



BBVA Compass
Creating Opportunities

BBVA Compass Bank

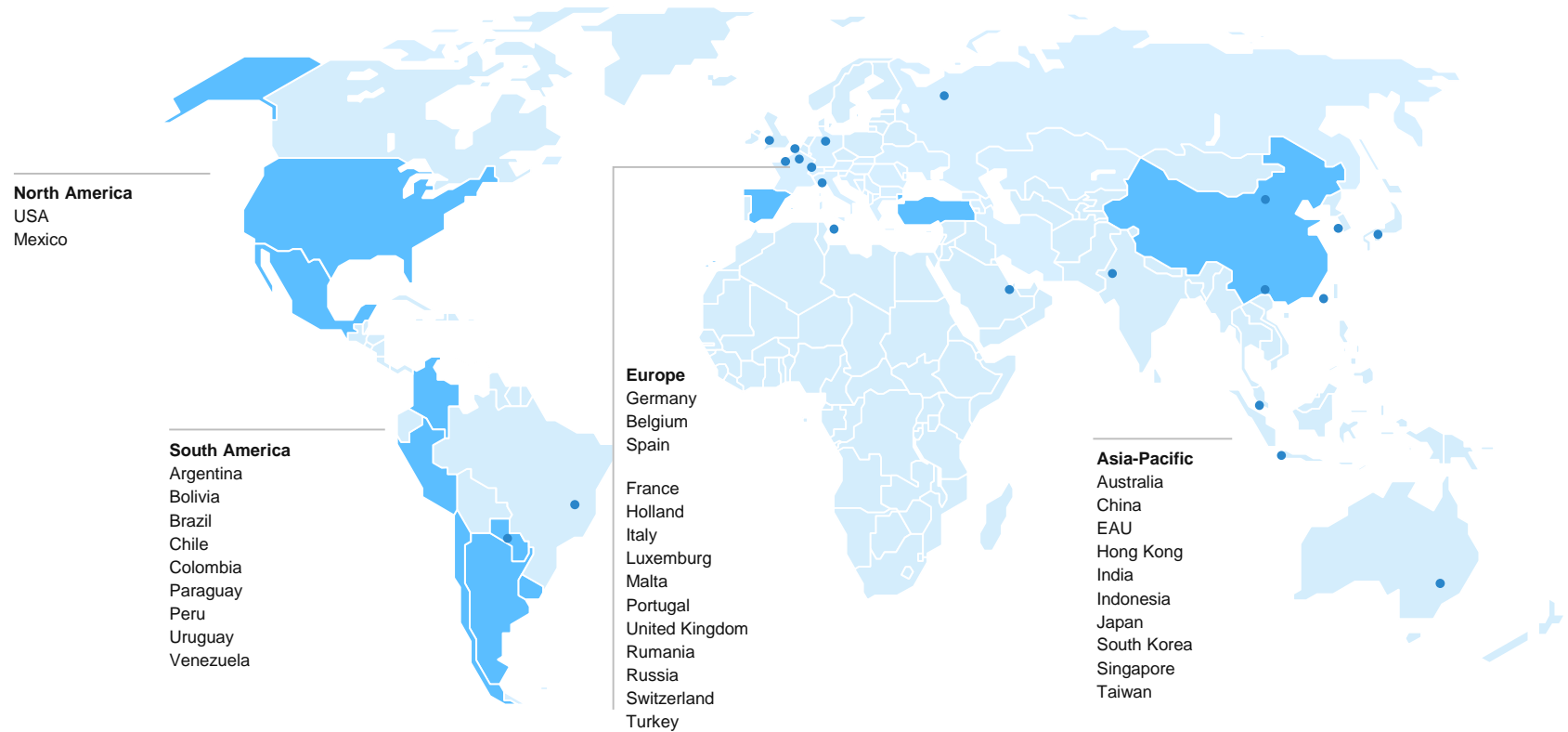
CDFI Coalition Conference

February 2018



BBVA Compass

BBVA around the world



€ 732

Billions of total assets

70

Millions of customers

35

countries

8.660

branches

31.120

ATM's

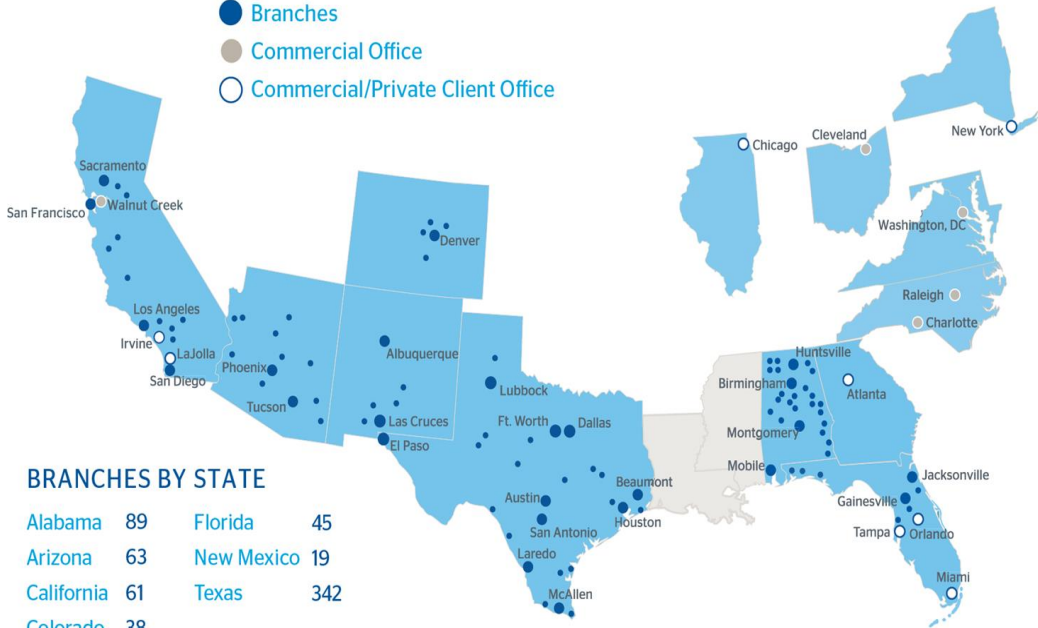
134.792

employees

BBVA Compass in the U.S.

BBVA Compass is a Sunbelt-based financial institution that operates 651 branches, including 337 in Texas, 89 in Alabama, 63 in Arizona, 61 in California, 45 in Florida, 38 in Colorado and 18 in New Mexico. BBVA Compass ranks among the top 25 largest U.S. commercial banks based on deposit market share and ranks among the largest banks in Alabama (2nd), Texas (4th) and Arizona (5th). BBVA Compass has been recognized as one of the leading small business lenders by the Small Business Administration (SBA) and ranked 5th nationally in the total number of SBA loans originated in fiscal year 2016.

- Branches
- Commercial Office
- Commercial/Private Client Office



BRANCHES BY STATE

Alabama	89	Florida	45
Arizona	63	New Mexico	19
California	61	Texas	342
Colorado	38		

bbvacompass.com

Community Commitment 2015 - 2019

\$11 BILLION OVER A FIVE-YEAR PERIOD



LMI HMDA
Lending

\$2.1 Billion

Small
Business
Lending

\$6.2 Billion

Community
Development
Lending

\$1.8 Billion

Community
Development
Investments

\$0.9 Billion

Services

New delivery channels, products and services for LMI

Community Development Investment Commitment Progress



\$900MM
Investment
Commitment
2015-2019

\$687MM
Deployed in
CD
Investments*

Performance
is Ahead of
Schedule at
July 2017

*Data as of 7/31/2017

Opportunity Fellows Program 2017



Opportunity Fellows Program Partners



Fellows participated on the Harvard ManageMentor site. Popular topics have included project management, communication styles, and managing change.



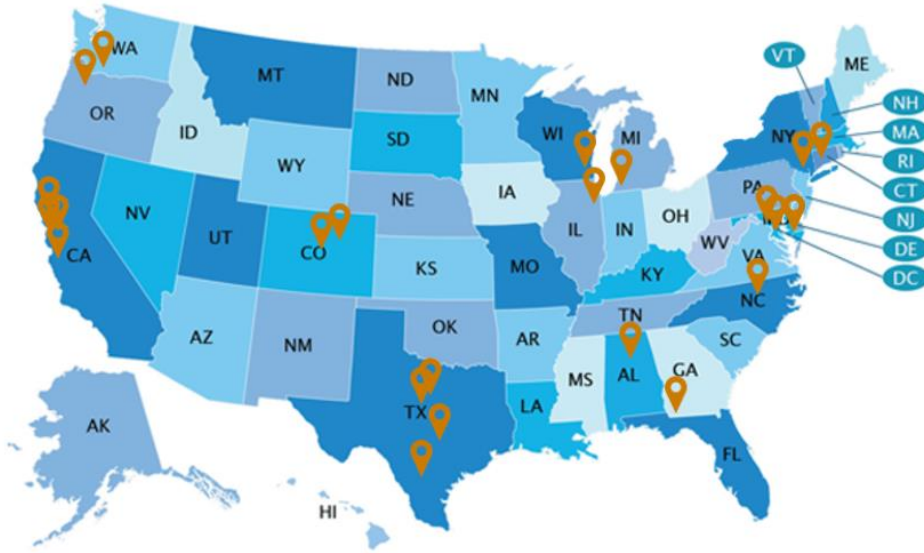
We engaged RMI to hold a teleconference/webinar for each level cohort to explore the topics on equity that were introduced during Session II.



Knowledge that will change your world

The Fellows met at the start of the OFN conference for two hours and at a private reception to share strategies and support each other. UAB developed and presented the curriculum for the program.

Inaugural Class



Executive Leaders

Thelma Adams Johnson - Albany Community Together, Inc (ACT!)
Rex Fowler - Hartford Community Loan Fund
Greg Maher - Leviticus 25:23 Alternative Fund, Inc
Mary Ellen Judah - North Alabama Revolving Loan Fund
Mary Jo Cook - Pacific Community Ventures
Harold Pettigrew - Washington Area Community Investment Fund
Wendy Baumann - Wisconsin Women's Business Initiative Corporation

Mid-Career Leaders

Raquel Valdez - BCL of Texas
Melinda Clemons - Capital Impact Partners
Norma Hernandez - Craft3
Justin Chen - Enterprise Community Loan Fund
Oswaldo Acosta - Latino Economic Development Center
Lisa Riley - LiftFund
Nadine Atieh - Low Income Investment Fund
Tastonga Davis - Micro Enterprise Services of Oregon
Alex Dang - Opportunity Fund
Roman Ruiz - Self-Help Federal Credit Union

Emerging Leaders

Jennifer Angarita - Boston Community Capital
Heather Rademacher Taylor - First Nations Oweesta Corp.
Matthew Singh - Low Income Investment Fund
Adam Kopp - Mercy Loan Fund
Grant Bennett - PeopleFund
Maggie Parker - The Real Estate Council Community Fund
Brittany Bennett - Self-Help Enterprises
Roberto Antonio Hernandez - Working Solutions

Program Activities Session I - March 7-9

Panel Sessions



Fellows had a chance to listen to industry leaders speak about transformational change and their leadership journey during the opening session

Workshops



Fellows participated in various workshops focused on diversity, action plans for change, strategy, creative thinking and leadership

Best Practices



Fellows toured Innovation Depot, the epicenter for technology, startups and entrepreneurs in the Birmingham region

Program Activities Session II - October 23-26

Day 1: Learning from Birmingham

- Panel of Civic and Business Leadership
- Building A Business Model Canvas
- Developing a Plan for Transformational Change

Day 2: Understanding Leadership Traits Required to Facilitate Equity

- Equity and Diversity
- Civil Conversation & Personal Reflections
- BCRI Tour
- Developing a Plan for Transformational Change

Day 3: Implementing Change

- Emotional Intelligence & Leadership Overview
- Transformational Change - Presenting the Plan
- Graduation Ceremony

Thank You!

Paul Bunyard

Corporate Responsibility & Reputation, Community Relations Officer

Tiena Johnson-Hall

Community Development Finance Manager

Joseph Gonzalez

Community Development Finance Officer

James Powell

Community Development Finance Analyst