



Everett K. Sands, CEO and President of Lendistry

Everett K. Sands recruited an experienced team of fellow banking professionals and founded Lendistry, the minority-led fintech Community Development Financial Institution (CDFI), with the mission of reversing the accelerating trend of capital becoming less accessible and more expensive for small businesses owned by minorities, women, veterans and rural-dwellers. Lendistry provides lending solutions directly to small businesses as well as through partnerships with banks, and it provides recovery grant administration solutions to federal, state and local governments and their local CDFI partners. Lendistry's leadership team collectively has more than 350 years of banking experience.

Combining the best elements of fintech - efficiency, a seamless user experience and scalability – with the best elements of traditional lending - low-cost customer acquisition, low cost of funds and strong risk management – Lendistry since its 2015 launch has deployed, or has commitments to deploy by year-end 2021, at least \$3.25 billion in small business recovery or growth capital to 250,000 underserved small businesses employing more than 2,000,000 people across the United States. The 2nd-ranked SBA Community Advantage lender nationwide, Lendistry also is certified by the United States Department of Treasury as both a CDFI and a Community Development Entity (CDE); a member of the Federal Home Loan Bank of San Francisco; and a signatory to the Small Business Borrowers' Bill of Rights. More than 50 financial institutions and a dozen government entities have partnered with Lendistry.

Mr. Sands has expertise in banking, commercial real estate and public policy pertaining to economic development. He has been invited to deliver his perspectives in a variety of public venues, from Congressional testimony to conferences hosted by FORTUNE, among others, to national business media, including the Wall Street Journal, CNBC and Bloomberg.

Mr. Sands has more than 20 years of experience in lending, including tenures at national and community banks. He has served as a Board member and an executive for two Minority Deposit Institutions, where he helped guide the banks' lending teams in executing exponential growth. He has managed credit, operations and sales departments; closed more than \$4 billion in transactions; and served on commercial lending, compliance and rate-risk committees, among others. While at Wells Fargo, Mr. Sands led teams on both the East Coast and the West Coast, growing both teams' sales volumes by more than 300%.

He also has significant experience in commercial real estate development, property acquisition and lending. He has closed multiple Opportunity Zones transactions totaling approximately \$200 million. His experience also includes structured finance in Historic and New Markets Tax Credit transactions. He is a partner in Baltimore, Maryland-based real estate asset management company MCB Real Estate, which has a \$2 billion portfolio and manages over 6,000,000 square feet of real estate.

A graduate of the University of Pennsylvania, Mr. Sands is an Advisory Board member of The Penn Institute for Urban Research (Penn IUR), a university-wide body that informs urban decision-making and public policy on issues of sustainable urban growth and development based on multi-disciplinary research, instruction and outreach. He also is a Board member of The Center for Strategic Economic Studies and Institutional Development, a non-profit offering technical assistance and business coaching services to underserved communities.

A native of Washington, D.C., Mr. Sands and his family reside in Los Angeles.