

# Growing Microfinance to Scale

## Presenter Bios

### *Lending Life Cycle Part I: Customer Acquisition to Loan Closing*

**Ginger McNally** is Senior Vice President of the Strategic Consulting team at Opportunity Finance Network. With the Strategic Consulting team, Ginger provides consulting services to community development financial institutions and their partners, including foundations and banks, to help them improve their financial, operational, and management performance.

Ginger founded Mission + Money Matters, a consulting firm that supports the growth and innovation of community investment strategies domestically and internationally. She has extensive experience in community development work having served as Chief Executive Officer of the Santa Cruz Community Credit Union, an innovative \$86 million community development credit union, and its affiliated nonprofit, Santa Cruz Community Ventures. She also designed and implemented a national infrastructure for Catholic Relief Services in El Salvador in order to create access to credit and technical assistance for over 4,000 entrepreneurs.

Ginger has a Master of International Public Administration with a specialization in International Economic Development from Monterey Institute of International Studies. She pursues her commitment to global equity and ending poverty by serving on the Board of Trustees of Freedom from Hunger and as Chair of the Audit Committee of the Firelight Foundation.

**Pam Porter** is Executive Vice President at Opportunity Finance Network ("OFN"), where she leads the strategic consulting practice, providing services to the nation's leading banks, foundations, and community development lenders. With deep expertise in finance and talent management, she is recognized as a thought leader in capacity building, operational performance, and investing resources to achieve social impact. Prior to joining OFN, Pam spent 10 years as an executive at Right Management, the leading global talent management consulting firm, most recently as the EVP of Strategy and Planning. Earlier in her career, Pam worked as a corporate finance officer at JP Morgan. Pam serves on the Board of Directors for Colonial American Bank, a commercial bank covering the Mid-Atlantic. She also serves on the non-profit boards of UpLift Solutions, the Forum of Executive Women, and ION. She attended Wellesley College and is a member of the Business Leadership Council.