Christiana Foglio
Founder & CEO – Community Investment Strategies, Inc.

Christiana Foglio is all about impact investing – finding creative ways to merge public funding and private capital to invest in making communities better. Her motto is to not only do well, but do good.

An industry veteran with more than 30 years of experience in the private and public sectors, Chris specializes in building senior and multi-family housing that reflects each community's vision, needs, and character. She founded Community Investment Strategies in 1994, and as a successful entrepreneur, she's grown her company's diverse portfolio to include more than 3,200 apartment rental units valued at over $400 million. More than her success, though, is her determination to be a thoughtful developer, backing the development of communities purposefully and with people in mind.

Chris' business model focuses on building assets – high quality properties that retain their value and provide a benefit to the community in which they are built. In addition to the high-quality housing her company builds, Chris stresses the importance of building relationships – with her residents, local municipal officials, and like-minded investors who see the value in supporting the fiscal revitalization of neighborhoods in need of their support.

Prior to founding CIS, Chris was executive director of the New Jersey Housing and Mortgage Finance Agency, serving under two governors. In that role, she was responsible for more than $1 billion in multi-family bond financing and created the state's Housing Policy. She also chaired the New Jersey Council on Affordable Housing. As the former president of the not-for-profit New Brunswick Development Corporation, Chris spearheaded that city's economic rebirth by implementing $300 million worth of urban renewal projects, including the creation of the New Brunswick Cultural Center. Chris has also served as a member of the board of the State Museum, Ellarslie Museum, and Business Council for Grounds for Sculpture.