



MEET DIANE SMITH CHIEF EXECUTIVE OFFICER

Dear Friends,

I am truly honored and excited to join Capital for Change (C4C) as the next Chief Executive Officer. Over the course of my career, I have been an advocate and supporter of Community Development Financial Institutions (CDFIs), including Capital for Change and each of its predecessor organizations.

Capital for Change occupies a unique space in the state's CDFI collective. The array of products and services that support the creation or preservation of affordable energy-efficient housing, support homeowners and business owners, as well as non-profit organizations, is a tangible foundation for real and measurable impact in the communities we serve.

I say "we" intentionally. My work has always been dedicated to building the table and filling it with talent and resources to move the work forward. It is under this philosophy that the processes and products my team and I were engaged in were all created. Many passionate professionals across the industry came to the table, trusted the process, built new things, or improved existing items that were centered on improving the outcomes for low and moderate-income households or communities. It's work I'm very proud of.

I have had the pleasure of serving the State of Connecticut in leadership positions and retired from public service in 2020. As Chief Real Estate Officer at Way Finders, Inc in Springfield, MA., I oversaw a staff who developed new affordable housing and managed the portfolio of operating units. This work included multidisciplinary initiatives with the cities of Holyoke and Springfield; revitalizing neighborhoods, creating ownership opportunities and building wealth in communities of color. The challenges there are the same throughout the industry: finding partners, lending institutions and socially focused investors to provide flexible financing at various stages of the programs' development. There is much need in this area and a lot of work to do.

I approach management and leadership in the way I've approached community and economic development work: build the table of talent and resources and use them for collective problem-solving and continuous improvement internally and externally. Trust the people. Trust the process.

My work has required that I meet with neighbors, CEOs, business owners, and elected officials at every level. I understand the key relationships and policies that affect the work that we do and am prepared to lead or join those efforts. I look forward to working alongside each of you as your next Chief Executive Officer.

Sincerely,

Diane Smith
Chief Executive Officer