

## **Dawn R. Medley Bio**

Dawn R. Medley is the Senior Vice President of Business Finance and the Prince George's County Economic Development Incentive (EDI) Fund Manager at FSC First. As an established industry thought leader with over 20 years of experience in public and private funding programs, Mrs. Medley has developed, implemented, and managed operations in several funding sectors such as CDFI's, CDC's, Co-ops, Commercial Banking, Economic Development, and Small Business finance over her career. She is a subject matter expert in the U.S. Small Business Administration's 504 and 7(a) loan guarantee programs and manages a complex portfolio of over \$60 million in assets that broaden the commercial tax base, retain and attract jobs, support small and local enterprises, promote the development and redevelopment opportunities, increase the growth of key industry sectors and support energy conservation. At FSC First, she has provided strategic guidance and direction for grant programs, technical assistance, and other financial services in support of underserved demographic groups and geographic areas.

Mrs. Medley has the primary responsibility to provide budget forecasting and organizational strategic planning; oversight and management of the loan administration team; loan and grant program development; and the management and governance of the award winning \$50 million Prince George's County Economic Development Incentive (EDI) Fund. She has been a Task Force member for gubernatorial business forward initiatives, provided testimony to the Maryland General Assembly, and drafted legislation that has become law to provide access to capital for immersing small businesses.

Prior to joining FSC First, Ms. Medley began her lending & finance career with Fannie Mae, Freddie Mac and National Cooperative Bank. She has had the pleasure to serve the citizens of the State of Maryland as the Director of Business Lending at the Maryland Department of Housing and Community Development.

She holds a Bachelor of Science degree in Business Administration with a focus in Business Law and Public Policy from the University of Maryland University College. She is a member of the Class of 2016 Leadership Maryland program and serves on the Board of Directors of the Maryland Economic Development Association (MEDA).