



# ESTABLISHING A PRESENCE FOR FINTECH AND REGTECH COMPANIES IN *Washington, DC*

*Unlocking Opportunities in the Heart of Regulatory Innovation*

Washington, DC, a global center for innovation and entrepreneurship, presents unparalleled opportunities for technology companies seeking innovative solutions to financial challenges in the modern world. DC attracts global fintech and regtech companies with its friendly regulatory environment and proximity to federal financial regulators.

**\$2.25 Billion**  
Venture Investment in  
2024 for DC Companies  
Pitchbook, Q4 2024

**#1 Market**  
for Human Capital  
WalletHub, 2024

**#1 State**  
for Tech Careers  
Forbes, 2024

**Top 10**  
Strongest Economy  
in the United States  
WalletHub, 2024

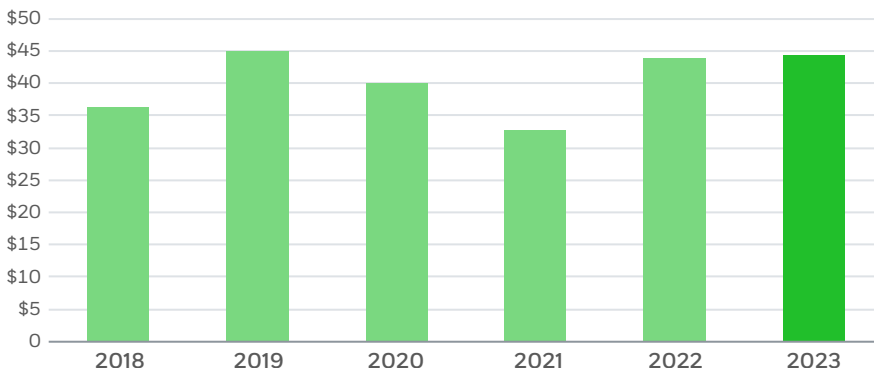
## PROXIMITY TO REGULATORY AUTHORITIES

Washington, DC provides unparalleled proximity to key federal regulatory bodies, including the U.S. Securities and Exchange Commission (SEC), the Federal Reserve, and the Consumer Financial Protection Bureau (CFPB). Establishing an office here facilitates direct engagement and collaboration with policymakers, enabling companies to stay ahead of regulatory changes.



## FEDERAL SPENDING ON FINTECH AND REGTECH CONTRACTS (IN MILLION USD)

**OVER  
\$500  
Million**  
in federal contracts to DC  
for Fintech and Regtech  
combined in the past  
decade.



Source: "USAspending.gov." Usaspending.gov, State: District of Columbia; Naics: 522320 (Financial Processing), 9261 (Administration of Economic Programs), Accessed 9 Apr. 2024.





## NOTABLE REGTECH & FINTECH COMPANIES IN WASHINGTON, DC



## A DIVERSE AND SKILLED WORKFORCE

Washington, DC leads the nation as #1 for human capital and the #1 Most Innovative State.<sup>1</sup> Fueling the talent pipeline are 20+ colleges and universities, including a growing number of satellite campuses - many with fintech specific programs - helping develop the future of our workforce.



## RESOURCES SPOTLIGHT

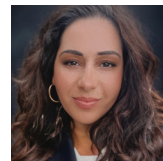
- **DC Fintech Week:** Started at the Georgetown University College of Law in 2017, DC Fintech week brings together nonprofits and technologists to entrepreneurs and regulators—to engage one another, for free, in a meaningful dialogue about fintech and the future of finance.
- **DC Department of Insurance, Securities and Banking (DISB) Office of Innovation:** Drives innovation in the financial services industry by promoting economic growth and financial inclusion in the District of Columbia. The Office of Innovation (OOI) provides a range of support and resources to fintech companies and entrepreneurs, including:
  - **Regulatory guidance.** OOI provides guidance to fintech companies on navigating the regulatory environment in the District of Columbia, including compliance with applicable laws and regulations.
  - **Connections to stakeholders.** OOI connects fintech companies with financial institutions, industry associations, and other stakeholders in the financial services ecosystem. This can help foster collaboration and promote innovation.
  - **Technical assistance.** OOI provides technical assistance to fintech companies, including support in areas such as data privacy and cybersecurity.
  - **Financial literacy and education.** OOI provides education and outreach to consumers and businesses on the benefits of fintech solutions.
  - **Networking opportunities.** OOI organizes networking events and workshops for fintech companies, providing opportunities to connect with other entrepreneurs and industry leaders.
  - **Research and analysis.** OOI conducts research to identify fintech trends and their impact on the financial services industry, helping fintech companies stay informed and competitive.



**Kevin Morgan**  
Vice President of Tech Sector Attraction & Retention, WDCEP  
kmorgan@wdcep.com  
(202) 661-8675



**Kathrine VanLiew**  
Director of Business Attraction, WDCEP  
kvanliew@wdcep.com  
(315) 730-0033



**Tamara Zeidan**  
Director of Innovation, DC Department of Insurance, Securities and Banking  
tamara.zeidan@dc.gov  
(202) 442-7753  
disb.dc.gov

1. WalletHub, 2024