

SUMMARY

Senior commercial real estate finance professional with more than 30 years of broad-based experience providing financial information and solutions, as well as commercial banking services to a variety of clientele. Strengths include strong analytical, marketing and interpersonal skills. Adept at identifying property and market strengths and weaknesses and delivering customized solutions to meet client's financial needs, while adhering to institutional requirements and goals.

CAREER

DEVON BANK, Chicago, IL

2010 - 2012

Full-Time Contract Employee: Loan Resolution Consultant for FDIC – Commercial Real Estate

Assigned 17 borrowing relationships classified as either "Watch List" or "Non-Performing". The vast majority of the loans are collateralized by some type of income-producing commercial real estate.

- Loan sizes ranged from \$100M to \$3.5MM
- Prepared monthly FASB 114 reports and Action Plans for each relationship. Constantly contact borrowers in attempts to obtain at least partial payments; updated financials and property information. Analyze borrower's global cash flow and asset base for purposes of gaining additional collateral in return for initiating loan restructures and/or obtaining properties via deeds in lieu of foreclosure.
- With Bank's Board's approval, engaged contractors, managers and marketing agents to obtain permits, prepare management and marketing campaigns for properties about to be acquired.
- Reviewed all collateral and documents for each loan; requested new appraisals, which are then analyzed; ran current title updates for targeted properties; and obtained and analyzed guarantor financial positions prior to final recommendations.

HARRIS BANK/BMO FINANCIAL, Chicago, IL

2007 – 2009

Vice President; Senior Relationship Manager-Commercial Real Estate

Marketed commercial banking services to commercial real estate developers and investors. Identified and provided numerous financial products including commercial and home-equity loans, interest rate protection (SWAPS), cash management and card services.

- Managed as Team Leader three other relationship managers that had combined portfolios of approximately \$100MM.
- Managed \$50 MM portfolio made-up of 20-plus borrowing relationships and contributed \$1MM+ on in net-interest margin.
- Reviewed and re-documented risk ratings for entire portfolio to meet internal policy guidelines, allowing bank to properly address its capital requirements.

COMMERCE BANK, N. A., St. Louis, MO

2006 – 2007

Vice President; Senior Relationship Manager-Commercial Real Estate

Marketed banking services to commercial real estate developers and investors. Identified and provided numerous financial products including commercial loans, interest rate protection (SWAPS); and cash management services.

- Managed \$20 MM portfolio composed of 10+ borrowing relationships and contributing \$0.75MM+ in net-interest margin.
- Arranged \$10MM+ in secondary market financings for bank customers and earned \$50K+ in non-interest fee income for bank.

REGIONS BANK, St. Louis & Kansas City, MO

2000 - 2006

Senior Vice President & Market Manager-Commercial Real Estate 2005 – 2006

Managed loan production office in Kansas City that had a \$30MM troubled loan portfolio identified during tenure in previous role.

- Succeeded in reducing the troubled portfolio by coaching inherited staff to properly identify and address issues; exiting several customers to other banks; and aggressively enforcing loan documents and restructuring credits with other borrowers, some of which were moved to "work-out" status after thorough analysis of required write-downs.

- Coordinated termination of Kansas City operations by year-end 2005 and transferred remaining portfolio to St. Louis regional headquarters for further management.

Senior Vice President & Regional Credit Manager- Commercial Real Estate 2004 – 2005

Selected and promoted to be the first Regional Commercial Real Estate Credit Manager as Union Planters Bank was merged into Regions Bank.

- Established Regional Credit team for commercial real estate loan underwriting, as well as implementation of new risk rating methodology and “exportation” of proper “credit culture” to community banks.
- Developed new Word and Excel templates for standardized loan presentations throughout Missouri and Illinois.

Vice President; Relationship Manager-Commercial Real Estate 2000 – 2004

Marketed commercial banking services to commercial real estate developers and investors. Identified and provided numerous financial products including commercial and home-equity loans, interest rate protection (SWAPS), cash management and card services.

Vice President; Relationship Manager-Commercial Real Estate 2000-2004

Duties included marketing banking services to commercial real estate developers and investors.

- Increased loan portfolio from \$12 MM to over \$100 MM over a 3-year period, while procuring 12 new relationships for the bank.
- Arranged over \$25 MM in affordable housing, multi-family loans and generated over \$500K in fee income for bank during 2002.

TRIAD CAPITAL ADVISORS, St. Louis & Kansas City, MO

1994 – 2000

Vice President

Originated, underwrote and closed approximately \$75 MM of loans annually that were equally divided between life insurance company and CMBS lenders. Also performed annual reviews and various servicing functions as correspondent for many of the lenders with which loans were placed.

PRIOR PROFESSIONAL EXPERIENCE

Nearly 20 years as an appraiser and investment officer for major insurance companies, including six years (1984 – 1990) as the manager of the St. Louis real estate investment office of the Travelers Insurance Companies, covering parts of four states as a direct lender. Prior employment with Mutual Benefit Life from 1976 to 1982 and Massachusetts Mutual Life from 1972 to 1976. Three years were spent as the Vice President of Project Development & Finance with a large multi-family and office developer in the Rocky Mountain West (1982-1984). The years 1990 – 1994 were spent as an independent fee appraiser of commercial and residential properties.

EDUCATION

Appraisal Institute: Specialized Educational Program Successfully Completed:

- All required courses for both the MAI and SRA designations
- Successfully wrote the MAI Demonstration Appraisal & Passed the Comprehensive Exam

MA – Urban Affairs & Sociology, University of Missouri, Kansas City, MO

BBA – Economics & Accounting, Wichita State University, Wichita, KS

High School: - Harrison, NY (Westchester County)

COMMUNITY SERVICE

- Elected to two terms as a city councilman of a St. Louis suburb; developed competency in zoning and tax increment financing matters. Served as Chairman of the Board of Zoning Adjustments for the City of Kirkwood, Missouri; population 30,000 1997 – 2007
- Habitat for Humanity - St. Louis: 1998 – 2007; Board Member 2000-2006
- Family Selection Committee: Chairman - 1999 – 2003; Board Treasurer 2003 through 2006
- St. Patrick Center – St. Louis: 1996 – 1998; Mentor and occasional teacher (personal financial management) for an organization that works with homeless and chemically dependent men and women in their efforts to re-establish their lives.
- Providence Program & Better Than Ever Tutoring Program. Tutored various school-aged students weekly from 1986 through 1994
- United Way of Kansas City: Team Captain 1978 – 1981
- Big Brothers/Sisters-Kansas City: Active Big Brother & Board Member 1969 – 1978