholder engagement.

These are not just academic topics but essential tools for navigating the complexities of the real estate industry.

Confidence and Empowerment: By the end of the program, our graduates were more than just participants—they became confident, well-prepared developers, ready to take on real estate challenges with a strategic mindset and a strong foundation.

A CELEBRATION OF ACHIEVEMENT

The culmination of the program was a proud moment for the graduates and our Real Estate Team. Their success highlights the transformative potential of our TA programs and underscores the talent, resilience, and determination within our community.

This is just the beginning of an incredible journey for these future leaders. They are now equipped to transform skylines, revitalize communities, and bring dreams to life through their real estate projects.

We're excited to continue offering this impactful program, empowering more individuals to turn their passion for real estate into tangible, transformative projects. Here's to building the future—one block at a time!





New Identity

As part of our 2024 rebrand, we are excited to introduce our new logo! This design speaks directly to our mission of supporting both real estate development and small business growth in the Baltimore region. The logo features modern buildings alongside data visualization, representing urban stability and business success—two pillars of our work. This dual representation reinforces your organization's holistic approach to community and business development.

The clean, geometric shapes reflect our focus on structure, precision, and reliability, while aligning with today's design trends. This fresh new look symbolizes the exciting road ahead for Baltimore Community Lending, and we're eager to continue making a difference in our community with this new identity.



BALTIMORE COMMUNITY LENDING BECOMES THE *NEW BALTIMORE KIVA HUB*

Baltimore Community Lending (BCL) is excited to announce becoming the new Baltimore KIVA Hub which will be located at the new headquarters on 309 N. Calvert St. Baltimore, MD 21201 due to open in early 2025.

M&T Bank, a supporter of BCL, is donating \$100,000 in support of BCL's Technical Assistance Program and the funds will be used to support KIVA's online lending platform. The donation will enable the hiring of a capital access manager and cover the Kiva hub fees for the first two years to greatly enhance the support infrastructure for local entrepreneurs.

"This M&T donation will support our expanded efforts to provide financial literacy training and coaching to budding entrepreneurs", said Bonnie Crockett, VP & Director of Small Business Lending.

The KIVA Hub will allow BCL to assist small businesses in applying for 0% interest loans through the Kiva program. It will provide essential financial support and offer entrepreneurs a platform to engage with crowdfunding and share their unique stories with a broader audience, significantly enhancing the support infrastructure for local entrepreneurs.

"We are proud to partner with M&T Bank on this initiative," said Watchen Bruce, President and CEO of Baltimore Community Lending. "Their support enables us to further our efforts in empowering entrepreneurs and strengthening the economic fabric of our communities."

Lyndsaee' Peele, Kiva Entrepreneurial Ecosystem Manager, added, "Kiva is excited to expand our ability to provide zero-interest loans and valuable exposure to countless aspiring business owners, helping them to succeed and thrive in a competitive market."



WATCHEN HARRIS BRUCE HONORED AS ONE OF *THE DAILY RECORD'S 2024 MOST ADMIRED CEOS*

Congratulations to our own Watchen Harris Bruce on being One of The Daily Record's 2024 Most Admired CEOs.

This honor highlights outstanding CEOs, leaders in higher education, and nonprofit Executive Directors across Maryland whose leadership and vision inspire those around them. Selected by a panel of judges, these honorees are recognized for their professional achievements, commitment to community service, and the strong endorsements from colleagues, board members, and community leaders who celebrate their impact and visionary leadership.

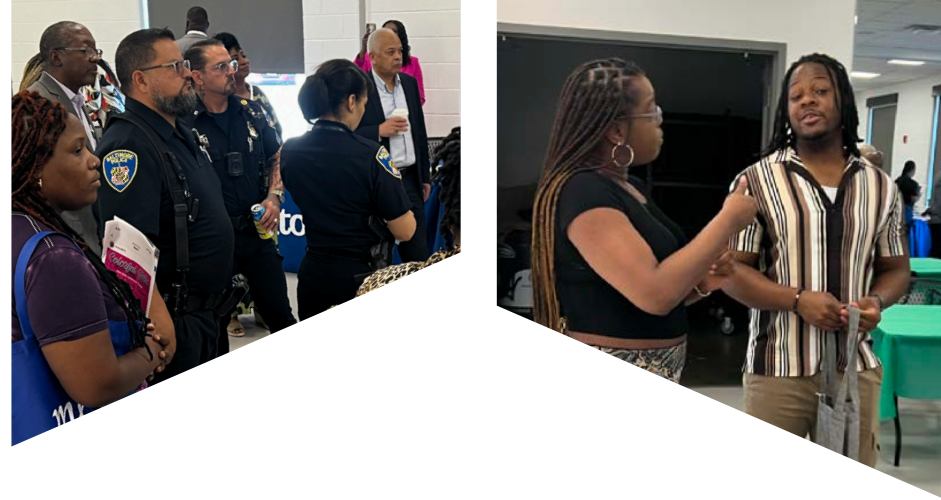
"My leadership style revolves around the principle of stewardship, which emphasizes responsible management and nurturing of the organization's resources, values, and long-term vision. As a steward, my role is not just to lead but to ensure the organization thrives sustainably, with a focus on the well-being of both the people and the resources entrusted to us. A key aspect of stewardship is empowering others within the organization. I focus on developing staff potential and providing them with the tools, support, and opportunities they need to excel. By fostering a culture of collaboration and mutual respect, I help individuals grow professionally and personally, which in turn strengthens the organization.

The most prominent example is leading through the pandemic of 2020, which required me to take decisive action—with courage and compassion based on imperfect information, knowing that expediency is essential. From my example, staff were able to embrace the long view, anticipating the new business models that are likely to emerge and sparking the innovations transforming our vision into reality. Baltimore Community Lending (BCL) emerged from the pandemic as a more focused organization, evidenced by hiring more staff, doubling asset growth from \$20MM in 2019 to \$40.5 MM in 2024, and a plan to purchase and raise funds for a new \$5.5 million headquarters and a Business Development & Resource Center in downtown Baltimore" –Watchen Harris Bruce



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COFFEE WITH CAPITAL



COFFEE WITH CAPITAL'S TRIUMPHANT RETURN

Earlier this year, Baltimore Community Lending was delighted to relaunch our first post-pandemic "Coffee with Capital" event, which was a remarkable success!

Hosted at The Middle Branch Wellness and Fitness Center, the event brought together a lively group of partners and entrepreneurs, all eager to elevate their businesses and connect with valuable resources.

The atmosphere was vibrant with excitement and collaboration as attendees gained insights into accessing capital, engaged with supportive lenders, and networked with a thriving community of fellow entrepreneurs. One of the most inspiring aspects was witnessing the open, genuine interactions among participants, who were enthusiastic about supporting one another—a true testament to the power of community.

The positive feedback underscored the event's impact, with attendees like Andrea England, CEO of AE Business Consulting, expressing appreciation: "Thank you for inviting me to The Coffee with Capital Event today. The event was very nice, super engaging. There were a lot of lenders and a lot of

information. Everyone was very personable and available to speak to us. I appreciate the invite so much!"

BCL is committed to revitalizing underserved communities through flexible financing, particularly by empowering our small business community. Small businesses are essential to thriving neighborhoods, driving job creation, innovation, and unique services that strengthen local economies. By investing in their communities, entrepreneurs foster local pride, support social resilience, and inspire others to pursue their own dreams, contributing to long-term economic growth.

Special thanks to Councilperson Phylicia Porter, whose suggestion to restart "Coffee with Capital," along with her choice of venue, helped make the event a success. Her presence and engagement with attendees added a personal touch to the event.



Stay tuned for our next "Coffee with Capital" gathering—your opportunity to connect, learn, and grow with us!

BCL STAFF

We believe that access to capital is just one piece of the puzzle.

True impact comes from combining financial resources with education, mentorship, and hands-on guidance.

—WATCHEN HARRIS BRUCE, President & CEO, Baltimore Community Lending

EXECUTIVE LEADERSHIP



Watchen Harris Bruce
President &
CEO, Baltimore
Community Lending



Clarence Snuggs
Senior Vice President
and Chief
Operating Officer

FINANCE & ADMINISTRATION TEAM



Susan E. Kelly
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and Chief
Financial Officer



Patricia W. Clements
Operations Manager
and Major Gifts
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Jessica Brockington
Marketing and
Communications
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Edwina Vinton
Portfolio Manager
and Finance
Assistant



Vachee Anderson
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Chief Lending Officer



Tracy Evans
AVP and Real Estate
Loan Officer



Dierdra J. Pressley
AVP and Real Estate
Loan Officer



Ned E. Fields
AVP and Facility and
Construction Manager



Roy A. Miller
Real Estate Loan
Associate & Assistant
Loan Officer



Reno Pratt Jr.
Loan Analyst and
Assistant Loan Officer

SMALL BUSINESS TEAM



Bonnie Crockett
Vice President and
Director of the Small
Business Division



Don Cutwright
Senior Loan Officer



Ulric Donawa
Small Business
Loan Officer



Walter Lara
Small Business
Loan Officer
(Bilingual/Spanish)



David Freeman
Small Business
Training and
Development Officer



Sean Chrysostom
Small Business
Training and
Development Officer



Atsouco Saint Louis
Technical Assistance
Associate



Jaclyn Whitley
Small Business
Associate

MISSION

Supporting the revitalization and strengthening of underserved communities in the Greater Baltimore region through innovative financial solutions and collaborative resources designed to promote community development.

VISION

To become a “go-to” community impact CDFI in the Greater Baltimore region, unleashing the creative and productive capacity of individuals and neighborhoods to replace blight, crime, poverty, and despair with clean, healthy, safe, and vibrant communities of hope that offer quality affordable homes, services, and economic opportunities for all.

VALUES

We believe in forming and fostering community relationships to create strategic, flexible financial solutions that help those underserved gain access to capital through intentional economic inclusion

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