



Ray Pennie Bio

Ray Pennie is the Chief of Business Advisory Services (CBAS) for ACE | Access to Capital for Entrepreneurs – the largest exclusively small business focused CDFI in the state of Georgia, providing capital, coaching, and connections to underserved entrepreneurs.



As a member of the management team, Pennie serves as the leader of business advisory services for all Georgia market, overseeing and supporting the development and offerings of tailored, innovative, and comprehensive solutions for specific client business needs. He also spearheads business advisory initiatives that are supportive and consistent with ACE’s overall mission of providing loan capital to small businesses with a targeted strategy of serving women owned, minority owned and low to moderate income entrepreneurs.

Pennie leads and develops the implementation of the business advisory service programs by working closely with ACE’s leadership team to identify lending products that are appropriate for ACE’s target markets.

Prior to joining ACE, Pennie was Vice President of Business Development for Clearpoint, and was responsible for managing a national business development team that expanded Clearpoint’s mission of financial capability, education, and counseling outreach to underserved economic groups. His team was instrumental in developing new and diverse revenue streams by forming strategic alliances with national corporations and non-profits to further expand the agency’s footprint and reach.

With more than 28 years of experience, Pennie’s work has largely been in the banking sector focusing on commercial, residential lending and asset management. He currently serves on the Board of Directors for the Better Business Bureau of Metro Atlanta, Athens & North Georgia. He also serves on the Board of Directors of Kindred Futures (formerly the Atlanta Wealth Building Initiative (AWBI)). Pennie also serves as the Southern Regional Council Chair for Association for Enterprise Opportunity (AEO). Before beginning his career, Pennie proudly served for six years in the U.S. Navy as a Cryptologic Technical Operator. He attended Capella University where he studied Business Management.

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