

CHELON M. ABRAHMS

4626 Good Dr. New Orleans, LA 70127

Home Phone 504-245-8412 Cell Phone 215-681-7639

PROFILE

Results-focused Manager/Analyst combining strong analytical skills with proven business acumen to positively contribute to the organization's bottom line. Demonstrate hands-on managerial and business expertise, including strategy, finance, operations, and customer service.

PROFESSIONAL EXPERIENCE

Operations Manager

2006-2008

Tulane University Hospital and Clinic, New Orleans, LA

- Responsible for the daily operations of eight nursing departments, which includes medical/surgical, critical care, stepdown and bone marrow transplant units.
- Manage the procurement of clinical patient supplies and medical equipment including spearheading the opening of a new ICU and Sickle Cell day clinic
- Monitor daily the budget of each unit's staffing schedules, productive labor hours, and contract labor utilizing the PLUS reporting system. Provide recommendations to staff and justifications to senior management
- Oversee the processing and production of payroll for 8 units
- Review monthly each department's operating revenue and expenses. Researching discrepancies and providing justifications and recommendations to director as well as other ancillary departments
- Assist with performance evaluations and disciplinary processes for over 200 employees

Financial/Decision Support Analyst

2005-2006

Saint Barnabas Health Care System, West Orange, NJ

- Responsible for financial modeling and forecasting for over twenty seven managed care contracts as well as Medicare/Medicaid, designed to accurately measure revenue collections and to successfully negotiate new and existing managed care contract rates for seven facilities
- Maintained and wrote contract rules in the decision support system for all managed care contracts
- Provided monthly and quarterly statistical and profitability analyses, including Ad hoc analysis to management, physicians, and The Advisory Board on issues such as cost, volume and trend, average length of stay, mortality, demographics, and actual versus expected payment
- Managed daily updates and audits to the TrendStar databases

Financial Analyst

2002-2005

CentraState Medical Center, Freehold, NJ

- Provided statistical and profitability analyses used for marketing existing clinical product lines and initiating new services resulting in the development of a new sleep lab and bariatric services. P&L responsibility for 31 product lines and gross revenues of more than \$537 million
- Prepared semi-annual and annual cost allocation in TrendStar Decision Support System. Responsible for compiling statistics for allocating overhead cost, expense reclassifications and other operating revenue offsets
- Managed the performance and monthly audit of the TrendStar Decision Support System as well as train front-end users
- Charge Master Administrator. Updated CDM file to optimize revenue, maintained Medicare compliance, as well as educated department heads

Decision Support/Managed Care Analyst

2000-2002

Mercy Health System, Conshohocken, PA

- Provided direct analysis of the financial impact of patient accounts receivables related to actual cost and the discounted third party reimbursement, including the preparation of cost contract deduction journal entries to ensure accurate reporting in the monthly and annual financial statements for four facilities
- Trained and supervised two junior analysts in cost contract reporting and system use
- Audited and evaluated charges and revenues related to managed care contracts, capitation and special case rates. Collected an additional \$93,000 in cardiac surgery case rate underpayments for FY00 and \$68,000 in missing/underpaid capitation checks for FY01
- Created analytical models and reports to convey key issues. Provided various statistical and profitability analyses, including Ad hoc analysis for management on issues such as cost, budget variance, and actual versus expected payment
- Maintained and audited the integrity of the TrendStar databases as well as trained front-end users

Finance Resident / Internship

1999-2000

Philadelphia Geriatric Center, Philadelphia, PA

- Completed departmental rotation which focused primarily on cash disbursement and revenue cycles
- Reconciled cash accounts to the general ledger on a monthly basis
- Assisted in the conversion of accounts payable system from Computata to Gwynedd Accounting System
- Trained and supervised three staff members in system use and workflow process resulting in consistently exceeding established deadlines
- Assisted PricewaterhouseCoopers LLP during interim and year-end audits

Administrative Resident / Internship

1998-1999

Philadelphia Geriatric Center, Philadelphia, PA

- Managed special projects assigned by Vice President of Medical Care Services
- Assisted Vice President with department budget analysis
- Managed physician enrollments for group and individual providers with third party payors
- Assumed all responsibilities for medical staff quality control reporting and outcome studies
- Presented quarterly reports to Hospital and Performance Improvement Steering Committees

EDUCATION

M.B.A. / Master of Science

Health Administration / Healthcare Financial Management

Temple University 2000

Bachelor of Arts

Psychology

Southern University at New Orleans 1997

COMPUTER EXPERIENCE

- Windows 2000/98/NT/XP, Microsoft Office (Word, Excel, PowerPoint, Access), SMS, TrendStar Decision Support System, Horizon Performance Manager, PMOD, AS 400, Lawson, 3M APC Grouper Plus / Core Grouper , PLUS, Kronos,

Lucy K. Snyder, MBA, JD

628 Forest Avenue ❖ Royal Oak, MI 48067 (Able to Relocate) ❖ Phone: 734 846-6566 ❖ snyder.lucy@yahoo.com

FINANCE EXECUTIVE - CFO, VP FINANCE, CONTROLLER

- ❖ **Accomplished finance executive who combines financial, legal, and business acumen** to deliver proven results increasing revenues/cash flow, reducing costs/overhead, and improving compliance/financial controls.
- ❖ **Track record includes serving as head of finance for the largest buyer of consumer debt in the U.S.** (a publicly traded, \$400M+ company) and proven success driving a rapid turnaround of Capgemini's lowest-performing business line to become one of its most profitable segments.
- ❖ **Respected builder/leader of high-performance teams and key strategist/advisor to senior executives** – regarded as an expert in creating new methods of forecasting, modeling, and analysis to enable in-depth insight into corporate financial health by any dimension.

KEY SKILLS

- | | | |
|--|--------------------------------------|--|
| ❖ <i>Financial Analysis & Due Diligence</i> | ❖ <i>Budgeting (\$400M+)</i> | ❖ <i>Financial Statements/Prospectuses</i> |
| ❖ <i>Forecasting/Modeling/Strategic Planning</i> | ❖ <i>P&L/Treasury Management</i> | ❖ <i>Banking & Investor Relations</i> |
| ❖ <i>Process Design & Reengineering (BPR)</i> | ❖ <i>GAAP & IFRS</i> | ❖ <i>Financing & Capital Raising</i> |
| ❖ <i>Complex Negotiations & Deal Structuring</i> | ❖ <i>SEC Filing</i> | ❖ <i>Sarbanes-Oxley (SOX)</i> |
| ❖ <i>Startup – Turnaround Specialist</i> | | ❖ <i>International/Global experience</i> |

CORPORATE EXPERIENCE

ASSET ACCEPTANCE CAPITAL CORP. (*World's second largest buyer of consumer finance paper*) – Warren, MI

Head of Finance, 2007-2008

Directed annual budget, quarterly forecasts, and all aspects of daily fiscal operations/compliance matters for publicly traded company with revenues of \$400M+. Charged with planning, policy/procedure development, staffing/training/supervision, and day-to-day administration of newly created finance department, overseeing ten-member team of VPs (seven) and financial analysts (three). Held ongoing accountability for: maintaining consolidated corporate financial forecasting statements for C-level executive team, apprising board of directors and audit committee on forecasts/financing/debt capacity, advising CFO and CEO on financial strategies to achieve EPS targets, and developing daily cash forecasting models with all collection/revenue forecasts and projected debt borrowings. **Key Results:**

- ❖ Developed company's first comprehensive financial forecasts (in-depth, complex financial models), which equipped executive team and senior management with the ability to evaluate business lines by location/segment and accurately assess their current and predicted profitability.
- ❖ Commended by COO, CFO, and CEO for the quality, detail, and insightfulness of monthly forecasts and dynamic models.
- ❖ Combated forecasted financial downturn with proactive strategy that lowered overhead 15% (approximately \$50M in annual savings).
- ❖ Developed purchasing/cash flow model that identified the potential for a serious violation of debt covenant and bank credit agreement. Praised by board and executive team for averting issue by adjusting purchasing maximums, preventing what could have resulted in the bank demanding immediate payment of \$250M note.
- ❖ Dramatically improved the accuracy, integrity, and timeliness of financial reporting. Decreased gap in month-end reporting from 15 days to two, and achieved and maintained accuracy within 1% on all reports.

CAPGEMINI AMERICA (*Publicly traded management and IT consulting company*) – Detroit, MI

Corporate Controller, 2006-2007

Oversaw finance team of A/P, A/R, and invoicing professionals in carrying out all corporate financial forecasting, budgeting, and P&L management functions for \$130M company and each of its divisions. Responsible for variance analysis, preparation/filing of all internal financial reports, corporate compliance, audit preparation, proforma statements, multi-currency international invoicing (\$130M+ annually), and ongoing financial reports. **Key Results:**

- ❖ Forecasted divisions with financial problems and recommended actions that led to the closing of unprofitable divisions and the turnaround of under-performing areas (resulting in bottom-line gains of more than \$8M).

CORPORATE EXPERIENCE (CONTINUED)

CAPGEMINI AMERICA (continued)

- ❖ Provided visibility into each business segment by developing new financial reporting systems that improved segment forecasting and profitability tracking. Efforts uncovered previously “hidden” costs, enabling corrective actions that catapulted the worst performing business line (4% loss annually) to one of the company’s most profitable segments (20% profit margin) in less than one year.
- ❖ Quickly became a trusted financial advisor to all VP and division heads in the U.S. and internationally.
- ❖ Led the turnaround of billing processes in serious disarray, implementing sound financial controls and fully integrated revenue management, billing, and tracking systems that halted previous errors and captured millions of dollars in revenues that otherwise would have been lost.
- ❖ Created database that allowed for multi-currency contract tracking for projects in India, England, Latin America, Europe, and Australia. Delivered significant time-savings and accuracy gains as a result.

Q3 ASSET MANAGEMENT (Privately held asset management firm with approximately \$100M in AUM) – Troy, MI

Director of Finance / Chief Compliance Officer, 2003-2006

Managed all financial activity of corporation and its divisions. Directed financial reporting, prepared monthly and annual budgets, oversaw accounts payable/receivable, performed troubleshooting/reconciliation of daily cash balances, monitored interest rates with financial institutions, and ensured debt compliance. **Key Results:**

- ❖ Strengthened legal, corporate, and regulatory compliance after conducting thorough compliance review of contracts and other official documents.
- ❖ Provided insights and counsel to president and CFO on proposed projects and their financial implications.
- ❖ Entrusted to oversee all corporate acquisitions and purchases, leading due diligence and deal structuring.

GOVERNMENT EXPERIENCE

MICHIGAN SUPREME COURT: State Appellate Defenders Office – Detroit, MI

Director of Finance, 1997-1999

Developed, analyzed, and presented division budgets (\$40M), forecasting models, and financial reports to the governor and house/senate budget committees. Directed account reconciliation, monthly/annual reporting, and compliance with statutory reporting requirements.

STATE OF MASSACHUSETTS: Executive Office of Administration & Finance – Boston, MA

Public Finance Manager, 1994-1997

Fiscal Policy Analyst, 1994

Rapidly promoted to public finance manager, overseeing financial statement preparation for the state’s \$18B balance sheet and \$22B cash management statements. Supervised 20 budget analysts in performing cash flow analysis, preparing official financial statements for investors on all state bond issuances, and auditing legal documents and proforma balance sheets.

EDUCATION

SUFFOLK UNIVERSITY LAW SCHOOL
JD, Emphasis in Business Law, 2003

UMASS (University of Mass.) AMHERST
MBA in Finance (full scholarship), 1993

BOSTON COLLEGE
BS in Economics, 1991

BAR ADMISSIONS & PROFESSIONAL AFFILIATIONS

- ❖ Michigan State Bar, admitted 2004
- ❖ U.S. Supreme Court, admitted 2009 (pending)
- ❖ Women’s Bar Assoc. (WBA) (Oakland Cty., MI): President, 2008-2009; VP, 2007-2008; Treasurer, 2006-2007
- ❖ Michigan State Medical Society: Executive Board, Foundation Chair, Membership-at-Large Chair, 2005-2009

TECHNOLOGY & LANGUAGES

Computers: MS Office (Word, Excel, PowerPoint); Navision Foreign Language: Spanish (written/verbal skills)

Kimberly London Plant, MBA

12746 Britain Avenue
Baton Rouge, LA 70814
klplant@cox.net

Residence: (225) 275-4718

Cellular: (225) 955-1780

PROFILE

Critical thinker and strategic decision-maker with a proven record in project and operations management coupled with a collaborative leadership style. Adept at resolving complex issues, negotiating workable plans, reducing costs, increasing efficiencies, and improving bottom line profitability. Committed to putting forth the energy and effort necessary to produce results while being held to high levels of accountability.

SUMMARY OF QUALIFICATIONS

Leadership

- Analyze business information and processes. Set priorities; convey expectations, implement strategies and measurement procedures for assessing progress toward goals and business outcomes.
- Organize, lead, and motivate assigned personnel, and facilitate an effective team-oriented work environment that fosters optimum results.
- Research and fact-find combined with fundamental understanding of general business systems and organizational operations, policies and procedures.
- Represent organization in a positive, professional and enthusiastic manner when working with both internal and external clients to build and maintain viable, productive business relationships.

Project Management

- Identify and clarify business problems, system requirements, project scopes, project benefits, preliminary project costs and schedule estimates. Manage multiple projects concurrently and effectively in a fast-paced, demanding environment.
- Work with executive management, department heads and supervisors to influence the selection of project team members. Determine the appropriate balance in the utilization of internal vs. external resources in project execution.
- Interact with project teams in the preparation of key planning documents, project control schedules, project milestone schedules, resource planning and project budgeting.
- Perform comprehensive risk analyses to ensure potential threats to project success are identified, analyzed and addressed through mitigation or contingency strategies.
- Continually review project status, and monitor schedules and other key planning documents to ensure successful completion of project.

Kimberly London Plant, MBA -- Page 2

EXPERIENCE

Assistant Vice President – EFT/CUCB Operations (February 2008 – Present)

Louisiana Credit Union League & Credit Union Cooperative Branching, LLC. – Harahan, Louisiana

Direct the overall operations for the Louisiana CO-OP Shared Branching Network and the LCUL Electronic Funds transfer department. Oversee the stand-alone Credit Union Service Center branches and ensure compliance of Human Resource Management policies as mandated by federal and state labor laws. Serve as Security Officer for CUCB Corporation. Perform as liaison between credit unions and 3rd party vendor relationships. Prepare, manage and interpret accounting data and spreadsheets for financial analysis.

Key Accomplishments

- Earned a promotion to AVP within the first year of employment
- Overhauled/implemented efficiency measures for the servicing and invoicing process for the department
- Continued professional development by earning a CCUE and CFSP designation and a CFMS certificate

Assistant Vice President - Branch Manager (February 2005 – February 2008)

Neighbors Federal Credit Union – Baton Rouge, Louisiana

Managed retail branch, account services, and facility operations. Managed and balanced, on a daily basis, approximately \$2.5 million in cash and negotiable instruments. Supervised a staff of 25 in 3 distinct functional areas. Responsible for 52% loan volume and 47% membership base. Researched, implemented, and analyzed business development initiatives.

Key Accomplishments

- “Branch of the Year,” 2006.
- “Mystery Shop Service Excellence,” 2006.
- “Most Improved Branch,” 2005.
- Improved sales and service as evidenced by numerous member compliments.
- Assisted with the coordination of a \$2 million facility remodel.
- Earned “Exceeds Standards” productivity ratings on each performance evaluation since initial 90-day probationary period.

Project Manager/Business Development/Branch Administration (September 1995 – February 2005)

LA Capitol Federal Credit Union – Baton Rouge, Louisiana

Managed Branch Retail and Account Services Operations. Led Strategic Planning Committees; coordinated electronic, remote, and web-based services; facilitated training and development sessions; and assisted with product/service research and development.

Key Accomplishments

- Key consultant in the development of a Management Training Program for career planning and succession planning of senior managers.
- Coordinated the research and selection of a \$2.5 million Core Data Processing system.
- Served on the Consulting Committee for various products/service offerings, i.e., creating a paperless society through the use of technology, business services development, and share branching strategies.
- Assisted with the design and construction of 6-floor building for new headquarters.

Kimberly London Plant, MBA -- Page 3

EDUCATION

Master of Business Administration, 2001
University of Phoenix – Baton Rouge, Louisiana

Bachelor of Science, Mathematics, 1993
Southern University – Baton Rouge, Louisiana

Professional Development/Designations/Certificates:

Certified Credit Union Executive, 2008
CUNA

Certified Financial Services Professional, 2008
CUNA

Certified Financial Management Specialist, 2008
CUNA

Management Development Institute, 2006
NAFCU

PROFESSIONAL & CIVIC ACTIVITIES

- Baton Rouge Area Chamber of Commerce
 - Education Council
 - Leadership Development Council
- Financial Women International, Member
- Baton Rouge Area Bank Security Association, Treasurer
- Young Leaders Academy, former Board of Director

Steven P. Accardo

362 Napoleon Avenue, Slidell, LA 70460
Home Phone: 985-641-9451; Cell Phone: 985-768-0610
Email: accardo@charter.net

Summary

B.S. Degree with 25 years of experience in Real Estate related fields. My expertise is Mortgage Lending. I have management experience; I am great with people, and very comfortable with computers (especially Microsoft WORD). I am capable of consistent performance in a pressured environment, with increased accountability for bottom line results.

Work History

12/2003 – 12/2007 **Account Executive / State Manager**, Delta Funding Corporation.
I reached loan volume in excess of \$2,000,000 per month. (Wholesale Lending)

3/2003 – 10/2003 **Loan Officer**, Equity Home Loans (Retail Lending)

8/2002 – 1/2003 **Mortgage Lending**, ASI Federal Credit Union (Retail Lending)

5/2001 – 8/2002 **President**, Absolute Mortgage LLC (Retail Lending)

10/1996 – 3/2001 **Area Manager**, Pinnfund USA (Wholesale Lending)
I Ranked 2nd in the nation for loan volume.
I Managed staff of 4.

5/1994 – 9/1996 **Branch Manager**, Quality Mortgage USA, Inc. (Wholesale Lending)
I managed a staff of 5.

1/1993 – 5/1994 **District Manager**, Ford Consumer Finance Co. Inc. (Wholesale Lending)
I managed a staff of 6.

8/1991 – 1/1993 Associate **Real Estate Appraiser**, Stephen L. Guice & Co.

11/1988 – 7/1991 **Banking Officer / Real Estate Manager**, Pontchartrain Bank

7/1985 – 10/1988 **Branch Manager**, First Union Home Equity Corp. (Retail and Wholesale Lending)

8/1982 – 7/1985 **Branch Manager**, Mellon Financial Services Corporation. (Retail Lending)
I managed a staff of 6.

Education

University of New Orleans – B.S. Degree in Business Administration
Appraisal courses: Real Estate Appraisal I, Standards of Professional Practice
Real Estate Appraisal Principles, Basic Valuation Procedures
Mortgage Bankers Association – Loan Originator Course
Delgado Community College – Completed Real Estate Course and hold inactive license
Louisiana Mortgage Lenders Association – 8 hour course on TIL & RESPA, 10 hours of continuing Education for Loan Originator License.

Alvin C. Harrison, Jr.
14663 Bailey Drive
Baton Rouge, LA. 70816
acharrison@bellsouth.net
504-258.8774/225-218.6354

Chairman, Louisiana Housing Finance Agency
2415 Quail Drive
Baton Rouge, LA. 70808

To Whom It May Concern:

This letter is in response to your posted Ad for a Vice President for Louisiana Housing Finance Agency. As you can see from the enclosed resume', I have a vast amount of experience which would greatly fit the challenges of this position. I've worked for several years in Housing Administration, Personnel Management, Facilities Management, and Project/Construction Management where in I acted as Program Representative .The ability to provide strategic planning of complex situations was crucial to the success of my job tasks. I have gained extensive knowledge and experience in managing capital improvement projects, working with federal housing programs, urban planning, environmental safety, and procurement of services and supplies. I've worked collaboratively with tenants, owners, public and private agencies, as well as Government officials at all levels. I have excellent communication and organization skills, as well as program and supervisory experience.

I have effectively:

- ❖ ***Managed multi-family and senior housing properties simultaneously.***
- ❖ ***Designed and implemented programs.***
- ❖ ***Served on Community Service Boards.***
- ❖ ***Facilitated Urban Development Projects.***
- ❖ ***Worked closely with Civic organizations, legislators, and corporate professionals***
- ❖ ***Successfully supervised personnel.***

Over the years, I have developed a reputation as being a skilled communicator and a pressure sensitive team player. Because this is a personality trait-not a learned skill- it is one I can offer consistently to the Vice President position. In addition, my natural enthusiasm supports my ability to inspire and motivate people from diverse backgrounds.

I would welcome the opportunity to interview for this position. I look forward to hearing from you. Thank you in advance for your consideration.

Sincerely,

Alvin C. Harrison, Jr.

Alvin C. Harrison, Jr.
14663 Bailey Drive
Baton Rouge, Louisiana 70816
225-218-6354 (H) 504-258-8774 (C)
acharrison@bellsouth.net

Results-driven, highly successful professional with a solid understanding of Project Management, business operations and success in managing operating budgets of over \$10M.

EXECUTIVE SUMMARY

A flexible and seasoned **Professional** with a proven background in **multi-million dollar project management**. Possess 19 years of successful, progressive experience in **project management, property management and personnel management**. Strategic planner with **extensive experience in facilities planning, design and management**. Exceptional results in fast-track, high-end capital construction, and renovation projects. Recognized as an effective, **solution-oriented analyst** who effectively delivers seamless property management for an aging population. Exceptional **customer service skills** and the ability to balance the **human side** with the business objectives.

HIGHLIGHTS OF ACCOMPLISHMENTS

OFFICE OF RECOVERY MANAGEMENT., New Orleans, LA 2006 to 2008
Director of Population and Resettlement

Direct and administer day-to-day community planning agenda. Development of population-based community interventions. Advise New Orleans senior management professionals of potential and actual impact of efforts with respect to the community. Advancement of internal and external relations. Collaborate with Office of Recovery Management staff, City of New Orleans constituents, public and private organizations to aid in urban recovery efforts. Facilitate an integrative community planning process. Supervise top-notch staff of community planning professionals.

- **Serve as liaison** for internal constituents and corporate support services to aid in the accomplishment of community goals and objectives.
- Evaluate and **recommend partnerships** and collaborative opportunities.
- Facilitate the development of organizational **community planning** objectives and mechanisms for tracking process.
- Attract and leverage private investment for projects stimulating **economic growth** in the sphere of **retail and industrial development**.
- Provide **professional support** for the implementation and administration of services and activities to promote economic development and redevelopment in the city.

CHRISTOPHER HOMES INC., New Orleans, LA
Property Management

1997 to 2005

Held full management responsibility for a senior living community with over 300 apartments. Implement, oversee and evaluate strategic planning for Nazareth Inn I & II's financial resources in excess of over \$8.5M. Responsible for developing annual operating budget and expenditures. Conduct procurement negotiations of all supplies, equipment, repairs and capital improvement projects within Nazareth Inn Community. Oversee the development and implementation of all activities, programs, and services designed to create a safe, comfortable, and homelike atmosphere for residents. Supervise accounting staff, maintenance personnel, environmental services, clerical staff and third-party vendors. Knowledge of local and national HUD regulations.

- **Implemented a \$4.8M renovation** for one community on a two-year plan to expand and remodel the interior and exterior of the property.
- Selected for **superior management ability** out of 300+ applicants to participate in '**Changing Strategic Directions Certificate Program**' at Kellogg school of Management in Illinois. Received **fellowship** for this program from ADC/Ziegler Corporation.
- **Successfully managed multiple properties simultaneously; Forged key relationships** with staff at all properties, gaining invaluable organizational insight and **allowing efficient infrastructure transition** of multiple properties.
- Maintained strong community network or outreach plan, while expanding marketing initiative that transcends a job and embraces the mission.

PROFESSIONAL CERTIFICATION & DEVELOPMENT

Certification in Changing Strategic Directions-
Kellogg School of Management-Northwestern University
Retired Housing Professional (RHP)-University of North Texas
Advance Maintenance-Louisiana Technical College
Basic Maintenance-Louisiana Technical College

EDUCATION

Masters of Education in Higher Education/Educational Administration
Ohio University, Athens, OH

Bachelor of Arts in Secondary Education
Southern University, New Orleans, LA

Tony Turner

3663 Church St, Zachary, LA 70791

225-570-2880/225-939-3777

tonyturner@cox.net

SKILLS SUMMARY Senior Executive Manager with extensive experience in managing diversified workforce, specializing in fiscal and profitability management. Skilled in managing multi-billion dollar business channels for Top 5 Banks. Excellent background in Economic Forecasting, Risk Management and Monetary Execution. Experienced in developing and implementing new business models for technical and fiscal areas of operation, inclusive of creating credit policy and managing performance criteria.

EMPLOYMENT **Vice President** January 2008 - Present
SunTrust Bank
Richmond, VA

- Manage Louisiana and Mississippi Banking Territory – Revenue in excess \$250 million/quarter
- Responsible for insuring quality, expense containment and fiscal management
- Attracting new investors while working in an ever evolving and changing economic environment
- Created budget and forecasting models to illustrate production, volume/revenue, and expense for specific bank territories
- Instituted Customer Service Agreement and Economic Budgeting Model for investors

Sr. Vice President, Dec 1998 – Oct 2007
Wells Fargo Bank, NA
San Francisco, CA

- Managed multiple Banking Sites for Wells Fargo Bank, NA, inclusive of P&L for each site throughout country.
- Responsible for Credit Policy, Fiscal Targets, and Compliance related issues on production totaling approximately \$700 - \$900 million a month.
- Maintained outstanding level of investor relationships and served on several National Executive Committees.
- Managed cost containment goals to improve efficiencies, compliance, income & profit, and daily customer experience.
-

Vice President, August 1995-December 1998
United Companies, Inc (Wells Fargo)

Baton Rouge, La

- Managed Division with approximately 140 employees. Responsible for fiscal profitability, credit quality and compliance quality.
- Developed and implemented a nationwide credit risk and compliance program utilized by national partners.

EDUCATION

B.S. in Advertising and Economics, 1992
Louisiana State University, Baton Rouge, La

ERNEST WALTERS III
POB 4069
NEW ORLEANS, LA 70178

504-975-7100
504-292-3429
EW3@MAIL.COM

MORTGAGE UNDERWRITER SUMMARY OF QUALIFICATIONS

- Portfolio Analysis
- Quality Control Audits
- HMDA Audits
- DU/LP
- Pre-Funding Reviews
- Early Payment Default Reviews
- Legal Compliance Reviews
- FNMA/FHLMC Guidelines
- ARM Audits
- Securitization Underwriting
- Servicing Audits
- FHA/VA Guidelines

EMPLOYMENT HISTORY MORTGAGE UNDERWRITER

Neighborhood Assistance Corporation of America

New Orleans, LA

04/2007 - PRESENT

- Responsible for Manual Underwriting criteria for submission to prospective lenders to implement mortgage loans including credit evaluation, title review as well as appraisal underwriting.
Assisting Post-Katrina New Orleans residents into Homeownership through community advocacy.
Counseling and problem solving on credit and budget issues.
- Qualifying Members for home ownership based on their unique financial and personal circumstances and needs.
 - Determining eligibility for a mortgage.
 - Determining the maximum purchase price they can afford based on their unique financial and personal circumstances and needs.
 - Coordinate with buyer agent to help the Member find a home suitable for their individual situation.
 - Review Member's purchase & sale contracts and home inspection reports.
 - Originate the mortgage.
 - Work with Members on refinancing "workouts" on their home.
 - Follow up with Member on a consistent basis.
 - Coordinate with lenders to obtain application approvals.
 - Obtain documents needed for qualifications, underwriting and closings.
 - Maintain Member information in the computer system and files.
 - Participate in presenting home buyer and home ownership workshops throughout the New Orleans area in a public speaking environment.
 - Post-Ownership assistance to Members.

SR. DUE DILIGENCE UNDERWRITER

2006 – 2007

Citimortgage

Irving, TX

- Assigned to manually underwrite residential A paper – Subprime loans as well as to identify and analyze mortgage portfolio risks validating the final underwriting and compliance decision.
- Underwrite mortgage loans to FNMA/FHLMC, FHA/VA, investor or the seller's guidelines.
- Underwrite closed loans to determine compliance with specific guidelines including Fannie Mae and Freddie Mac and regulations.
- Review and analyze legal documents to determine accuracy, completeness and data integrity.
- Emphasis on verifying compliance with Reg B, C, and Reg Z, Respa, and Sec. 32.
- QC final loan portfolio to ensure accuracy, consistency, and to secure diligence discrepancies.
- Coordination of all aspects of asset due diligence for individual transactions (underwriting, compliance, default/collection review, data scrub, valuation review, custodian collateral review, etc.
- Recommend scope of due diligence and Select due diligence sample and prepare data files for vendors
- Review contracts and recommend changes and Report issues and track until conclusion
- Project due diligence and deal expenses, monitor, and issue final accounting.

Contract Underwriter

2005 - 2006

*Clayton Services**Bridgeport, CT*

- Underwrite closed loans based on Investor and Seller guidelines by validating factual data on source document for accuracy in credit, capacity and capital in calculating DTI, LTV, CLTV, TLTV, HTLTV, Payment Shock and Reserves based on information verified BY checking for inconsistencies within the source documents for fraud on Character profile. Comparison of Seller Tape delta in identifying source of discrepancy from Seller approved calculations to actual identified within the source documents. Analyzing Borrower(s) ability and willingness to repay loan and verifying benefit to Borrower(s) and purpose of Transaction. Identifying existence of fraud in non-arms length transactions, loan flipping and or excessive fees charged to Borrower. Validating integrity of Appraisal, AVM and BPO provided for collateral value assessment. Predatory Lending, Prepayment, ARM, REG AB & Z and High Cost analysis based on authentication and validity of Collateral source documents on Compliance adherence to rules set by Regulatory Agencies.
- Quality assurance audits performed on reviewing and evaluating originating and compliance exceptions noted on credit, compliance, property and collateral risk on closed loans by validating any discrepancies of data entry completed by Underwriters then by document authentication to data captured and then by Seller Bid tape for accuracy on complete loan sale transaction.
- Post purchase remedy for Repurchase, Fallout and Stip- clearing of outstanding conditions and exceptions, clean up of transaction database for discrepancies of data capture based on tape and data entry subject to Investor and Seller guidelines, policies and procedures as well as Compliance Regulated Agencies.
- Risk Analysis on Scratch and Dent reviews on re-performing, sub-performing and non-performing loans based on capacity of Servicer in maintaining loss mitigation, default management, velocity ratio, originating and compliance exceptions, cumulative performance of overall portfolio, cash flow model stress tests in overcollateralization based on RMBS Sub-prime guidelines, arrearages and analysis of market value decline. Evaluating percentage composite of expected losses on FHA/VA insured specific to MBS.
- Onsite management of Underwriters on evaluating data integrity and risk level decisioning on credit, compliance and collateral exceptions noted on closed loans.
- Generating reports for Seller and Investors on status of loan and transaction level issues pertaining to missing docs, originating and compliance exceptions, tape discrepancies, current servicing defaults and or declined loans based on Investor, Seller and Compliance Regulated Agencies guidelines and policies.

SR. UNDERWRITER

2004 – 2005

*BNC Mortgage**Dallas, TX*

- Assigned to underwrite Subprime loans as well as identify and analyze mortgage portfolio risks validating the final underwriting and compliance decision.
- Positioned collateral packages for investor's approval and assembled attorney's loan packages.
- Coordination of all aspects of asset due diligence for individual transactions (underwriting, compliance, default/collection review, data scrub, valuation review, custodian collateral review, etc.
- Obtain and review vendor bids, recommend or select vendors, hire vendors, and negotiate contracts
- Recommend scope of due diligence and Prepare and issue RFP to vendors.
- Project due diligence and deal expenses, monitor, and issue final accounting.
- Negotiate final drops with Seller including credit/compliance and valuations and Identify and coordinate putbacks.
- Perform due diligence on new Sellers and Review and recommend changes to vendor, purchase, and sales agreements.
- Report issues and track until conclusion
- Issue final reports with significant issues, resolutions, financial impact, etc. for bids
- Negotiate final drops with Seller including credit/compliance and valuations
- Tie out drops for credit, compliance, collateral, valuation, data, etc.
- Identify and coordinate putbacks
- Perform due diligence on new Sellers
- Host sales due diligence
- Review and recommend changes to vendor, purchase, and sales agreements
- Maintain vendors specs, standards, and RFP.
- Review new underwriting guidelines and provide feedback to Traders
- Coordination of assignment and note endorsement process and follow up

SR. UNDERWRITER

1998 – 2004

*PremiumSelect Financial**New Orleans, LA*

- Originated Conforming and Non-Conforming loans and managed prospects.
- Accurately prepared complete initial documentation including all RESPA forms.
- Processed FHA, VA, Jumbo, Refi's, Subprime, HELOC, Conv., Conf/Non-Conforming loans.
- Ordered and validated VOE, VOM, VOD, VOI, Payoff, Title, Appraisal and Credit Reports.
- Completed conditions and prepared underwriter packages, DU/LP submissions.
- Supervised team of 5 while providing underwriting of Subprime 1-4 family residential mortgage loans including new purchases and refinances of full documentation and reduced documentation programs.
- Demonstrate knowledge of market conditions and FNMA/FHLMC investor portfolio and niche products A thru C
- Determine that the applicant has sufficient stable income to support the mortgage and other continuing obligations.
- Examine loan-file documentation to determine the acceptability of the applicant's credit history.
- Analyze self-employed borrowers via 1040's, 1020's, and/or K-1's.
- Confirm that borrower has sufficient assets to close the loan as well as retain adequate cash reserves.
- Evaluate the appraisal to determine if the value is justified by assessing the acceptability of the comparable sales and adjustments utilized.
- Review Preliminary Title Report.
- Follow Company policies and procedures to maintain 24-48 hour underwriting turn-around time.
- Assist other departments and personnel with underwriting questions/procedures whenever necessary.
- Accept and return calls from customers within one hour of receipt.
- Maintain timely replies to Quality Control audit findings and Suspense corrections program violations as requested by management.
- Underwriting an average of 8-10 files per day.

UNDERWRITER

1994–1998

*CommonPoint Mortgage**Metairie, LA*

- Executed the underwriting of residential and commercial mortgage loans including FHA, conforming and non-conforming loans including Home Improvement Loans, Debt Consolidation Loans, Refinances, and New Home Purchases.
- Analyzed credit, which included determining debt to income ratios.

DUE DILIGENCE EXPERIENCE

- | | | | | | |
|----------------|-------------|-----------------------|----------------|---------------|--------------|
| • Decision One | • Fairbanks | • Greenpoint | • Aegis | • Countrywide | • IndyMac |
| • WAMU | • Fleet | • Wilmington Finance | • Saxon | • Nat City | • PNC |
| • BOA | • Chase | • Long Beach Mortgage | • CitiMortgage | • Wells Fargo | • Ameriquest |

EDUCATION

1992 Nicholls State University - Finance

LICENSES

Life, Health, & Accident and Property & Casualty.

ORGANIZATIONS

Omega Psi Phi Fraternity, Inc.

Dominique Harris
3110 Edenborn Ave. Apt. 313
Metairie, La 70002
(504) 202-6857

OBJECTIVE: Obtain employment with job in New Orleans area requiring Bachelors degree.

EDUCATION: 2008, Bachelor of Arts in Criminal Justice with a minor in Business
Southern University of New Orleans, New Orleans, LA
GPA 3.5

2009 (Anticipated),
Masters of Business Administration (MBA)
University of New Orleans (UNO), New Orleans, LA

EXPERIENCE:

2005- 2006, Administrative Assistant/Fiscal Management, Greater Fellowship, Baton Rouge, LA

Helped library patrons locate resources; organized a weekly reading group for young children; assisted with promotion of events; Kept record of past and upcoming events, filed information, and answered phones.

2006- 2008 Administrative Assistant/Fiscal Management, Southern University at New Orleans Financial Aid Office, New Orleans, LA

Scheduled appointments for students; assisted with counseling when counselors weren't in; Helped run front desk; filed information; and answered phones.

ACTIVITIES:

2006- 2008, Secretary, Business Ethics Society
Southern University at New Orleans

2005-2006, Volunteer at Covenant House of New Orleans

2008-present, member of the MBA club
University of New Orleans

SKILLS:

Proficient in Microsoft Office, Quark Express, and Photoshop, typing speed 40wpm
Excellent presentation, organization, Administrative, and communication skills

References upon request

Denise Ackoury

From: Mark DeNicolò [markdenicolò@yahoo.com]
Sent: Sunday, March 08, 2009 10:21 PM
To: Employment Opportunities
Subject: VP Position
Attachments: MarkDeNicolò RESUME 5-08.doc

Good Day.. Your ad for the position of VP within the LA Housing Finance Authority caught my eye based on the background I possess within Regional and Executive Management in the Mortgage Industry. Over the last 7 years I have held positions within a similar industry and have knowledge of all facets of Mortgage Lending. Currently focusing on the HUD FHA product and USDA Rural Development product, I believe there is a strong fit in the skillset I may bring to your entity. I have attached my resume for your review, and look forward to speaking with you..

Respectfully Submitted,
Mark DeNicolò
504-236-0363

MARK DENICOLO

110 RUE LES BOIS MADISONVILLE, LA 70447
504-236-0363 MOBILE MARKDENICOLO@YAHOO.COM

SUMMARY

Sales professional of 10 + years, 8 of those years in the extremely competitive, Business to Business , Wholesale Mortgage Industry. Have held positions in all aspects of Sales; from the "Road Warrior" working out of a home based office, to managing Sales Teams in 15 States. Convincing and credible communicator able to determine ones need, or need behind the need. Additional strengths include:

- Business Development
- High Standards of Ethics & Integrity
- Identifying Niche Market Opportunities
- Strong Written, Verbal & Presentation Skills
- Leadership by Example
- Solving Profit-draining Problems
- Evaluating & Addressing Financial Exposure
- Personable and Sociable

PROFESSIONAL EXPERIENCE & ACCOMPLISHMENTS

NOVELLE FINANCIAL SERVICES Baton Rouge, LA **7/06 to Present**
SVP/Sales Central Division – Wholesale Mortgage Industry/Business to Business Sales Management

Worked with the CEO/President, VP of Secondary Marketing, COO, and National Sales Manager in the formation of Novelle from the ground up. Each Day, work closely with Investors on current production portfolio, pricing, underwriting guidelines, and loss prevention. (Citimortgage, DeutscheBank, Morgan Stanley, Irwin Mortgage, Impac Funding, NewSouth Federal Savings). Grew a Business to Business Sales Force from 0 to 20 Account Executives in 15 U.S. States within 3 months. Scope of daily responsibility is to Manage all daily Divisional Production Center operational flow and or Center issues, as well as train, educate, and give direction to my Sales Force out in the field and within the center. Managed Pipelines, closing conversion ratios, weighted average coupon, and monitor monthly expenditures.

FUNDING AMERICA Baton Rouge, LA **7/05 to 7/06**
REGIONAL SALES MANAGER – Wholesale Mortgage Industry/Business to Business Sales Management

Managed a team of 20 Account Executives from 10 States in this Startup Opportunity. Personally owned ½ % of the Company. Daily responsibility of managing, training, and providing support to the Account Executives on my team, as well as continuously recruit new Account Executives within my 10 State territory, and Inside Sales, to ensure continual volume growth from month to month. In 6/06 Funding America was taken over by Ocwen Financial.

AAMES HOME LOAN Baton Rouge, LA **10/02 to 7/05**
REGIONAL SALES MANAGER – Wholesale Mortgage Industry/Business to Business Sales Management

Managed a team of 15 Account Executives from 6 States in this Management role. Daily responsibility of managing, training, and providing support to the Account Executives on my team, as well as continuously recruit new Account Executives within my 6 State territory to ensure continual growth from month to month. Monitored all loan submissions, and use of the online underwriting engine.

SEBRING CAPITAL Dallas, TX**3/01 to 10/02**ACCOUNT EXECUTIVE – Wholesale Mortgage Industry/Business to Business Sales

Account Executive who was awarded the territory of the entire State of Louisiana. Sold Sebring productline to hundreds of Mortgage Brokers across the State of Louisiana.

Trained Mortgage Brokers on the Sebring website, productline, pricing structure, and procedure from bringing a mortgage file from application to the closing table. The challenge of this larger territory perfected my time management, client management, and daily work flow skills within a Business to Business Sales environment. Left Sebring for a Promotion into Sales Management.

PINNFUND Carlsbad, CA**3/00 to 3/01**Account Executive/Asst.Branch Manager – Wholesale Mortgage Industry/Business to Business Sales

Account Executive covering a larger territory that included both New Orleans and Baton Rouge, LA. Sold the Pinnfund product line to Mortgage Brokers and Bankers in a highly competitive assigned market. Assisted in overseeing the daily operations of the branch operations office. Successfully grew the newly assigned Baton Rouge market from 0 to 30 Mortgage Broker clients and maintained a total client base of 75 Brokers within my territory. Recognized as a Top 10% producer amongst my peers. Pinnfund was closed by the SEC in 3/01.

AAMES HOME LOAN Baton Rouge, LA**11/97 to 3/00**Account Executive – Wholesale Mortgage Industry/Business to Business Sales

Account Executive covering the Greater New Orleans, LA market. Sold the Aames product line to Mortgage Brokers and Bankers within a highly competitive assigned market. Trained clients in the product line, pricing, submission and processing. Successfully grew a client base from 0 to 40 Mortgage Broker clients within my territory. Maintained consistent growth in production numbers each month, and recognized as a Top 10% producer amongst my peers. Left Aames due to Operational issues within the production center that was affecting my business and clientele.

EDUCATION & PROFESSIONAL DEVELOPMENT

BS College of Business/Economics, The University of Southwestern Louisiana Lafayette, LA 1991-1993

McNeese State University Lake Charles, LA 1990-1991

The University of Connecticut Storrs, CT 1988-1990

South Windsor High School South Windsor, CT Graduate 1988

State of Louisiana Mortgage Originators License
State of Mississippi Mortgage Originators License
State of Tennessee Mortgage Originators License
State of Florida Mortgage Originators License

Denise Ackoury

From: reca1275@aol.com
Sent: Sunday, March 08, 2009 8:43 PM
To: Employment Opportunities
Subject: Experienced Legal Administrative Assistant Seeking Employment

RENALDO BRADY

4765 Baccich St.

New Orleans, LA. 70122

HOME# (504) 288-4533

CELL# (504) 906-5611

reca1275@aol.com

LEGAL ADMINISTRATIVE ASSISTANT

PROFILE:

Highly organized candidate with extensive experience in office administration. Reputation for maintaining and processing client records, files, and legal documents in a highly organized manner.

Ability to thrive in a fast paced environment as well as multi-task.

COMPUTER SKILLS:

Microsoft Office (Word, Excel, Outlook, Power Point): Adobe Acrobat, CLS, Image Master, Lexis Nexis

EXPERIENCE:

CSBC LAW FIRM (Formerly BABOVICH & SPEDALE LAW FIRM)

Claim Manager/Client Liason, Metairie, La. (January 2008-Present)

-Report directly to four attorneys with broad ranged responsibilities that encompass the timely and complex preparation of cases from discovery to trial phase.

- Perform computerized research to obtain and gather case-relevant data and materials.
- Liason between attorneys and clients.
- Ensure open lines of communication and satisfaction of deadlines.

BABOVICH, SPEDALE , & CHAUVIN LAW FIRM

Claim Manager, Metairie, La. (February 2007– January 2008)

- Researched and analyzed legal issues requiring the utmost discretion for firm specializing in retail collections.
- Scanned all incoming media from client into the firm's database

EDUCATION:

Southern University, New Orleans, LA

B.A in Print Journalism, May 2005

Michael J. Lacassin

201 Sigma St.
Belle Chasse, LA 70037
Phone: (504) 261-9947
Lacassin@hotmail.com

AVIATION MAINTENANCE MANAGER/SUPERVISOR

Over 12 Years Experience in Aviation Maintenance Management

Highly prolific 26 year U.S. Coast Guard career - successful supervisory and leadership experience with a reputation for meeting the most challenging organizational goals and objectives. A pragmatic and focused individual recognized for "making seemingly impossible situations work." A proven and VERIFIABLE record for: producing higher performance standards and enhancing productivity during a period of shrinking budgets.

Active Secret Security Clearance

CAREER HIGHLIGHTS

- * Maintenance control supervisor at both U.S. Coast Guard Air Stations' Atlantic City, NJ and New Orleans, LA, responsible for planning, scheduling, and controlling all phases of preventative and corrective maintenance on over 11 HH-65B/C helicopters, providing safe, mission ready aircraft and aircrews in support of training, Search and Rescue, and support of Department of Homeland security missions.
- * Quality Assurance Supervisor – Team leader of five Aviation Maintenance Technicians responsible for the safe and proper inspections of USCG helicopters.
- * Coast Guard Helicopter Flight Mechanic – with over 1700 hours of accumulated flight time having a direct impact on saving thousands of dollars of property and hundreds of lives.
- * Decorated Coast Guard veteran with (1) Meritorious Service Medal, (2) Coast Guard Commendation Medals, (2) Coast Guard Achievement Medals, (8) Good Conduct Medals, and (7) Unit Commendation Medals.
- * Consistently received excellent evaluations.

RELEVANT PROFESSIONAL EXPERIENCE

UNITED STATES COAST GUARD

1983 to 2009

Senior Chief Aviation Maintenance Technician (AMTCS/E-8)

USCG AIR STATION NEW ORLEANS, LOUISIANA (2004 to 2009)

Maintenance Control Chief & Leading Chief Petty Officer, Aviation Engineering (E8)

As the senior enlisted member of the aviation department, I was directly responsible for managing and scheduling the work assignments of 65 active duty military members. As the Flight Pay Administrator, I was in charge of managing the flight pay of over 52 aviation enlisted members to ensuring proper flight hours were flown in order to receive flight pay. Another one of my duties included managing the training process of CG Airmen during their OJT time prior to their formal aviation training at Elizabeth City, NC. My duties as the maintenance control chief included: scheduling and managing the scheduled and unscheduled maintenance on all helicopter systems, managing all maintenance records on five helicopters. As the supervisor for the night maintenance shift, I was directly responsible for completing the semi-annual evaluations on 10 active duty Coast Guard members. Proficient with MS Word, Excel, Outlook, PowerPoint, PeopleSoft & ALMIS - Received excellent annual evaluations

RELEVANT PROFESSIONAL EXPERIENCE

UNITED STATES COAST GUARD (Continued)

USCG AIR STATION ATLANTIC CITY, NEW JERSEY (2000 to 2004)

Shop Chief and Night Maintenance Supervisor, Aviation Engineering (E7)

Duties included leading a team of 30 maintenance technicians on a daily bases for the repairs of scheduled and unscheduled maintenance on six HH65B helicopters. While assigned as the night maintenance supervisor, I was directly responsible for the scheduling and personal assignment requirements to maintain six helicopters, corrosion prevention measures, and training on all aircraft systems. Received excellent annual evaluations

USCG AIR STATION NEW ORLEANS, LOUISIANA (1995 to 2000)

HH65 Helicopter Prime Unit, Aviation Engineering (E6)

Duties included reviewing and drafting technical maintenance procedure cards required for helicopter maintenance, in addition to drafting final reports on installed and evaluated prototype helicopter components. Other duties included participating as a helicopter flight mechanic/crewman, Primary Quality Assurance Inspector, Enlisted Flight Examiner, and a HH65 (AS365) Helicopter Technician. Received excellent annual evaluations

USCG AIR STATION CORPUS CHRISTI, TEXAS (1990 to 1995)

HH65 Helicopter Flight Mechanic (Aircrew), Aviation Engineering (E5)

Duties included participating as a helicopter flight mechanic/crewman, Primary Quality Assurance Inspector, Enlisted Flight Examiner, and completed the following as an HH65 (AS365) Helicopter Technician: main rotor system track & balance, main gearbox vibration analysis, troubleshooting, scheduled and unscheduled maintenance on the following systems: main & tail gearbox and rotor systems, LTS101 engines, hydraulic systems, landing gear systems, fuel and oil systems. Received excellent annual evaluations

RELEVANT QUALIFICATIONS/TRAINING

Graduate of U.S. Coast Guard's Chief Petty Officer Academy, New London, CT, 2000

Federal Aviation Administration (FAA) Airframe and Powerplant license, 1996

FCC License

USCG Aviation Technical Training Center (ATTC), Elizabeth City, NC, 1985

Emergency Management Institute – FEMA:

- Certificate in National Response Plan (ICS-800)
- National Incident Management System (ICS-700)
- National Incident Management System (ICS-300 Intermediate)
- Single Resource and Initial Action Incidents (ICS-200)
- Introduction to the Incident Command System (ICS-100)

EDUCATION

Bachelor of Science Applied Science and Technology GPA: 3.68 (Cum Laude)

Thomas Edison State College, Trenton, New Jersey 2003

Denise Ackoury

From: labarr.paul@gmail.com on behalf of Paul LaBarr [paul@greenhomeframing.com]
Sent: Sunday, March 08, 2009 9:23 AM
To: Employment Opportunities
Subject: VP Search
Attachments: Paul LaBarr Coverletter for LHFA 030809.doc; Paul LaBarr Resume LHFA 030809.doc

Chairman, Louisiana Housing Finance Agency
2415 Quail Drive
Baton Rouge, LA 70808

Good morning, Mr. Chairman!

I am a results-driven senior executive offering a proven track record of leadership and explosive growth in high visibility roles. You may not recall meeting me earlier regarding our housing initiative, but I offer extensive direct operating and development experience with both start-up housing construction & manufacturing firms and well-established organizations. Accordingly, I am an ideal candidate for the advertised Vice President Louisiana Housing Finance Agency position.

Results often tell the whole story. I have introduced a new revolutionary green energy-efficient housing concept to the New Orleans housing market and have raised millions of dollars for various organizations by building and managing high performance sales teams and organizations.

My career reflects:

8 years private sector start-up experience as President/CEO.

5 years Louisiana / Katrina Housing Experience

19 years non-profit related leadership experience with 10 years at senior levels

Emerging technology experience in Housing & construction systems

Introduced (and set-up manufacturing) for a new "green" energy-efficient housing concept.

Consistent rapid revenue growth and "above plan" performance.

My combined leadership and development expertise in both the service, construction, and manufacturing sectors affords me a unique and dynamic perspective on business situations as they relate to the Louisiana Housing Finance Agency. The strengths and experience I possess, make me an excellent value for your compensation dollar.

Please contact me at your earliest convenience, so that we can discuss next steps and how I can make a positive impact.

Sincerely,
Paul L. LaBarr
(337) 459-2253

3/9/2009

Paul L. LaBarr

P.O. Box 720, Long Beach, MS. 39560
337.459.2253 / plabarr@gotsky.com

Chairman, Louisiana Housing Finance Agency
2415 Quail Drive
Baton Rouge, LA 70808

Good morning, Mr. Chairman!

I am a results-driven senior executive offering a proven track record of leadership and explosive growth in high visibility roles. You may not recall meeting me earlier regarding our housing initiative, but I offer extensive direct operating and development experience with both start-up housing construction & manufacturing firms and well-established organizations. Accordingly, I am an ideal candidate for the advertised Vice President Louisiana Housing Finance Agency position.

Results often tell the whole story. I have introduced a new revolutionary green energy-efficient housing concept to the New Orleans housing market and have raised millions of dollars for various organizations by building and managing high performance sales teams and organizations.

My career reflects:

- 8 years private sector start-up experience as President/CEO.
- 5 years Louisiana / Katrina Housing Experience
- 19 years non-profit related leadership experience with 10 years at senior levels
- Emerging technology experience in Housing & construction systems
- Introduced (and set-up manufacturing) for a new "green" energy-efficient housing concept.
- Consistent rapid revenue growth and "above plan" performance.

My combined leadership and development expertise in both the service, construction, and manufacturing sectors affords me a unique and dynamic perspective on business situations as they relate to the Louisiana Housing Finance Agency. The strengths and experience I possess, make me an excellent value for your compensation dollar.

Please contact me at your earliest convenience, so that we can discuss next steps and how I can make a positive impact.

Sincerely,
Paul L. LaBarr
(337) 459-2253

PAUL L. LABARR

P.O. Box 720, Long Beach, MS. 39560
(337) 459-2253 • plabarr@gotsky.com

SENIOR OPERATING EXECUTIVE

Seasoned operations executive and strategic visionary highly successful at steering diverse organizations through dynamic start-up, turnaround, and accelerated growth. Instrumental in building and managing all aspects of the business infrastructure. Deliver critical strategic planning as well as financial, operations, marketing, sales, and team management; develop new revenue streams; and drive organization evolution across broad disciplines. Highly adept at spearheading transition through substantial corporate transactions, including mergers, acquisitions, reorganizations, and restructuring initiatives.

Highlighted qualifications include:

- Operations Start-Up and Turnaround
 - Strategic and Tactical Planning
 - Full Profit and Loss Management
 - Economic & Workforce Development
 - Team Building and Development
 - Revenue Growth and Cost Containment
 - Fundraising and Donor Relations
 - Creating and Maintaining Strategic Partnerships
 - Corporate Mergers and Acquisitions
 - Client Relationship Development
-

PROFESSIONAL EXPERIENCE

GREENHONEYFRAMING.COM / KTP, INC. Lafayette, LA. • 2005-Present President & CEO

Recruited by investors to found a manufacturing and sales company, organized in response to the Katrina and Rita hurricanes, to produce revolutionary "Green" Housing consisting of steel-framed residential and commercial building structures with integrated insulation. Partner with investors and executive management team in plotting business strategy, market direction, and pricing. Devise action, operating, and market launch plans; establish and maintain focus and strategic direction; oversee tactical execution of business expansion initiatives; and manage day-to-day operations and staff. Recruited top performers to strengthen over-all sales, marketing, and operations functions. Formulate aggressive advertising strategies targeting architects, structural engineers, general contractors, and the public. Coordinate competitive intelligence, market research, forecasting, and related efforts.

- Instrumental in leading the company through a critical growth phase including negotiating with states and local authorities for the company location, securing a facility, designing and locating manufacturing equipment, recruiting key talent.
- Developed and implemented marketing and sales plans to successfully introduce a new housing concept to Louisiana and the deep-south.
- Ignited company growth by closing substantial deals with major customers and strategic alliances.
- Focused efforts to control manufacturing costs enabling the company to sell a highly expensive housing product at competitive rates.
- Led efforts to develop alternate profitable product lines to generate revenue from the company's manufacturing and construction waste.
- Teamed with engineering staff to automate critical functions of the manufacturing process.

MEMBERSHIP BUILDERS, INC. Claudville, VA. • 2000-2005
PRESIDENT & CEO

Founded an outsourcing alternative serving chambers of commerce and national trade associations specializing in membership sales and fundraising solutions, with 40 employees. Senior executive in charge of all aspects of corporation, including sales, marketing, strategic planning, contract negotiations, customer acquisition, HR, and P&L. Lead field sales, telemarketing, major-donor, and membership-retention efforts for state chambers of commerce and trade associations nationwide, establishing a reputation as a recognized and highly respected chamber consultant and association advisor.

- Founded and grew startup organization, building revenues from zero to \$3.6M.
- Recruited and trained an "A-caliber" field and telemarketing sales force, building a high-performance organization of sales managers and account executives from the ground up.
- Strategized and implemented sales, marketing, and business development plans to successfully acquire national trade association and state chamber of commerce clients throughout New England, the Deep South, and Mid-Atlantic U.S.
- Designed a marketing solution offering an average customer (member) acquisition cost to chambers of 40% less than the industry standard; providing an outsourced membership sales solution at a fraction of the cost of in-house efforts.
- Developed and managed major donor fundraising and capital campaigns.
- Led product development of state-of-the-art online database.

U.S. CHAMBER OF COMMERCE, Washington, D.C. • 1981 to 2000

Progressed through a series of promotions and increasingly responsible assignments, culminating in executive leadership over national sales strategies, efforts, and teams (220 personnel) for the world's largest business federation, representing 3 million+ businesses and organizations nationwide.

NATIONAL SALES DIRECTOR • 1998 to 2000

Over-all management and motivation of a 250-person national sales force accountable for a \$20 mil+ budget. Responsibilities included: recruitment and training of sales team executives; design and implementation of sales and marketing strategies, compensation systems, training systems, forecasting and budget analysis.

- Achieved a 162% increase (\$18M sales) in bottom-line budget performance in first year as national sales director, far exceeding plan for both gross and net dollars.
- Revolutionized staff recruitment/retention efforts, resulting in a 58% reduction in sales rep turnover.

SOUTHEAST DIVISION MANAGER • 1997 to 1998
DISTRICT MANAGER (Multiple Districts) • 1982 to 1996

EDUCATION

SOUTHERN ILLINOIS UNIVERSITY — Edwardsville, IL
MBA Coursework (completed 2/3 of degree program)

SUSQUEHANNA UNIVERSITY — Selinsgrove, PA
BA in Psychology and Communications (double major)

PROFESSIONAL AFFILIATIONS

National Association of Homebuilders

Mr. Grant Collier
 127 Chamale Dr.
 Slidell, LA 70460
 Daytime Phone: 504-669-1993
 Evening Phone: 504-669-1993
 Mobile Phone: 504-669-1993
 grantva146@gmail.com



Status: Self employed

Personal Profile

Operate a home based business that I am about to close due to the current economy. 20 years insurance sales, recruiting and VP of sales for an insurance co. Former airline pilot, Navy fighter pilot flight instructor and Vietnam veteran. Tulane university graduate-mathematics Eagle Scout

Objective

I can never stop working. I am seeking an opportunity stay physically and mentally active and to suplliment my retirement income.

Work History

- Director
 Signature Business Solutions
 Tucson Az
 Employed: May 2007 to Present
 Recruit and train a sales team to market computer POS systems to small and medium sized business owners. I had the 2nd most productive team in the country before the economy made it's down turn.
- Brokerage Director
 Mass Mutual Life insurance Co.
 New Orleans La.
 Employed: June 2003 to Sept 2005
 Director of brokerage development in the state of Louisiana.
 Hurricane Katrina flooded New Orleans and the agency closed.
 I spent the next 2 years rebuilding my home.
- Regional Director
 Arkansas insurance Agency
 Little Rock Ar.
 Employed: May 1999 to May 2003
 Director of brokerage development in Louisiana and Mississippi. The agency was in the top 2 in terms of production each year.
- Brokerage Director
 Canada Life Assurance Co.
 Atlanta Ga.
 Employed: Dec. 1994 to Apr. 1999
 Responsible for recruiting and sales in La., Ms. and Ar. Averaged 10% growth each year.
 The company was sold and I resigned.
- VP Naional Sales Director
 Pan American Life Insurance Company
 New Orleans La.
 Employed: June 1974 to November 1994
 Started as an agent and trainer in the New Orleans agency and ended as VP of sales for the United States.
 The company now markets it's products in South America and Mexico.
- Agent
 Pacific Mutual Lie Insurance Co.
 San Francisco Ca.
 Employed: Dec. 1969 to Feb. 1974
 Sold life and disability insurance in the Bay Area.
 Agent Rookie of the Year-1970
- Naval Aviator
 U.S. Navy
 Employed: June 1960 to June 1969
 Attack pilot-A4 Skyhawk jet aircraft
 Vietnam veteran
 Flight instructor in Pensacola Florida

Education History

- Tulane University
 New Orleans La.
 Attended: June 1957 to June 1960
 Bachelor of Science

Job Skills

Excellent management, recruiting and organizational skills

Languages Spoken

Fluent English

Location

Willing to relocate.

Preferred Alternate Locations:Willing to relocate as my career may require.

Denise Ackoury

From: Brian B Schmolke [bschmo1@lsu.edu]
Sent: Friday, March 06, 2009 2:39 PM
To: Employment Opportunities
Subject: Vice President Position
Attachments: Schmolke_Resume2.doc

Dear Sir/Madam,

I am interested in the Open Vice President position. I am currently an MBA Student at ULL working on my last 3 hours of coursework. I have lately been interested in working within the government to properly utilize my planning skills. I enjoy policy formulation and implementation and I believe this position would be a good fit for me.

I am relatively familiar with the HUD program. My mother works as a realtor in the Alexandria area and works with a lot of people in the market for HUD homes. I have accompanied her to showings and closings. Without this program, many of the families with whom she works may not have a roof over their heads.

As per your instructions, I have attached my resume. If there is anything else you might need, or if there are any questions you have, please don't hesitate to respond to this email or call me at the number below. I look forward to hearing from you. Thank you very much.

Brian Schmolke

(318)542-3239- Cell
Bschmo1@lsu.edu

Geaux Tigers!

Brian Schmolke

4000 Lake Beau Pre Blvd. Ste. 96
Baton Rouge, LA 70820
(318) 542-3239
Bschmo1@lsu.edu

Education:

High School: Alexandria Senior High in Alexandria, LA. Graduation date: 2002.
College: Louisiana State University in Baton Rouge. Graduation date: August 2006.
Degree: BA. Concentration: History.
Graduate school: University of Louisiana at Lafayette. Anticipated graduation date: May 2009. Degree: Master of Business Administration.

Recent Work Experience:

09/2007- Present- LSU Foundation. Associate Director of Development. Manage and cultivate relationships with donors and potential donors to the College of Arts & Sciences. Supervisor: Bryan Landry
04/07-09/07- Robert H. Schmolke, APLC. Courier. Ran legal documents to clients and/or other legal services firms. Some research and administrative duties were also involved. Supervisor: Adele Owen.
05/06-04/07- Capital One. Floorplan Processor. Input and managed data regarding loans and payments on commercial lines of credit. Supervisor: Rachel Weber
08/03-01/04, 01/06-05/06- LSU Alumni Association. Student Worker. Helped compile lists of donations, helped with mail outs. Also ran general office errands and performed administrative duties. Supervisor: Cliff Vannoy
06/05-08/05- Tigertalk Office at LSU. Tigertalker. Updated records in a database of financial contributors to LSU. Supervisor: Quinn Rainwater

Organizations and Offices Held:

Delta Sigma Phi Fraternity: 2004 Historian; 2005 Secretary
Tiger Athletic Foundation
LSU Alumni Association

Core Competencies:

- Relationship Management
- Strategic Planning
- Data Mining
- Development

Computer Skills:

Proficient in Microsoft Word, Excel, & Powerpoint.
Familiar with Microsoft Access & OneNote.

References on request.

March 6, 2009

Tina M Burnette
713 Woodvale Avenue
Lafayette, LA 70503

Chairman, Louisiana Housing Finance Agency
2415 Quail Drive
Baton Rouge, LA 70808

Dear Chairman,

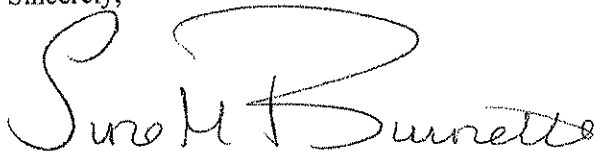
Please find enclosed my resume and letter of recommendation in application for your open position of Vice President at Louisiana Housing Finance Agency. I would be interested in discussing the position with you.

I recently relocated to Lafayette, and am currently consulting with companies and local governments on how to maximize their revenue from federal government sources. As a Senior Executive in the federal government, I built a track record for turning-around challenging programs and organizations, including a complete transformation of the FEMA acquisition organization post Katrina/Rita. I am a hands-on manager who focuses on the customer experience as the strategic key to organizational success and engages its employees in the solutions to problems. And I am a conscientious leader who understands the value of a skilled and motivated staff in meeting organizational goals.

As a result of the federal government's challenging response to Hurricane Katrina and Rita, I was asked to lead the acquisition office responsible for awarding thousands of grants and contracts totaling \$8.44 billion which resulted in significant economic recovery to the Gulf Coast. In addition to bringing integrity to the process, I also successfully implemented a human capital strategy plan to handle future events.

Thank you for taking the time to review my qualifications. I look forward to an opportunity to meet with you and further discuss my qualifications and how I could best support your organization.

Sincerely,

A handwritten signature in black ink that reads "Tina M Burnette". The signature is written in a cursive style with a large, looping initial "T" and "B".

Tina Burnette

Tina M. Burnette
713 Woodvale Avenue
Lafayette, LA 70503
Phone: 337-456-2828 (home) 703-608-2014 (cell)
tina@burnetteassociates.com

BUSINESS VALUE : After 20 years of professional and executive level acquisition and program management experience in the US federal government; I am seeking an opportunity that can leverage my experiences and educational knowledge adding value to the Louisiana community.

PROFESSIONAL EXPERIENCE:

Burnette Associates, LLC

Principal

2008 – 2009

- Advised fortune 500 companies, Pricewaterhouse Coopers and Deloitte and Touche, on large federal procurement requirements, which has generated millions of dollars in revenue.
- Successfully advised both small and large businesses on how to do business in the federal marketplace, including strategic planning, contractual and grants processing, relationship modeling, teaming arrangements, and competitive positioning.
- Responsible for successfully protesting a requirement resulting in \$750 million dollars in revenue.

DHS/Federal Emergency Management Agency

Director, Office of Acquisition Management

2007 – 2008 (Senior Executive Service)

- Lead agency efforts to repair FEMA Acquisition after Katrina/Rita including the award of over 10,000 transactions obligating more than \$1.2B in federal contracts. Improved employee retention rate from 30% to 90% by creating a collaborative and motivational environment. Developed and institutionalized a performance metric system to objectively measure organizational performance.
- Created a system to track workload to budget allocations, ensuring that 100% of appropriated funds are obligated and tracked. Established internal controls resulting in a decreased contract cost and streamlined acquisition processes resulting in more timely awards.

DHS/Federal Emergency Management Agency

Director, Acquisition Gulf Coast Recovery

2006 – 2007 (Senior Executive Service)

- Testified to the Government Oversight Armed Services Committee on FEMA's actions and lessons learned from Hurricane Katrina/Rita. Awarded \$7.3B in contract actions, including quality assurance and transition phase-in plans in every contract, resulting in successful implementation of mission crucial contracts where failure had been the norm. Increased productivity and mission effectiveness by institutionalizing a new acquisition contract writing system.

GSA/Federal Supply Service

Assistant Deputy Commissioner, Commercial Acquisition

2003 – 2006 (GS-15)

- Managed a nation-wide organization of 630 professionals, including acquisition, business development, budget analysis, program analysis, training, and small business. Responsible for the multiple award schedules program, government-wide acquisition contracts (GWAC), and the federal credit card program
- Responsible for managing over 16,000 schedule contracts valued at \$35B. Launched two GWAC Programs (Alliant and Alliant SB) valued at \$65B. Determined strategy and did frequent briefings to offices required for GWAC approval, including the GSA Administrator, OMB OFPP, SBA, and Congressional committee staff. Met regularly with customer and industry groups to facilitate discussions on government-wide programs and assure successful use of GSA contracts by agencies and private sector companies. Utilized a performance metrics approach to track service quality, cycle times, and socioeconomic goals.

**U.S. Department of Commerce
Program Manager, Commerce IT Solutions Division
2002 to 2003 (GS-15)**

- Managed information technology requirements for a \$6 billion federal department and responsible for development and strategic marketing of a small-business GWAC Program (COMMITTS) valued at \$1.5B resulting in the award of over 130 performance-based task orders. Subsequently launched a successful, \$8 billion GWAC to follow up on the success of COMMITTS
- Lead the team that developed the widely used *Seven Steps to Performance-Based Service Acquisition*, now the government standard recognized by OMB as the de facto standard for PBA acquisitions.
- Represented DOC at OMB/OFPP proposed small business re-certification policy

**U.S. Department of Commerce
Head of Contracting Office, COMMITTS GWAC
2000 to 2002 (GS-14)**

- Awarded and managed over 55 performance-based task orders totaling \$200+ million, which included DOD, DOT, EPA, etc. and developed the COMMITTS office into a recognized center of excellence for performance-based contracting
- Develop partnering agreements with large agencies including EPA and Treasury, which improved agency performance metrics.
- Assisted customers to develop OMB 300B documentation to meet federal agency ITRB requirements

**U.S. Department of Commerce/ National Oceanic Atmospheric Administration
Deployment Phase Team Leader, AWIPS
1998 to 2000 (GS-14)**

- Served as Contracting Officer and Deployment Phase Team Leader for Advanced Weather Interactive Processing System (AWIPS) and negotiated \$100M Deployment Phase of AWIPS on time and under budget, which resulted in a 48% reduction from the Contractor's proposal
- Served as the lead negotiator on a \$286M information technology contract for the development and deployment of the nationwide weather forecast system, which included a variety of contract types.
- Successfully awarded AWIPS O&M contract, resulting in a 17% reduction
- Restructured the AWIPS Operations and Maintenance phase. Planned, prepared, and negotiated a request for solicitation to support a \$42M effort

**U.S. Department of Commerce/ National Oceanic Atmospheric Administration
Contracting Officer, AWIPS
1997 to 1998 (GS-13)**

- Prepared and authorized invoice payments, and evaluated audit records, which resulted in a clean audit period and saving over \$100K
- Convinced senior management to adopt revised maintenance response times, saving the program \$1.9M and directly contributing to the ability to complete the program within Congressionally mandated cap.
- Chaired award fee boards in the administration of a Cost Plus Award Fee contract

**U.S. Department of Defense, On-Site Inspection Agency
Contract Specialist 1992 – 1997 (GS-12)**

EDUCATION:

- Master of Science, Management, Acquisition and Procurement 2001
University of Maryland University College, College Park, Maryland
- Bachelor of Science, Marketing 1989
University of Maryland, College Park, Maryland

PROFESSIONAL ACCOMPLISHMENTS:

- Consistently Achieved Highest Performance Evaluation Ratings
- Finalist in Women and Technology Award; 2007
- Federal Computer Week FED 100 Award; 2007
- Graduate Federal Executive Leadership Institute; 2005
- Graduate of Industry Advisory Council Partners Program; 2002

March 6, 2009

To The Chairman of the Louisiana Housing Finance Agency

This letter provides my highest recommendation that you select Tina Burnette as the Vice President of the Louisiana Housing Finance Agency. Ms. Burnette's education, work experience, successive levels of responsibility and leadership, and superb leadership skills make her a uniquely qualified candidate for this position. However, my recommendation is based on my personal interaction with her in times of crisis.

I have known Ms. Burnette since the fall of 2005 when I was assigned as the Principal Federal Official for the response to Hurricanes Katrina and Rita. Ms. Burnette was originally detailed from the General Services Administration to assist me in monitoring the myriad of contractual actions that were taking place under emergent conditions across the region related to emergency shelter and housing, debris removal, remains recovering, mortuary services, and a host of other critical services. Her extraordinary skills related to acquisition, project management, and procurement alone would make her competitive for any executive position. However, her most valuable contribution to the relief effort was in her inspirational leadership, political acumen, and managerial savvy that led me to assign her to a number of tough problems beyond her assigned responsibilities. In fact, after the hospitalization of my chief of staff and my required presence in Washington, I designated her to act on my behalf as the Principal Federal Official. During that unprecedented period in our Nation's history and during an unprecedented personal challenge for me, she was a steady, forceful, savvy leader that I could call on to do anything that was needed.

Do not miss this opportunity and select her for this position.

Thad W. Allen
Admiral, U.S. Coast Guard
Commandant

Denise Ackoury

From: Nevelle Franklin [frankln76@hotmail.com]
Sent: Friday, March 06, 2009 9:44 AM
To: Employment Opportunities
Subject: Careers
Attachments: Resumenf.doc

To whom it may concern:

I am a skilled Accountant/Auditor/HR Administrator with ten plus years of management experience, internal auditor experience with Champion International – a Fortune 500 company, Big Six Public Accounting experience with Deloitte & Touche, Healthcare and Non-Profit experience. I have a strong background in financial and operational audits. I have supervised staff accountants and auditors. I have excellent writing, presentation, problem-solving, and decision making skills. I performed information system audits and implementations.

My computer experience includes MAS90, DMS, Oracle, NOMAD, MS DOS, PC DOS, Sequel, Access, Display Write IV, WordPerfect, Microsoft Word, Microsoft Excel, Publisher, Powerpoint, Lotus 123, Flowchart II Plus, CUFS (College and University Financial System), DMS, MAS 90 and AS 400 General Ledger Systems. See attached resume.

Based on my work experience and skills, I am interested in the Vice President position. Minimum annual salary range is negotiable. I look forward to meeting with you to discuss available positions and career opportunities.

Sincerely,

Nevelle A. Franklin

Windows Live™: Keep your life in sync. [Check it out.](#)

NEVELLE A. FRANKLIN
7432 Rachel Street
Marrero, LA 70072
(504) 920-3306
Email: frankln76@hotmail.com

SUMMARY

Skilled Accountant/Auditor/HR Administrator with ten plus years of management experience, internal auditor experience with Champion International – a Fortune 500 company, Big Six Public Accounting experience with Deloitte & Touche, Healthcare and Non-Profit experience. Strong background in financial and operational audits. Supervised staff accountants and auditors. Excellent writing, presentation, problem-solving, and decision making skills. Performed Information System audits and implementations. Computer experience includes MAS90, DMS, Oracle, NOMAD, MS DOS, PC DOS, Sequel, Access, Display Write IV, WordPerfect, Microsoft Word, Microsoft Excel, Publisher, Powerpoint, Lotus 123, Flowchart II Plus, CUFS (College and University Financial System), DMS, MAS 90 and AS 400 General Ledger Systems. B.S. Accounting - Xavier University of Louisiana 1989. Dean's List.

WORK EXPERIENCE

CONSUMER CREDIT COUNSELING SERVICE OF GNO 9/01 to Present
Accounting & HR Departments – New Orleans, LA
Comptroller & HR Administrator

- Supervise and coordinate MAS90 and DMS Accounting activity, budget preparation and account reconciliations to ensure proper classification of accounting transactions for all program services, including Housing, Education, and National Foreclosure Mitigation Counseling services. Created effective and efficient monthly close and financial reporting procedures.
- Review internal accounting controls, policies, procedures and financial reporting guidelines to ensure federal and state regulatory compliance and GAAP & Audit compliance for accurate reporting.
- Provide leadership and direction for all Accounting and Human Resource functions.
- Coordinate and oversee employee relations, employee feedback, performance evaluations, benefits and affirmative action programs. Implemented benefits reconciliation process.
- Oversee staffing, recruiting, and retention strategies and analysis.

MEDICAL HEALTHCARE ASSOCIATES 2/01 to 9/01
Accounting Department – New Orleans, Louisiana
Accounting Supervisor (Contract Consultant)

Supervised Oracle Accounting system activity, budget preparation and account reconciliations to ensure proper classification of accounting transactions to allow for accurate reporting. Reviewed internal accounting controls, policies, procedures and financial reporting guidelines to ensure governmental, medical business and GAAP compliance. Supervised staff Accountants.

ORION REFINING CORPORATION 10/98 to 1/01
Internal Audit – Norco, Louisiana
Senior Auditor (Contract Consultant)

Audited financial statements, internal controls and construction activity at the plant. Supervised financial and operational audits. Maintained budgets and served as Payroll and Construction Audit Specialist.

- Conceived and implemented construction audit and work paper documentation manual.
- Detected and recovered over \$10 million in contractor overcharges.

UNIVERSITY OF CINCINNATI
General Accounting Office – Cincinnati, Ohio

2/94 to 10/98

Manager

Directed financial system (CUFS) activity, budget preparation and account reconciliations to ensure proper classification of accounting transactions to allow for accurate reporting. Reviewed internal accounting controls, policies, procedures and financial reporting guidelines to ensure governmental and GAAP compliance. Supervised staff accountants and support staff. Served on the HR committee for the Finance Division.

- Tested and implemented new Payroll System (HRMS).
- Created and administered CUFS tutorial to staff and end users.

CHAMPION INTERNATIONAL CORPORATION (CIC)
Internal Audit - Hamilton, Ohio

11/90 to 2/94

Senior Auditor

Audited financial statements and internal controls of CIC Paper and Forest Product mills in U.S. and Canada. Supervised financial and operational audits. Maintained budgets and served as Purchasing and Inventory Cycles Specialist.

- Conceived and implemented preliminary audit report procedures.
- Introduced and developed work paper documentation manual.

DELOITTE & TOUCHE, CPA - New Orleans, LA

6/89 to 11/90

Auditor

Audited consolidated balance sheets of numerous clients and their subsidiaries and related consolidated statements of income, stockholders' equity, and cash flows. Gained exposure to public utility, not-for-profit, banking, trucking/freight, chemical, and other industries. Participated in Tax Department during the "busy season" to meet corporate tax deadlines.

COLLEGE INTERNSHIPS

Tax Services department of Entergy Corporation - New Orleans
Payroll department of The Equitable Life Corporation - New York City
Development and Research department of Port of New Orleans

EDUCATION

May 1989 BS Accounting - Xavier University of LA
Dean's List 3.68 GPA, Accounting Honors and English Honors Awards
May 1984 St. Augustine High School – New Orleans, LA
GPA 3.7 Honors – Math, English, French

PERSONAL AFFILIATIONS & AWARDS

Institute of Management Accountants
Human Resources Management Association
Completed 2006 and 2002 COA Financial Management and Human Resources accreditations
Certified Adult Literacy Instructor (YMCA)
2004-2005 Each One Save One Volunteer Mentor Excellence Award
2003-2004 Each One Save One Volunteer Mentor Excellence Award
2004 Rotary Club Outstanding Employee Award
Founder/Former President of Xavier University Toastmasters Club

REFERENCES

Upon Request

MARLA Y. NEWMAN
170 Steele Boulevard
Baton Rouge, LA 70806
816.309.8500
Marla.Newman@sbcglobal.net

RECEIVED

MAR 06 2009

LHFA
HUMAN RESOURCES

March 3, 2009

Mr. Wayne Woods, Chairman
Louisiana Housing Finance Agency
2450 Quail Drive
Baton Rouge, LA 70808

Re: Career Opportunity – Vice President, Louisiana Housing Finance Agency

Dear Mr. Woods:

Please accept the following résumé as my application for the position of Vice President of the Louisiana Housing Finance Agency, which is currently posted on your agency's website. I have many of the qualifications you are looking for in the person who is to serve as Vice President.

As outlined in my résumé, I have experience with projects utilizing Community Development Block Grant, HOME Investment Partnership, and Low Income Housing Tax Credits funding, as well as working with both the public and private sector in implementing the various phases of redevelopment initiatives. Over the last eleven (11) years, I have had the opportunity to create and manage multiple projects and initiatives, assist CEO's with organizational development and personnel matters, and work closely with federal program staff of participating jurisdictions.

I am a highly organized individual who enjoys working in a stimulating environment. My training and previous practice as an attorney also enable me to communicate effectively, both orally and in writing.

I have many of the qualities and work experiences that demonstrate my ability to serve as Vice President. I look forward to hearing from you to schedule an interview.

Best regards,



MARLA Y. NEWMAN

RE

MAR 05 2009

Enclosure: Résumé.

LOUISIANA
FINANCE AGENCY

MARLA Y. NEWMAN
170 Steele Boulevard
Baton Rouge, LA 70806
816.309.8500
Marla.Newman@sbcglobal.net

EDUCATION

UNIVERSITY OF TEXAS Austin, TX
Doctor of Jurisprudence, May 1981
School of Law

BISHOP COLLEGE Dallas, TX
Bachelor of Arts, English, May 1978

CERTIFICATION

NATIONAL DEVELOPMENT COUNCIL New York, NY
Housing Development Finance, 2002
Economic Development Finance, 1999

PROFESSIONAL DEVELOPMENT

NEIGHBORHOOD REINVESTMENT CORPORATION Washington, DC
Managing Nonprofit Housing, 2006
Using the HOME Program, 2006
Introduction to Asset Management for Board Members
And Executive Directors, 2006
Rehab Management, 2004
Design and Specification for Rehab Specialists, 2004
Cost Estimation for Rehab Specialists, 2004
Project Management, 2003
Design Review for Project Managers, 2003
Design and Development for Project Managers, 2003
Community Economic Development Principles, Practices
And Strategies, 1999
Analytical Tools and Methods in Community Economic
Development, 1999
Choosing and Implementing a Community Revitalization
Strategy, 1999

CENTER FOR CREATIVE LEADERSHIP Greensboro, NC
Leadership Development Program, 2000

AMERICAN ARBITRATION ASSOCIATION Atlanta, GA
Arbitrator Training, 1994
Mediator Training, 1994
Mediator Practicum, 1994

DOTHAN AREA CHAMBER OF COMMERCE Dothan, AL
Leadership Dothan, 1992

LICENSES

State Bar of Missouri
Attorney at Law, 1998

State Bar of Alabama
Attorney at Law, 1987

WORK EXPERIENCE

- 2008 to present Partner – Chrysalis, LLC, Baton Rouge, Louisiana. Provides training, technical assistance and consulting services to public and nonprofit clients in program development and management, organizational effectiveness, and staff development/capacity building.
- 2008 to present Research Analyst – PolicyLink, New Orleans, Louisiana. Research and analyze existing and proposed hurricane and disaster-related legislation, regulations and policies (local, state and federal), to identify policy impacts on—and opportunities to ensure—equitable and inclusive strategies for post-disaster recovery.
- 2006 to present President and Managing Partner – Group IV Development Strategies, LLC, Baton Rouge, LA. Provides comprehensive consulting services to a variety of public and private sector clients in organizational development-- program analysis, strategic planning and reorganization, and real estate development—community redevelopment planning, implementation, finance and project management.
- 2006 Director of Economic Development and External Affairs – Swope Community Builders, Kansas City, Missouri. Promotes the general well being of communities by developing health and family services, increasing educational and employment opportunities, and building quality affordable housing, commercial/retail and institutional facilities. Services support mixed income communities, with a special emphasis on low to moderate income individuals and families, and were funded with HOME, Low Income Housing Tax Credits (LIHTC), and Community Development Block Grant (CDBG) dollars.
- Responsible for development of new business lines to diversify services and sources of revenue. Products included:
 - ❖ Technical assistance and consulting services—planning, predevelopment, and development management—to faith-based and other nonprofit service providers
 - ❖ Portfolio management services, including asset and property management
 - ❖ Financial services providing predevelopment funding, equity and loans to real estate development projects
 - Managed external professional services contracts and monitored internal contract compliance
 - Represented organization before governmental and regulatory authorities
 - Assisted the President/CEO with organizational development, strategic and business planning.
- 2003 to 2005 Director of Economic Development – Housing and Economic Development Financial Corporation, Kansas City, MO. Finances urban revitalization through specialized financing of housing, economic development, and mortgages. Provides technical assistance, grants and loans to CDCs, homebuyers, and existing homeowners. Services target and benefit predominately low to moderate income individuals and families, utilizing both CDBG and HOME funding.

- Managed day-to-day development operations for major redevelopment projects representing over 750 units of housing and encompassing three (3) neighborhoods:
 - ❖ Beacon Hill—Traditional Neighborhood Design Project: Coordinate acquisition, relocation and condemnation process; new housing construction; housing rehab; infrastructure improvements; and environmental remediation projects—valued at more than \$60 million
 - ❖ Historic Santa Fe Neighborhood/Benton Corridor: Coordinate process with neighborhood, State Historic Preservation Officer, HUD and City resulting in updated neighborhood nomination to National Register of Historic Places, and creation of property reutilization strategy for approximately 20 former HUD multifamily properties
 - ❖ Ruskin Hills/Ruskin Heights—Inner-Ring Suburb Redevelopment Project: Coordinate Phase 1 community planning process to create an urban renewal district incorporating housing rehab guidelines and neighborhood design standards
- Provided technical assistance in community planning and revitalization to other distressed neighborhoods
- Assisted in development of products and strategies to enhance CDC production
- Maintained certification and reporting compliance as a Community Development Financial Institution (CDFI) and Community Development Entity (CDE)
- Assisted the President/CEO with organizational development, strategic planning, marketing and community relations.

1998 to 2002

Program Officer – Local Initiatives Support Corporation (LISC), Kansas City, MO. Assists community development corporations with financing for real estate development projects, technical assistance and organizational capacity building. Builds public-private partnerships in support of community economic development, and promotes public policy initiatives to leverage these partnerships.

- Provided direct service to seven Kansas City, Kansas community development corporations
- Supported the creation of over 150 LIHTC, HOME, and CDBG-funded units of housing and 8,000 square feet of office and commercial space, representing a direct investment of over \$2.7 million dollars that has generated economic activity valued at more than \$14 million dollars
- Coordinated a Housing Summit attended by over 100 community participants who recommended strategies to enhance the housing and community development process and increase the level of partnership among the civic, neighborhood, business and government sectors of Kansas City, Kansas/Wyandotte County
- Facilitated the creation of the Northeast Coalition, a grassroots, community-based organization that focuses on advocacy, collaboration and increasing communication in the northeast neighborhoods of Kansas City, Kansas.

1996-1997

Of Counsel - Hardwick Law Firm, Kansas City, MO.

Practiced in the areas of real estate law and nonprofit law, with an emphasis on community development corporations and churches.

1985-1996

Partner - Newman & Newman, Dothan, Alabama.

Represented diverse clientele in general practice firm, handling matters in

criminal court (state and federal), civil litigation, personal injury, bankruptcy, administrative hearings and contracts.

- Responsible for factual investigations, evidentiary discovery, and trial preparation (including research and review of state and federal statutes, administrative regulations, rules of procedure and case law)
- Wrote legal memoranda, trial, and appellate briefs
- Participated in over 200 trials and court-related case dispositions.

1993-1994

Adjunct Professor - Troy State University at Dothan, Dothan, AL.
Undergraduate instructor for Business Law I and II.

- Subjects taught included contracts, secured transactions, agency, governmental regulations, computers and the law, and partnerships and corporations
- Responsible for developing course syllabi, developing and administering tests, and developing extra credit projects.

1990-1993

Executive Director - Adolescent Resource Center, Dothan, AL.
Created agency in September of 1989 to serve children deemed "at-risk" by local school system, juvenile court, or department of human resources (welfare agency). Responsible for program administration, general oversight, and daily office management.

- Developed program and service proposals
- Negotiated funding contracts with municipal, county, state and private entities
- Performed personnel recruitment, training and evaluations, as well as in-service training with referring agencies
- Conducted program evaluations
- Assisted the Academic Coordinator and Program Counselor with developing enrichment programs (independent living skills, career counseling, youth awareness, etc.)
- Assisted the Board of Directors with fundraising, public relations, and board development.

1984-1985

Sole Practitioner – Private Law Practice, Dallas, Texas.

1983-1984

Assistant District Attorney – Dallas County District Attorney's Office, Dallas, TX.

1982-1983

Assistant City Attorney – City of Dallas, Texas.

RESEARCH AND STUDIES

1999

Urban Land Institute Advisory Services Panel for Northeast Kansas City, KS.
Facilitated and coordinated sponsorship of Panel study. Primary objectives of the Panel included recommendation of strategies for resident engagement and neighborhood redevelopment, including housing, business and neighborhood retail.

2001

Urban Land Institute Advisory Services Panel for Parkside in Philadelphia, PA.
Served as member of Panel exploring revitalization strategies for blighted and historically significant neighborhood across from Fairmont Park, home of the nation's first public park and the first American World's Fair.

- 2002 ULI/Charles H. Shaw Forum on Urban Community Issues, Chicago, IL.
Explored issues relating to partnerships between CDCs and for-profit developers in the revitalization of urban neighborhoods. Case studies examined residential, commercial and mixed-use neighborhood developments in Atlanta, Chicago, Milwaukee and Pittsburgh.
- 2004 ULI/Charles H. Shaw Forum on Urban Community Issues, Chicago, IL.
Examined strategies to engage residents and businesses in neighborhood planning. Strategies analyzed included asset-mapping, coalition building, and assessment of land use/zoning, transportation, urban design/neighborhood character, and public service delivery. Communities studied included Austin, TX, San Jose, CA and South Chicago, IL.

PROFESSIONAL ASSOCIATIONS

American Planning Association
State Bar of Alabama
State Bar of Texas
State Bar of Missouri

APPOINTMENTS

City Vision Ministries, Board of Directors – Assists in the creation of healthy and sustainable urban neighborhoods through restoration projects, residential construction, and non-conventional financing. Organization has developed over 100 new housing units in the Kansas City, Kansas urban core, provided homebuyer and financial counseling to more than 1,500 families, and secured investments totaling more than \$15 million from a variety of community partners. Board Chairperson September 2003 to April 2007.

Dickinson Community Investment Corporation – Assist and advise bank's (Bank Midwest) community development corporation in matters relating to affordable housing investment opportunities in low-to-moderate-income census tracts located within Bank trade areas. 2003 to 2007.

Houston County Personnel Board - Provide personnel rules and plans for administration of the civil service system of Houston County, and oversee compliance with the system. 1988 - 1994. Chairman - 1994.

REFERENCES

Furnished upon request.

To: Louisiana Housing Finance Agency

Attn: Chairman, LHFA

From: Gearry Williams

Date: February 25, 2009

Re: Vice President Position

As you'll see in my resume, my background has been in wholesale mortgage banking, retail mortgage lending, and consumer finance. I've been in management, at a V.P. level since 1998, in both sales and operations management, within wholesale and retail mortgage lending. I'm experienced in communicating with management at all levels. I have a proven track record in managing business to business, as well as, business to consumer relationships. I'm well versed in mortgage lending, consumer lending, and customer service.

In the Retail Environment:

I've negotiated leases and build-outs for office space; hired and trained staff; coached managers on action items to achieve goals; worked closely with Operations & Underwriting for product and guideline enhancements; made sure management & staff were educated / aware of product updates & guideline changes; worked with managers & HR to recruit CSR's, LO's & LP's; kept a strong "bench" of manager candidates (developed talent to promote from within); Used reports to forecast to management; created & made sure best practices were shared between branches & staff; constantly examined processes for the sake of efficiency

In the Wholesale Environment:

Managed anywhere from 10-15 Outside Acct. Execs. / Business Development Managers, who marketed products to mortgage brokers & bankers; worked closely with Operations & Underwriting for product and guideline enhancements; conducted client visits with Acct. Execs. & helped them with product & process presentations / sales meetings; I was on and gathered data for the pricing committee; helped make pricing decisions based upon market data & company profitability

I've always been successful in planning and implementing goals and budgets with management, as well as, coaching a team(s) in achieving goals set forth. If you are looking for an individual with strong management skills, a proven track record in building and maintaining relationships, increasing productivity, and with strong communication skills, I'm the person for the job.

I look forward to meeting with you in order to discuss my previous experiences and skill level.

Sincerely

Gearry Williams

Gearry T. Williams
9531 Vouvray Drive
Baton Rouge, LA 70817
Home: 225-753-0113
Cell: 225-315-7682
E-mail: gearrywilliams@bellsouth.net

Sept. 2008---Present State of Louisiana, Office of Planning & Budget

State Budget Management Analyst --Responsible for budget review and analysis. Made budget recommendations based upon historical data and interaction with the agencies assigned to my group. Made budget recommendations and gave a review of those recommendations before the Joint Legislative Committee on Budget (JLCB).

Feb. 2006—Aug. 2008 Sigma Mortgage, L.L.C.

Owner / Manager--Company licensed in July 2005 went into full operation in February 2006. Worked closely with lenders and made sure loans complied with both Fannie Mae and Freddie Mac guidelines.

June 2005—Feb. 2006 Aegis Lending Corp

Regional Vice President of Retail Lending--Responsible for the production of three (3) branches. There were between 7 to 10 employees in each branch. I was also responsible for managing the Profit / Loss System (P&L) for the Region as well as, managing and maintaining strong communication lines between sales, underwriting, and operations.

June 2004—June 2005 Citi Home Equity

Outside Account Executive / Business Development Manager--Responsible for calling on and providing mortgage products to mortgage brokers and bankers throughout the state of Louisiana. Helped them grow and expand by offering products and services essential to their client base.

Feb. 2002---June 2004 Meritage Mortgage Corporation

Regional Manager--Responsible for the production and overall volume of twelve (12) Outside Account Executives / Business Development Managers (BDM's) for the states of Louisiana, Texas, Oklahoma, and Arkansas. I made sure the BDM's provided products and consultations that were effective and essential to the growth of the businesses, as well as, to Meritage Mortgage. Also responsible for managing the level of communication between sales, underwriting, and operations.

Oct. 2000---Jan. 2002 Bank One Home Loan Services

Regional Manager / Business Development Manager--Responsible for calling on mortgage brokers and mortgage bankers throughout Louisiana and Texas. Managed the production of each broker and the size of the broker portfolio. Also responsible for communication between sales and operations.

Feb. 2000---Sept. 2000 Bank One Retail

Branch Manager-- Responsible for branch profitability. Made sales calls to businesses and solicited bank products. Managed branch staff including Relationship Bankers, Asst. Manager, and tellers. Tracked and reported weekly sales numbers.

Feb. 1998---Feb. 2000 Bank One Financial Services

Area Sales Manager--Responsible for the production of four (4) branches in the state of Louisiana. There were 5 to 7 loan officers in each branch. Centralized processing to my Baton Rouge based office. Maintained a strong relationship and communication level with both sales and underwriting.

May 1991---Jan. 1998 Wells Fargo Financial (Formerly Norwest Financial)

Branch Manager--Responsible for loan production, collections, retail sales development, and the hiring and training of credit managers. Set the (Profit / Loss) P&L targets for the branch and managed to those targets.

June 1987---Dec. 1990 Northwestern State University

Received Bachelors Degree in Business Management

Angela D. Lyle
131 Beau Pre Drive
Mandeville, LA 70471
Phone: (228) 669-2487
angelalyle@ymail.com

OBJECTIVE:

Provide group and one-on-one comprehensive pre and post purchase education and use my skills in securing funds and resources for client's needs.

To utilize my Housing Counseling and Case Management education and experience to maximize the financial and housing education for clients.

PROFESSIONAL EXPERIENCE AND TRAINING:

Homeownership and Community Lending Program of Study through NeighborWorks Training Institute to include the following certifications:

- Housing Counseling Certification: Principles, Practices and Techniques
- Foreclosure Prevention
- Lending Basics for Homeownership Counselors
- Compliance with State and Federal Regulations
- Maximizing the Impact of Housing Counseling for the Gulf Rebuild
- Navigating the Road to Housing Recovery: Train the Trainer Workshop

Community Leadership Institute through NeighborWorks Training:

- Lending in Challenging Times: When Progress is Slow and People are Tired
- Predatory Lending: "Not in My Neighborhood"
- Linking Home, School and Community
- Using Art as a Community Building Tool

RELEVANT EXPERIENCE AND TRAINING

- Enterprise Corporation of the Delta and NeighborWorks: Phase II Homeowner Assistance Program (Mississippi Development Authority Homeowner's Grant) Housing and Financial Counseling Certification
- Long Term Recovery Committee: Harrison County, Mississippi
- FDIC – Community Affairs Program: Alliance for Economic Inclusion
- MoneySmart: Financial Literacy for the Un-Banked
- Junior Leadership Program, Gulf Coast: Implemented summer program (post Katrina) for Youth on the Mississippi Gulf Coast
- Communities Working for Better Schools: Workshop
- Interfaith Disaster Task Force: Comprehensive Disaster Case Management Training
- UMCOR Case Management Training
- Public Relations Director: Kaboom Playground Projects

EMPLOYMENT HISTORY

- May 3, 2007 – January 26, 2009: Housing Counselor: The Resource Foundation
- August, 2005 – May, 2006: Case Manager Supervisor: International Relief and Development-US
- August, 1999 – May, 2005: Special Education Assistant: Long Beach School District
- August, 1995 – May, 1999: Kindergarten/2nd Grade Assistant: Lamar County School District

EDUCATION

- University of Louisiana - Monroe
- Mississippi Gulf Coast Community College, Gulfport, MS
- Jones County Community College, Ellisville, MS
- Sumrall High School, Sumrall, MS

ORGANIZATIONAL AFFILIATIONS:

- Coastal Women For Change: Biloxi, MS
- Soria City Civic Organization: Gulfport, MS

REFERENCES:

References will be provided upon request.

February 11, 2009

To Whom It May Concern:

I write this letter in support of Angela Lyle and highly recommend her for a position within your organization. I have known Angela for more than 2 years, having first met her while working in my current position as Community Development Officer for Oxfam America. At the time she served as the Case Manager Supervisor for International Relief and Development (IRD).

I got to know Angela working with service providers and advocates devoted to Gulf Coast recovery. From the beginning Angela stood out as someone very knowledgeable about her work, often serving as a reference to explain a very complex recovery system set up by the state of Mississippi. She routinely crafted inventive ways to help her clients navigate the environment to find rebuilding assistance. Angela always displayed a very professional manner in carrying out her duties and responsibilities.

However, what was evident beyond all was the compassion which she continually brought to the work despite the depressing situations that she encountered. Routinely she would call me to inquire if I could help with particular situations even though I was not directly connected to service provision. While I was not on the normal case manager's reference list Angela rightly thought to contact me as a resource to potentially assist clients who had seemingly exhausted all avenues. In a few cases I was at least able to refer them to alternatives who subsequently provided assistance.

I close by restating that I highly recommend Angela Lyle for a position with your organization. Her compassion for the work and the resulting willingness to exhaust all avenues to make her clients whole would make her an excellent choice.

Regards,

Mark Hambrick
Community Development Officer
Gulf Coast Program
Oxfam America



The Resource
Foundation, Inc.
209 North 2nd St
Bay St Louis,
Mississippi
39520
225. 228.466.5665
275.7478 (fax)
info@resfdn.org
www.resfdn.org

February 10, 2009

To Whom It May Concern:

I am pleased to recommend Ms. Angela Lyle as an employee. I was Angela's supervisor during her tenure with The Resource Foundation, Inc. Angela served our organization as a counselor, in which role she provided counseling to nearly 600 individual clients.

Angela is an enthusiastic, dedicated employee with reliable work habits. Angela willingly accepts responsibilities and job requirements with a pleasant attitude. Angela always showed a keen interest in expanding her knowledge base and in exploring methods of improvement in work procedures.

Your company would do well by hiring Angela. Her attitude and work ethic shall surely prove to be assets to your organization.

Sincerely,

Dan Womack
Mississippi Housing Director
Resource Foundation, Inc

RECEIVED

RESUME

MAR 09 2009

Lori Guidry
113 Coyote Drive
Scott, LA 70583
(337)873-2337
(337) 298-2334 (cell)

LHFA
HUMAN RESOURCES

CAREER OBJECTIVE

To work with a company that values conscientious and dependable employees who put forth the effort and commitment. I am a hard working, extremely organized, individual with exceptional communication skills and ability to multi task in fast paced environment, interested and capable of supervisory position in office management, sales and /or service industry.

EXPERIENCE**PROPERTY MANAGEMENT REGIONAL SUPERVISOR,****10/94 - PRESENT**

Federal assisted low income housing supervisor, responsible for 24 properties achieving and maintaining their stated business plans and financial goals by planning, organizing, leading, training, and controlling all company marketing, maintenance repair, and administration systems. Developed, organized and directed all property functions including accounts payable, accounts receivable, payroll, purchasing, budgeting, financial analysis and internal financial reporting. Actively involved in property activities to ensure individualized resident retention, evictions, complaints, work-orders, accounts, and eligibility status. Ensured all employees and properties abide to all policies, procedures, safety plans, and all standards imposed by regulatory organizations. Handled all hiring, compensations, assignments, performance evaluations, training and development of all individual site managers.

FAMILY OWNED/OPERATED MERCHANDISING BUSINESS**12/92 - 10/94**

Assisted in operating the merchandising of automotive tools for professional technicians. Maintained and managed extensive inventory, invoicing and collections of numerous financed accounts, weekly expenses, sales figures, and taxes. Also responsible for the company's goals and objectives and handling credit applications/approvals.

CITY MUNICIPALITY / UTILITY DISPATCHER**05/89 - 12/92**

Demonstrated ability to effectively communicate with the public, other agencies, and various companies in order to receive, diagnose, prioritize, and dispatch problems calls for the electric, water and waste-water divisions, as well as other utility companies. Executed work orders to change, install, repair and/or remove many types of utility equipment while processing and maintaining records and logs of those numerous orders. Maintained radio communication with multiple field personnel which included managing necessary documentation of status, locations and conditions of assignments. Responsible for corrections and changes due to switching orders to various map-boards for overall monitoring of the utility system.

EDUCATION

Arkansas High School, Texarkana, Arkansas
May, 1979 - Honors Degree
Major course-work - Business Major

S. T. A. R. Certified (Spectrum Training Award Recipient) - This designation signifies that the recipient has a comprehensive understanding of USDA RD / HUD 515 regulations and multi-family housing management principles.

A. P. C. O. Certified - Nationally certified public safety telecommunication.

file

J. MICHAEL MALEC

2539 Burgundy Street
New Orleans, LA 70117
michaelmalec@bellsouth.net

February 7, 2009

Milton Bailey, President
Louisiana Housing Finance Agency
2415 Quail Drive
Baton Rouge, Louisiana 70808

Dear President Bailey:

The economic stimulus package now before Congress is to include funding for residential energy conservation. It is likely that this will include funding increases and/or changes in the eligibility criteria of the Weatherization Assistance Program (WAP). It would therefore be prudent for the State of Louisiana to prepare to implement a much larger program.

The Department of Energy's funding formula for WAP has two major factors: Heating degree days (HDD) and number of low income persons. While cooling degree days are also taken into account, Louisiana has never been a big recipient of WAP funding.

New York, on the other hand, has a large number of both HDD and low income persons, and typically receives about 10% of the total national funding. I worked for ten years in the WAP administered in New York at that time by the Department of State, now by the Division of Housing and Community Renewal. I started as a Field Representative, so I do have "hands-on" experience, but most of my time was working in Albany as a policy analyst. I have a great deal of experience in the successful implementation of the program, which when I left was funded at about \$38-40 million per year, and now exceeds \$100 million.

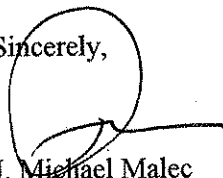
New York also engaged in significant research, and I administered some of those contracts. I also prepared the submissions to DOE of the TIPS 1-4 family energy audit, and the EQUIP multi-family audit, which was the first multifamily instrumented audit approved by DOE for apartment buildings.

I was also integrally involved in the creation of New York's investor-owned utility residential energy conservation program, then called ULEEP. This program became a model for successful private utility-state government cooperative programs in other states. New Orleans and Entergy New Orleans currently operate such a program, and I had a hand in its creation while at the Alliance for Affordable Energy.

My last project in New York was a \$2.5 million innovation grant proposal to DOE to create a not-for-profit ESCO, or energy service company, to provide electric service to low-income New Yorkers under the deregulated retail energy system which New York had adopted. While DOE did not fund the grant, they found the idea had merit, and New York has pursued the concept.

I would be interested in helping Louisiana achieve the same level of excellence and success that New York has enjoyed over the years of the WAP.

Sincerely,



J. Michael Malec

RECEIVED

FEB 09 2009

enclosure

LO

FILED IN...

J. Michael Malec
2539 Burgundy Street
New Orleans, Louisiana 70117
504.940.0203
504.296.4826 cell
michaelmalec@bellsouth.net

Public Policy

Most of my work in the past twenty or so years has been in public policy. I was a policy analyst for the New York State Department of State, lobbyist and staffer for the American Civil Liberties Union of Louisiana, Executive Director of the Alliance for Affordable Energy, and a housing advisor for Road Home.

Policy Analyst, New York State Department of State: I worked in the Weatherization Assistance Program, a federally funded, state run program which provides energy conservation services to low income persons. My work in this position was very wide ranging, including policy development and implementation, research, inter-governmental relations, contract development and administration, and working closely with Department of State law and fiscal offices. In addition, I worked with investor-owned utilities on regulatory matters regarding conservation, and was the Department's representative on a public-private task force seeking to value the avoided utility costs of conservation. I also managed several research and education contracts.

Executive Director, Alliance for Affordable Energy: As executive director, I managed the organization, and developed programs and policy in energy conservation and global warming, intervened in electric utility rate cases, and worked with attorneys on litigation associated with utility rates. I represented the organization in the press, including radio and television, and to regulatory bodies, the New Orleans City Council and the Public Service Commission.

Housing Advisor, Road Home: As a housing advisor, I worked in policy implementation, beginning with initial applications, and working through problems to bring program applicants to the final transmission to the closing company so that they might obtain benefits from this state run, federally funded program to repair their homes damaged by hurricanes Katrina and Rita. This position required extensive computer work, knowledge of the program, appraisals, damage estimates, ownership and occupancy issues, and both telephone and in-person client contact.

Contract Lobbyist, Staff Member, ACLU of LA: As a lobbyist, I had to have or develop knowledge of criminal and civil law, including research of case law, election law and voting rights, penology and the rights of the incarcerated, reproductive rights, privacy, religion and government, free speech, and the right of assembly. This position required a great deal of writing and research, personal contact with legislators, the press, and other interested parties, and delivery of testimony at legislative hearings. As a staff member, I wrote press releases, provided research and support for litigation, created and administered public education events, and provided other support for the executive director as needed.

Emergency Services

I was an elected Fire Commissioner, managing a fire district under NYS Town Law, and a volunteer firefighter and emergency medical technician.

Photography

I have been a photographer for more than 35 years, but I currently do very little work for pay.

Education

State University of New York at Albany: Major, Political Science, Minor, Urban and Regional Planning.

Boards and Organizations

Board member, New Orleans Secular Humanist Association, past board member and president, Faubourg Marigny Improvement Association, past board member Community Shares, Helderberg Ambulance, East Berne Fire Company.

February 26, 2009

RECEIVED

MAR 04 2009

LHFA
HUMAN RESOURCES

Chairman
Louisiana Housing Finance Agency
2415 Quail Drive
Baton Rouge, LA 70808

Dear Sir:

Enclosed is my personal and confidential resume submitted to you with regard to potential employment. My interest is with the recently posted position of Vice President, Louisiana Housing Finance Agency. Please advise if there are any other requirements or application forms that should be submitted prior to March 12.

Thank you very much.

Yours truly,



R. Ben Henderson

RECEIVED

MAR 02 2009

LOUISIANA HOUSING
FINANCE AGENCY

Robert Benjamin "Ben" Henderson

2625 Silver Oak Trail ~ Marion, Iowa, 52302
Work Phone (319) 355-6919 ~ Home Phone (319) 373-2961
E-mail: bhenderson@aegonusa.com at work, or
benpaula1222@yahoo.com at home

PERSONAL

Experienced professional with background involving investments, asset management, and affordable housing. Corporate real estate asset manager with sixteen years experience in Section 42 Low Income Housing and historic tax credit properties. Licensed real estate professional with 31 years experience in sales, marketing, brokerage, property management, communications, investor reporting, and asset management.

EDUCATION

1966-1971 Bachelor of Arts, Speech/Journalism - University of Arkansas - Fayetteville
1995-1998 Master of Arts, Communication Studies - St. Mary's University - San Antonio
1982 Real Estate Broker's License - Texas Real Estate Commission
2000 CCIM Designation - CCIM Institute/National Association of Realtors

EMPLOYMENT

2006 – Present *Vice President, LIHTC Asset Management – AEGON USA Realty Advisors, Inc.*
Lead asset management staff of 10 in oversight of LIHTC, Historic and New Markets tax credit investments. Provide strategic direction of asset managers while evaluating and improving processes and procedures. Responsible for portfolio exceeding \$2.1 billion equity investment. Oversee daily staff functions involving asset monitoring, data collection and reporting. Direct all activities including financial analysis, sponsor reviews, site inspections, operations and dispositions. Assist in due diligence underwriting of new investments. Oversee systems data input and quarterly reporting activities. Monitor construction, leasing management and compliance status for 200+ assets. Maintain contact with General Partners and Sponsors regarding investment strategies and property management plans. Analyze appropriateness of equity installments and adjustments. Monitor and verify IRR benefits yield maintenance, and compliance with Sarbanes-Oxley (SOX) corporate reporting requirements.

1993-1996 *Director, Co-Investments/Affordable Housing - USAA Real Estate Company*
Established internal asset management system to monitor Section 42 low income housing tax credit properties in 21 national limited partnerships. Participated in creating a nationally recognized standard reporting format (AHIC) for property data and watch list criteria. Conduct property site inspections, compile written reports and recommend corrective actions. Review syndicators for status and updates on property operations. Maintain database of 648 properties and 51,000 rental units to verify status of operations, confirm compliance, and update watch list. Coordinate with six regional asset managers in AIMCO Capital guaranteed fund project operations. Review procedures and upper tier reporting requirements to update insurance, property taxes, budgets, site inspections, audits and watch lists. Coordinate project issues between asset managers and local owners or third-party property managers and within limits of GP/LP partnership agreements. Recommend and hire consultants for legal, accounting, marketing, architectural or engineering services as needed for properties. Identify local property investment opportunities for USAA Federal Savings Bank for community reinvestment. Contact with pension funds or corporations for co-investment with USAA RealCo in office, industrial, and affordable housing portfolio opportunities.

1988-1993 *Director, Real Estate Marketing, - USAA Real Estate Company*
Developed and directed marketing functions for corporate real estate portfolio. Developed division Integrated Marketing Plan. Responsible for implementing marketing and investor communication plans for real estate portfolios, pension funds, and institutional investors.

1987-1988 *Director, Marketing Promotions - USAA Real Estate Company*
Directed unit of 6 employees to provide property marketing promotions support. Created marketing materials for USAA Towers, a continuing care retirement community, and USAA

Parklane West HealthCare Center, a nursing home facility. Managed design and publication of quarterly reports distributed to 20,000 real estate limited partnership investors.

1986-1987

Senior Marketing Promotions Specialist, - USAA Real Estate Company

Created direct-response marketing program for Cornerstone Fund, increasing new accounts in mutual fund from \$25 million to \$500 million. Published investor communication reports for real estate limited partnerships.

1983-1985

Coordinator, Direct Mail Programs - Datapoint Corporation

Developed direct-response lead generation programs for sales and service of Datapoint Corp computer and software products. Full responsibility from creative to mailing list selection, print production, and direct mail distribution.

1978-1983

Director of Advertising, - NRC, Inc. (subsidiary of National Homes Corp.)

Administered creative design and media implementation of all advertising and public relations programs for 5,500-acre Lago Vista/Lake Travis World of Resorts community northwest of Austin, Texas. Directed marketing for new home and condominium sales, resort tourism, and conference facilities. Administered local, regional and national advertising media.

1975-1978

Director of Marketing & Advertising - Nash, Phillips-Copus Company (home builder)

Researched subdivision market areas, prospective homebuyer demographics and compiled weekly sales statistics. Planned and executed advertising and sales campaigns to market homes from \$25,000 to \$150,000. Directed staff of 3 in creating and implementing apartment leasing campaigns for twelve multi-family properties owned by parent company in Austin, Texas and single family home new construction sales campaigns.

CONTINUING EDUCATION AND LICENSES

- Texas licensed real estate broker - license # 0287788
- CCIM Designee, received from CCIM Institute - November 8, 2000
- NASD Series 22 and Series 63 licensed 1988 - 1998 for tax-advantaged investments

OTHER ACTIVITIES

- Running, biking, physical fitness, weight-lifting, reading, fishing, and travel
- Trained, competed and finished two marathons and four half-marathons since 1999
- Avid gardener and landscaping enthusiast
- Member of San Antonio Board of Realtors 1993 - 2006
- Hollywood Park Economic Development Corporation - President 2001
- Former board member of Urban Alliance for two years - (board comprised of Urban Ministries & San Antonio Alliance housing advocates for Mentally Ill) - President 2002
- Advisory Board representative - Novogradac Property Compliance Report publication
- Former board member - Alamo Area Mutual Housing Association (AAMHA) six years:
 - Chairman of asset management committee 2000-2001
 - Treasurer of AAMHA 2001-2002
 - Vice President of AAMHA 2002-2003
 - Chairman of acquisitions committee in 2002-2003
- Member of Replacement Housing Task Force - City of Cedar Rapids
- Current member of Affordable Housing Investors Council (AHIC), a national non-profit organization providing information and education for the Section 42 LIHTC industry:
 - Chairman of asset management committee 2000
 - Secretary 2002
 - Co-Chair of secondary markets committee 2002-2003
 - Board of Governors member - 2005-2007
 - Chairman of Governance committee 2006 - 2009

LARRY H. LYNN, JR.

Shreveport, LA • larrylynnjr@gmail.com • 504.444.3463

Dear Future Employer,

Thank you for taking the time to read my cover letter and resume.

Last year I was struck with the great fortune of meeting a woman whom I have grown to love very deeply. She was born and raised in Shreveport and we have been dating long distance for over 6 months.

Though I am currently in a very rewarding position, both financially and professionally in New Orleans... I have had to determine where my priorities lie. Relationships, like the one I'm in are extremely rare and I have decided I want to spend more time with her.

I am coming to Shreveport with a very open mind. I am not looking for a job, I'm looking for the right opportunity. I am searching for an employer who could benefit from my life experiences, common sense and natural abilities.

As an employee, I am a team player who checks his ego at the door. Please don't mistake that for being complacent. Though humble and sometimes quiet, I am very competitive and enjoy winning. I tend to be a perfectionist. I am very creative and have a natural ability to grasp the big picture. I am a quick study and I find it easy to recognize how to improve productivity by tweaking products, processes and procedures.

I am patient. I respond versus react. I live by the motto "Under Promise & Over Deliver". And I often thank God for giving me two ears and just one mouth. I firmly believe one should listen at least twice as much as they talk.

If you think your organization could benefit from someone like me... I look forward to hearing from you and discussing your opportunities.

Please email me at the address above.

Thank you again for your time and consideration.

Sincerely,

Larry H. Lynn, Jr.

LARRY H. LYNN, JR.

Shreveport, LA • larrylynnjr@gmail.com • 504.444.3463

EXECUTIVE SALES & FINANCE PROFESSIONAL

Strategic Sales Planning / Market Expansion / Relationship Management

Creative entrepreneurial sales strategist with a 24+ year record of achievement and demonstrated success driving multimillion-dollar origination growth while providing sales leadership in highly competitive markets. Adept at researching, analyzing and selecting potential markets for dependable, repeatable streams of purchase loan mortgage closings. Tenacious in building new business, securing customer loyalty, and forging strong relationships with external business partners. Exceptional at forming collaboratives with Builders, Realtors, National and Community Banks, Title Companies and Investor Networks and formulating innovative strategies to drive growth of everyone's closings and revenues. Extensive experience with affordable housing programs including FHA, VA, Rural Development and state and federally funded down payment assistance.

Core competencies include:

- Strategic Market Positioning
- Solution Selling Strategies
- Niche Marketing Solutions
- Opportunity Specific Marketing
- Territory Growth/Development
- System Development & Design
- Key Client Retention
- Organizational Leadership
- Collaborative Selling

Computer Software competencies include:

- Calyx Point
- Desktop Underwriter
- Loan Prospector
- Qvault Status Sweep
- Microsoft Word
- Microsoft Excel
- Microsoft Powerpoint
- Adobe Acrobat

Selected Achievements:

- ◆ Worked collectively to launch the largest and most organized effort to date to rehabilitate homes devastated by Hurricane Katrina in the Greater New Orleans area.
- ◆ Formulated collaborations by pairing national and local end loan providers with local and community banks specializing in construction financing to offer complete construction and permanent financing for both owner occupied purchasers and investors.
- ◆ Formed relationship with the nations largest Real Estate Investor Network made up of over 100,000 seasoned buy and hold investors.
- ◆ Designed and launched campaign to sell and finance 117 Orlando Condos with average prices of \$300,000 during a one month period in the Fall of 2006.
- ◆ Took company originations to record highs becoming the 3rd highest producer of FHA mortgages. In HUD's Tampa Florida Region. Of which over 90% were purchase transactions.
- ◆ Managed and trained staff of 45 employees with emphasis on sales and marketing as it related to lead procurement, lead management, closing techniques, product knowledge, competition and market trends.
- ◆ Designed and managed highly efficient operations systems to repeatedly process and close 40+/- transactions per month.

PROFESSIONAL EXPERIENCE

Builders Resource Coalition, March, 2007 to present
Business Development and Business Procurement
A Louisiana LLC

Investor Resource Center, Founded March, 2006
Managing Member
A Florida LLC

Approval First Mortgage Corporation, 1996 - 2006
Producing Owner and Operator
A Florida Corporation

Lakeland Regional Mortgage Corporation, 1993 - 1996
Mortgage Originator
Lakeland, Florida

American Heritage Mortgage Corporation, 1992 - 1993
Mortgage Originator
Winter Haven, Florida

Shorette Mortgage Corporation, 1990 - 1992
Mortgage Originator
Winter Haven, Florida

Integri Homes, Inc., 1989 - 1990
Retirement Division Sales Manager
Leesburg, Florida

Century Communities, 1986 - 1989
Sales Manager, Home Sales, Marketer
Country Meadows, Plant City, Florida

First Western Mortgage Corporation, 1985 - 1986
Mortgage Originator
Tysons Corner, Virginia

First Washington Mortgage Corporation, 1984 - 1985
Mortgage Originator
Annandale, Virginia

McLean Financial Corporation, 1983 - 1984
Mortgage Processor, Quality Control Auditor, Shipper, Warehouse
McLean, Virginia

March 7, 2009

To Whom It May Concern:

My name is Zennel Ussin-Stevenson. I am writing this letter to request a few moments of your time to discuss my future. I am eager to demonstrate promptness, accuracy, and dedication while fulfilling my required duties. I intend to perform at 100% and above. I am a graduate from the University of New Orleans. Please help me to stay encouraged by proving that there is a job opportunity for this Louisiana graduate!

Please feel free to contact me at (504) 237-6559 for an interview.

Sincerely,

Zennel Ussin-Stevenson

Mortgage Broker/Director, Prosperity Mortgage Investment, LLC,
Louisiana

2000-2008

- Oversaw operations of daily operations of loan productivity.
- Generator of new business by cold calling and by utilizing the company's lead generation process.
- Analyzed potential clients credit profile, verifications, and property value.
- Monitored the accuracy of loan applications against policy and procedures.
- Conveyed with underwriters to solve any problems with loan processing.

Loan Officer, Small Business Administration, Texas

2005

- Originated and pre approved evacuees for the small business loans during disaster.

Coordinator, Hibernia National Bank, Louisiana

1995-2000

- Processed garnishments, tax levies, judgments, general ledgers, and successions

Reference

Available Upon Request

Denise Ackoury

From: Joseph Hughes, Jr. [jhugl2@hotmail.com]
Sent: Monday, March 09, 2009 4:00 PM
To: Employment Opportunities
Subject: Vice President, Louisiana Housing Finance Agency
Attachments: Joseph Hughes, Jr.1.docx

Good Evening,

I have a versatile skill base which includes extensive knowledge of HUD based programs, coordinating and leading successful projects, establishing customer service relations, performing customer service and team building training. Recognized as a skilled problem solver, articulate communicator, and respected leader with impeccable interpersonal skills.

Please do not hesitate to contact me at 225.288.0451. I look forward to meeting with you soon.

Respectfully,

Joseph Hughes

Windows Live™ Groups: Create an online spot for your favorite groups to meet. [Check it out.](#)

Joseph Hughes, Jr.
1726 Potwin Drive, Baton Rouge, Louisiana 70810
(225) 288-0451 • (225) 330-4544 • jhug12@hotmail.com

CORE COMPETENCIES

Innovative Manager with more than 10 years of experience with the ability to prioritize requirements and coordinate resources to obtain optimal results including providing vital leadership in ground-breaking emergency management efforts for world-class organizations including local, state and federal government agencies. Proven ability to successfully work with socio-economic and ethnically diverse populations, compile data, interpret data, organize and prepare statistical reports. Expertise in analyzing performance data, identifying areas of strength or vulnerability and providing recommendations for process improvements. Versatile skill base includes coordinating and leading successful projects, establishing customer service relations, performing customer service and team building training. Recognized as a skilled problem solver, articulate communicator, and respected team player with impeccable interpersonal skills.

Customer Service • Operations Management • Process Strategies • Team Building
Trend analysis • Production Management • Conflict Resolution
Project Management • Quality Control (QC)

PROFESSIONAL EXPERIENCE

ICF International /Louisiana Road Home Program

A global consulting firm delivering services in technology solutions, social programs and emergency management.

Center Manager, Homeowner Assistance Center (10/06-9/08)

Managed and calibrated operations of the Road Home programs largest Homeowner Assistance Center, ensuring the center is operational, fully staffed and provided all services required to the families being assisted through the Road Home Program. Hands-on experience included the ability to perform preliminary and final calculations of all program options and providing the families with a clear and concise presentation of options. Served as a key liaison between formulation, operations and QC teams. Coordinate and develop action plans to ensure that all program requirements and goals are included, and report on action plan activities.

- Managed an employee base of 150.
- Collected and analyzed prequalifying values with home owners applying for Affordable Compensation Loans.
- Refined program goals into team and Individual goals.
- Performed trend analysis on all files failed by designated QA/QC advisors.
- Coordinated efforts to develop action plans, ensuring that all HUD and State requirements and goals are included.
- Participated in budget planning and monitoring.
- Formulated action plans and improvements.
- Maintained a high level of customer service and assured regulatory compliance.
- Collaborated with human resources to provide a full range of functions, including interviewing applicants, hiring employees, discipline, discharge, and performance evaluation.

Quadel Consulting /Louisiana Road Home Program

Provides training, consulting and management services to the affordable housing industry

Team Lead, Home Owner Assistance Center (8/06-10/06)

Lead the programs first special project team to stimulate south Louisiana's rebuilding effort in the wake of our nations largest catastrophe. Developed a system to request, receive and verify over 120,000 homeowner insurance documents electronically from the federal data base. The process improved productivity exponentially.

- Maintained a detailed level of knowledge of The Road Home program requirements and understanding of the processes and programs that must be understood by staff to complete the verification and computation of Homeowner Grants and Loans. Informed and trained or assisted in the development, design, and delivery of training for staff.
- Coordinated efforts to develop action plans, ensured that all program requirements and goals are included, and reported on action planned activities.
- Improved program performance and refine systems and procedures for conducting work.
- Tracked productivity, ensured work is conducted per procedures, and evaluated team and individual performance.

Turner Management Group, 544 Donmoor Avenue, Baton Rouge Louisiana 70810
Offers Real Estate, Property Management and consulting Services

Consultant/Realtor (3/06- 08/06)

Expertise in maximizing the client's asset's to its full potential, quality volume purchasing, and a hands-on approach to the day-to-day operations. As a full-service Realtor and Property Manager, I am recognized as having proven abilities to achieve the asset goals of long term profitability and enhanced value.

- Managed Single Family Homes and Rental Developments.
- Performed tenant screenings.
- Developed marketing strategies.
- Performed home quality and preventive maintenance inspections.
- Responded to tenant maintenance requests.
- Performed property management consultation and training.
- Conducted property market value analysis and initial property surveys.

St. James Parish Housing Authority, King Avenue, Lutcher Louisiana 70071
Offers Housing and rental assistance through public housing and assisted housing programs

Property Manager (10/03-3/06)

Coordinated with local, state and federal officials to provide quality housing for citizens and established plans to revitalize public housing units to refurbish supplementary dwellings. Responsible for the leasing of the public housing units, rent collections, and eviction of residents. Rent based on their income, family composition, and some other deductions.

- Managed multi unit developments.
- Received HUD certification to perform income and leasing calculations.
- Supervised maintenance personnel.
- Implemented and enforced housing authority and HUD regulations
- Determined occupancy eligibility according to HUD regulations
- Supervised all remodeling projects
- Coordinated maintenance tasks and assignments

East Baton Rouge Parish Housing Authority, 4731 North Boulevard, Baton Rouge, Louisiana 70806
Offers Housing and rental assistance through public housing and assisted housing programs

Resident Services Coordinator (1/00 -10/03)

The Resident Services Program seeks to foster community connections, facilitate access to resources, and provide opportunities for personal goal achievement for residents of housing communities.

- Provided referrals and applications for community resources
- Coordinated Onsite educational classes and workshops for children, parents, adults and seniors, as well as after-school programs for youth
- Offered One-on-one confidential supportive listening and case work when appropriate
- Researched and outlined the proposal for the HOPE VI Grant awarded in 2003
- Developed and implemented a grant for a mentoring grant
- Formulated and administered comprehensive social and community service programs.
- Served as an agency representative at local, state and regional conferences to promote EBRPHA service programs and recruit service providers.

FORMAL EDUCATION

Bachelor of Science, Business Management

Southern University and A&M College, Baton Rouge, Louisiana

PROFESSIONAL DEVELOPMENT

HUD certification for income and leasing calculations • Real Estate Certification

TECHNICAL SKILLS

Highly competent with MS Office, Excel, WordPerfect and Power point.

Denise Ackoury

From: Taryn Miceli
Sent: Tuesday, March 10, 2009 12:12 PM
To: Denise Ackoury
Subject: FW: Shreveport Native Seeks Opportunity to Work in Hometown
Attachments: TeNikki

From: Milton Bailey
Sent: Tuesday, March 10, 2009 11:53 AM
To: Taryn Miceli; Terri Ricks
Subject: FW: Shreveport Native Seeks Opportunity to Work in Hometown

From: TeNikki Carter [mailto:tenikkicarter@yahoo.com]
Sent: Tuesday, March 10, 2009 11:14 AM
To: executivewebinfo
Subject: Shreveport Native Seeks Opportunity to Work in Hometown

Tuesday March 10, 2009

Good morning Mr. Bailey. Hope all is well. I enthusiastically submit my name and credentials for consideration when selecting a candidate for the Vice President position with the **LOUISIANA HOUSING FINANCE AGENCY**. I'm trying to make my way back home to Shreveport-Bossier and would greatly appreciate your advice or assistance.

I'm eager to speak with you about this opportunity. You can view my resume in the attachment. Don't hesitate to contact me at the phone numbers listed below. I anxiously await your call. Have a blessed day!

Sincerely,

TeNikki

c 318.230.1907
h 972.200.7426

TeNikki Danielle Abbott
8015 N. MacArthur Blvd.
Apt. #2060
Irving, TX 75063
(318) 230-1907
tenikkicarter@yahoo.com



Objective

Polished professional and diligent, deadline-tested broadcast news producer with nine years of experience in Texas newsrooms now seeks to bring dynamic writing, communication and coordination skills to your company.

Professional Experience

- 2007-Present **Regional Producer/Writer: FOX News Channel/NNS**
- Write crime, political, entertainment and health news stories from the Southwest Region of the U.S.
 - Build relationships with counterparts at affiliate stations in small, medium and top 10 television markets
 - Communicate daily with news managers at ABC, CBS and FOX networks to coordinate transmission of video
- 2005-2007 **Head News Producer/Writer: Your Health TV (national talk show)**
- Cultivated close relationships with health professionals for publicity
 - Wrote copy promoting and pitching the show under deadline
 - Won national Telly and Davey awards for compelling writing
- 2000-2005 **News Producer/Health Reporter: KTBC 7 (FOX)- Austin**
- Wrote weekly health & entertainment stories for morning & noon broadcasts
 - Produced noon newscasts daily in nation's 54th news market
- 1999-2000 **Prime-Time News Producer {6 & 10PM} KCEN 6 (NBC)---Waco**
Morning Show Producer: KWTX 10 (CBS)---Waco
- Produced prime time & morning newscasts daily
 - Field produced hard news and feature story coverage

Education

- Degree in Journalism, Texas Christian University, 1997
- Additional major studies in Spanish culture

Special Skills

- Computer proficient with most every news software program
- Mildly conversant and literate in Spanish language

ANDREW J. SMITH

8634 Ridgemont Drive
Pineville, LA 71360
(318) 640-0013 Home

CAREER OBJECTIVE

A position with an opportunity to use my management expertise in human resources, sales, technical skills as well as other skills gained through my experience and education.

SUMMARY

Results-oriented problems solver, able to analyze situations, implement solutions and deliver to the bottom-line.

WORK EXPERIENCE

September 2003 to Present - New Direction Mortgage, LLC, Alexandria, Louisiana. Started company using experience gained in previous employment. New Direction Mortgage originates Conventional and Non-conforming mortgage loans. Responsible for daily operations of the company.

February 1998 to September 2003 - Residential Equity Associates & Lenders, Inc., Alexandria, Louisiana. Employed as Chief Financial Officer with the responsibility of setting up procedures and guidelines for the new business. Responsible for underwriting, doc prep, funding and auditing.

July 1997 to February 1998 - Southern Funding Mortgage, Alexandria, Louisiana. A mortgage firm specializing in refinancing of non-conforming loans with a small emphasis on conforming loans. Employed as a Mortgage Banker with the responsibility of originating, processing and seeing the loan through to funding.

January 1997 to July 1997 - Conducted a job search and assisted with raising my infant daughter.

May 1975 to January 1997 - Alexandria Daily Town Talk, McCormick & Co., Inc. Alexandria, Louisiana. McCormick & Co., Inc., publisher of the Alexandria Daily Town Talk My work history for the corporation is as follows:

October 1991 to January 1997 - McCormick Graphics (printing subsidiary), General Manager, the senior level management position in the company. As General Manager of McCormick Graphics, emphasized customer service, quality and quick turnaround as distinctive. Responsible for completing the construction of a new building and the installation of the 10 unit Goss Community Press. Was responsible for 53 employees and produced annual sales of approximately \$5 million.

October 1987 to October 1991 - Promoted to Director of Accounting Department. Responsible for all accounting functions, supervised nine people in the department. As Accounting Director, tracked life insurance, health insurance and 401 (k) programs, as well as key man insurance. Assisted CPA firm for the company with year-end audits and income tax returns. Reduced size of workforce by 16%.

May 1987 to October 1987 - Accountant in Accounting Department of Alexandria Daily Town Talk. Implemented new Fixed Asset Program, resulting in 25% savings year one on insurance and property taxes. Prepared \$20 million Operating Budget for 1988.

April 1986 to May 1987 - Advertising Coordinator, reported to Advertising Director. Provided support to national Advertising Representatives, scheduled pre-print advertising, tracked lineage, provided marketing and promotions information.

February 1986 to April 1986 - Administrative Assistant in Data Processing Department. Organized and developed procedures and programs to enhance the operation of the department. Determined which programs would be developed in-house and which would be purchased from outside sources.

September 1979 to February 1986 - Accountant in the Accounting Department when record keeping functions of Circulation Department were moved to Accounting. Worked with the Accounting Director to keep excess cash invested in Certificates of Deposit, Repurchase Agreements and Treasury Notes. Duties were expanded to include budget preparations, expense analysis, payroll, general ledger and other accounting procedures.

August 1975 to September 1979 - Began work for the newspaper in the Circulation Department. Job assignments in this department included relief help and dockworker. Was promoted within the department in September 1975 to District Manager, responsible for recruiting and supervising carriers for 23 home delivery routes. Promoted to Circulation Office Manager, August 1978. Responsible for all Circulation office functions, bookkeeping, ABC records, etc.

September 1974 to August 1975 - United Parcel Service, Alexandria, Louisiana. Worked as pre-loader, sorting and loading trucks while attending Louisiana State University at Alexandria.

EDUCATION

Louisiana State University, Baton Rouge, Louisiana, December 1985. Bachelor of Science, Business Administration, with emphasis in Accounting.

Louisiana State University at Alexandria, Alexandria, Louisiana, December 1982. Associate, Management Development.

Rae-Ann Pitre-Tucker
11182 5A River Highlands
Saint Amant LA 70774
225-675-8505 home
225-772-3949 cell
225-590-8869
raeanntucker@Road2la.org

RECEIVED

MAR 10 2009

LHFA
HUMAN RESOURCES

OBJECTIVE

A position as an Appeals Analyst or Underwriter of a department or business which will utilize my skills and capabilities and offer opportunities for advancement based on accomplishment.

SKILLS PROFILE

- Extensive, highly successful mortgage loan underwriting career
- Personable and articulate
- Works well with customers and fellow employees
- Computer skills specifically related to underwriting mortgage loans
- Consistently recognized and rewarded for underwriting performance
- Fluent in French

EMPLOYMENT HISTORY

- | | |
|--|-----------|
| Lending Center <i>New Orleans, LA</i> | 2007 |
| <ul style="list-style-type: none">• Write loans, process and sell loans and close to corporation• Consistently recognized and rewarded for underwriting performance | |
| Home Mortgage Consultant, Aegis <i>Baton Rouge, LA</i> | 2004-2007 |
| <ul style="list-style-type: none">• Process and sold loans to corporation• Able to meet nearly all the conditions regarding the loan | |
| Senior Underwriter, Ameriquest Mortgage | 1997-2004 |

RECEIVED

MAR 09 2009

LOUISIANA
HUMAN RESOURCES

New Orleans, LA

- Wrote loans, process and sell loans and close to corporation
- Able to meet nearly any condition or problem
- Recipient of Customer Service Award
- Often recognized as #1 employee in the entire company
- **The Road Program**
- Baton Rouge
- 2007-2009
- Analyst responsibilities in creating Homeowner packets
- It is Your responsibility to create a packet for each application
- Number that is given to you. If you see your packet cannot be mailed, for any reason, you must take the following steps.
- 1. Research the Problem completely. This includes reading the notes in Jira, and printing this information if necessary.
- 2. Fill out a Held Packet Worksheet. Complete all information completely.
- 3. Give the worksheet to me and I will contact the appropriate Road Home employee or department.
- 4. I will file the worksheet in the log until a resolution has been made.
- 5. When the packet is ready to go it will be returned to you to complete and send through QC.
- 6. I process State Package
- I complete 25 Road Home online Training I have Certificate of Completion attach.

Assembler, Northwind Traders

September 1996-December 1996

Baton Rouge, LA

- Produced Christmas garlands and trees.
- Provided other, general labor in assembly plant for seasonal products.

EDUCATION

Bachelor of Science Degree

Tulane University, New Orleans LA

High School Diploma

Buras High School, Buras LA

REFERENCES

Upon Request

Denise Ackoury

From: averil miles [averilmiles@yahoo.com]
Sent: Tuesday, March 10, 2009 7:25 PM
To: Employment Opportunities
Subject: VP of Operations position

Averil D. Miles
3544 Del Rio Street
Shreveport, La 71109
Phone (318)-703-
6041
averilmiles@yahoo.com

LHFA
2415 Quail dr.
Baton Rouge LA 70808
Attn: Chairman
RE: VP of Operations position,

Dear Chairman,

In researching your need for a VP of Operations; my experience within the real estate development industry has afforded me some skill sets that can satisfy this position. As a housing developer I have extensive experience cultivating relationships with partner organizations, City and County officials to leverage their support to promote various affordable housing initiatives. I have performed in project financing, development and management from concept to sales with full P&L responsibility. My responsibilities include identifying project opportunities, project feasibility, deal packaging and financing along with land and property acquisition. My experiences as a construction administrator include consultant and contractor hiring and management, contract negotiations, design approval and quality control. My experiences in deal structuring and resources development are qualities that would contribute greatly to this position as well.

My ability to develop, plan, and execute stated goals is an essential skill that I want to bring to this organization. Managing and coaching high performance teams is a key quality that I have as well that could benefit this position. These attributes along with my problem solving ability and team building ability are skills that could enhance this position and bring a level of detail to this position that will be an asset.

You will find enclosed with this letter, a resume that will give you more complete information about my qualifications and background along with some information on past projects. I would like to here from your office to discuss this position further.

Sincerely,

Averil D. Miles

3/11/2009

ENCLOSURE

AVERIL D. MILES
3544 Del Rio Ln.
Shreveport, La 71109
Phone (318)631-6239
Cell(318) 703-6041

averilmiles@yahoo.com

WORK EXPERIENCE

Premier Manufacturing
Supervisor (3 yrs)

Manage environmental waste support for GM Shreveport Facility.

Responsibilities include job implementation, monitoring and insuring the satisfactory execution of job scopes.

Fuller Center for Housing NWLA. (1yr)

Executive Director

My responsibilities include managing overall operations, including resource development, financial monitoring and reporting, staff supervision, marketing and community outreach, project feasibility, Project Financing, land acquisition, project management with P & L responsibility.

Interfaith Housing DE.

Housing Developer (4 yrs)

My responsibilities include project feasibility, Project Financing, land acquisition, project management and P & L responsibility of all single-family housing development, all construction administration (CPM scheduling) contract negotiations, approvals and contractor coordination of all new construction and rehabilitation Projects.

Habitat for Humanity NCC.

Construction Manager (3 ½ yrs)

My responsibilities include Management of Housing Development through site development, all construction administration (CPM scheduling) contract negotiation, approval and Sub Contractor coordination of all new construction and rehabilitation Projects.

Microsoft Corporation

Technical Software Support Engineer (Lincoln Technical contractor) (1 yr)

My responsibilities included telephone and online technical support for Microsoft Excel and other Microsoft Office Suite Applications to include setup and installation within a PC environment. Supporting MSDOS 5.0 and newer, Windows 3.1 - 98, Windows NT (3.51 and 4.0) to include formula writing, with function usage per customer needs and program usage. Content development relative to issues that hinder effective resolution to technical issues to enhance productivity and support effectiveness.

Professional Drafter (independent Contractor 3 yrs)

Americad

TGS Architects

Humphreys and Partners Architects

Mike Love Designs

Dave Kirsch Designs

Developed design and construction documents for residential housing and commercial building designs.

First Home Builders (Independent contractor)

Housing Developer (1 yr)

Housing Design and development, Feasibility and Impact studies, to include project estimating, and Construction documentation.

Southern Improvements (Independent contractor)

New Housing and Rehab Construction (3 yrs)

Housing construction and rehab projects to include subcontracting.

HALL BUILDERS

Design Drafting Associate (1 yr)

Drafting of design proposals, plans, and project estimating.

CADDO PARISH SCHOOL BOARD

Industrial Technology Instructor (1 yr)

Instructing students through the theory, design, and implementation Projects.

DEPARTMENT OF THE INTERIOR (National Park Service)

Architect Technician Intern (1 yr)

Developed design skills and flexibility on projects consisting of gathering, recording, collating presenting historical building information and design drawings for the national Historic Register Increased skills through site analysis, project design proposals, quality control as well as engineering site surveys and water systems analysis.

MILITARY EXPERIENCE

LOUISIANA ARMY NATIONAL GUARD VETERAN

Nuclear, Biological, Chemical Specialist/Desert Storm (NBC) (4 yrs)

Developed leadership skills through the supervising of NBC personnel, Equipment and instructing of NBC defense skills.

EDUCATION

SOUTHERN NEW HAMPSHIRE UNIVERSITY

Master of Science

Finance

Expected Graduation Fall 11'

LOUISIANA TECH UNIVERSITY

Bachelor of Arts

Four Year Architecture curriculum

Minor in Art

Structural Engineering and Mechanics (24 hrs); Architectural Design, Theory (70hrs), CSI training (specifications and construction documents)

Technical skills: AutoCAD release 11-14, 3D Studio release 3,

MS Office 2000, MS Project 98,2006.

Certifications and Licensees

Professional Certificate, (In Affordable Housing Development, NWA)
 State of Delaware GC license: #1991830574 (2003-2006)
 New Castle County GC: Interf

Additional Educational Development Courses

Real Estate Financing(Neighborworks America)
 Using HOME, and CDBG Program financing (Neighborworks America)
 Real Estate Deal Development Clinic (Neighborworks America)
 Bond & LIHTC Financing (Neighborworks America)
 Affordable Housing Development (Neighborworks America)
 Developing difficult neighborhoods and projects (Neighborworks America)
 Modular Housing Feasibility and Development (Modular Housing Institute)
 Construction Project Management (Fast Tracking (Lorimar)
 Project Feasibility and Analysis of LIHTC projects (Neighborworks America)
 Real Estate School (State of Delaware Realtor Pre Licensing Requirement)
 Construction Supervision (Associated Builders & Contractors)
 High Performance Management (Delaware Bankers Association)
 Effective Budgeting (Delaware Bankers Association)
 Tasking & Scheduling (Delaware Bankers Association)
 Conflict Resolution (Habitat for Humanity Northeast Regional Center)
 Fair Housing (Neighborworks America)
 Green Building (Neighborworks America)

Organizations/Awards

Homestead Award 2005(Awarded by NACo Recognition for Urban Revitalization Projects)
 Emilee M. Barnett Award Recipient 2005(Recognition for Development of Affordable Housing)
 National Association of Home Builders
 Home Builders Association of Delaware
 National Organization of Minority Architects
 National Society of Black Engineers
 Phi Mu Alpha Sinfonia
 Phi Beta Sigma Fraternity Inc.
 Phi Beta Sigma Good citizenship award
 Ministers Wives Council award

MAJOR PROJECT LIST

- Building on Higher Ground Initiative '06-08 (50%-80% AMI)
 (Shreveport, La. (38) 1100sf Detached single-family units
 Project budget of \$3 MM)
 Executive Director
- Southbridge Housing Initiative '06-08 (50%-80% AMI)
 (Wilmington, DE. (20) 1500sf single-family townhouse units
 Project budget of \$4 MM)
 Project Developer

- Hill Top Initiative '06-07 (50%-80% AMI)
(Wilmington, DE. (8) 1500sf single-family townhouse units
Project budget of \$1.5 MM)
Project Developer

- West Center City Initiative '05-06 (50%-80% AMI)
(Wilmington, DE. (10) 1500sf single-family townhouse units
Project budget of \$1.9 MM)
Project Developer

- Dunlieth Community Revitalization Project '05-07 (50%-80% AMI)
(New Castle, DE. (14) 1400sf Detached single-family residential
housing units
Project budget of \$2.5 MM)
Project Developer

- Wilmington Housing Authority Consortium
& Brandywine Village Redevelopment '03-04 (50%-80% AMI)
(Wilmington, DE. (5) 1400sf single-family townhouse units
Project budget of \$750,000.)
Project Developer

- Belvedere Community Revitalization Project '03-06 (50%-80% AMI)
(Wilmington, DE. (19) 1400sf Detached single-family residential
housing units,
Project budget of \$3.5 MM)
Project Developer

- Overlook Colony Renovation Project LIHTC'03-05
(Claymont, DE. (33) 1100sf Attached 1,2,3 brm residential apartment units,
Project budget of \$6 MM)
Project Consultant

- Villiage of Colony South (Major Subdivision) '04-06 (50%-80% AMI) In progress
(Milford, DE. (36) 1400sf Detached single-family residential housing
units,
Project budget of \$7 MM)
Project Developer

- Gardner Way Housing Development '02 (Low Income)
(Wilmington, DE. (7) 1400sf Semi-detached residential housing units,
Project budget of \$325,000.)
Construction Manager

- Erie Ave. Development '02 (Low Income)
(New Castle, DE. (4) 1200sf detached residential housing, units,
Project budget of \$220,000.)
Construction Manager
Accelerated build (14 day close in, 6 months C OF O).

- Brondyke village Housing Development '01 (Low Income)
(Wilmington, DE. (8) 1400sf Semi-detached residential housing units,
Project budget of \$400,000.)
Construction Manager

- Frazer Ave. Housing Development '00 (Low Income)
(New Castle, DE. (3) 1200sf detached residential housing units,
Project budget of \$165,000.)
Construction Manager

- Phillips Park Housing Development '00 (Low Income)
(Wilmington, DE. (8) 1400sf Semi-detached residential housing units,
Project budget of \$400,000).
Construction Manager

Janet Goodwin

19 Larkspur Ln
Lafayette, Louisiana 70507
(home) 337-233-5005
(cell) 337-349-1679
Janetg0227@hotmail.com

March 8, 2009

To Whom It May Concern:

I am sending you a copy of my resume' in regards to the open position you have listed with your institution for Vice President Louisiana Housing Finance Agency. As you can tell by my resume I meet the qualifications for the job. I am a team player and strive to meet the goals of the organization as well as work to help with any innovative changes the organization may implement.

I would very much like to discuss opportunities with your company. To schedule an interview, please call me (337) 349-1679 during the day and (337) 233-5005 in the evening. Thank you for taking the time to review my resume. I look forward to talking with you.

Sincerely,


Janet Goodwin

RECEIVED
MAR 10 2009
LOUISIANA HOUSING FINANCE AGENCY
FINANCIAL SERVICES

RECEIVED
MAR 11 2009
LOUISIANA HOUSING FINANCE AGENCY
HUMAN RESOURCES

JANET GOODWIN

19 Larkspur Lane
Lafayette, LA 70507
(337) 233-5005 (home)
(337) 349-1679 (cell)

OBJECTIVE To obtain a career in a growing business with opportunity for advancement.

EDUCATION *University of Phoenix, Lafayette, Louisiana*
Master's – Business Administration
January 2007

University of Louisiana at Lafayette, Lafayette, Louisiana
Bachelor's – Business Administration
December 1994

Delta Schools, Lafayette, Louisiana
Diploma – Medical Assisting
July 1991

EXPERIENCE *ResCare*
Wavier Coordinator/QMRP
January 2009 – present

Iberia Teen Court
Case Manager
August 2007- December 2008

South Louisiana Community College
Academic Advisor/Recruiter
December 2006 – August 2007

Acadian Ambulance Services, Inc, Lafayette, Louisiana
Accounts Receivable Specialist
November 2004- December 2006

Lofton Temp Staffing Services, Lafayette, Louisiana
Medical Billing Supervisor
June 2004 – November 2004

Cingular Wireless Call Center, Lafayette, Louisiana
Customer Service Rep/Human Resource Rep
June 2003 – June 2004

Kelly Temp Services, Lafayette, Louisiana
Managed Care Specialist
September 2002 – June 2003

EXPERIENCE *Microsoft Applications *Microsoft Excel
*Typing – 85 wpm *WordPerfect 6.0
*Office Procedures *Microsoft Project
*Staffing Experience *H/R Experience
*Hospital Billing Experience *Credentialing – 4 years

References Available Upon Request

MARVIN C. JARREAU
3070 Lambert Dr.
Baton Rouge, LA 70805
(225) 357-5874
mjarrea@cox.net

RECEIVED
MAR 10 2009
LOU
FINA

SUMMARY

Seeking employment in banking / business setting. Twenty-five and one half years of lending experience. Consisting of twenty four years of banking, along with one and one half of mortgage origination. This includes four years in consumer lending exclusively, three years funding consumer and real estate related loans. Four years dedicated to overseeing branch administration loans, including the funding of consumer, real estate, and small business loans. Two and one half years dedicated to lending only, along with seven years serving as branch manager. One and one half years originating mortgage loans with the past five years served as a branch manager of a local bank.

CAREER HIGHLIGHTS

2006 – Present

V's Financial Services

- Evaluation of property and automobiles
- Loan consolidation

2000 – 2006

Hancock Bank

Assistant Vice President / Branch Manager

- Lending
- Commercial loans
- Supervised overall operation
- Outside commercial sales solicitation

1999 – 2000

Highland Mortgage Company

Lafayette/Prairieville, LA

Manager/Originator

- Supervised overall operation
- Originated real estate and commercial loans

1998 – 1999

American Fidelity Mortgage Company

Baton Rouge, LA

Mortgage Originator

- Originate real estate loans, home loans, refinance

1996 – 1998

Regions Bank

Baton Rouge, LA

Branch Manager/Lender

Credit Life/Accident & Health Agent

- Lending
- Commercial Loans
- Supervised overall operation
- Outside commercial sales solicitation

RECEIVED

MAR 11 2009

LOUISIANA HOUSING FINANCE AGENCY
HUMAN RESOURCES

- 1995 – 1996** **Regions Bank** **New Roads, LA**
Lending Officer/Committee Member – CRA/2nd Review
Credit Life/Accident & Health Agent
- Lending
 - Supervised 10 – 12 managers at other locations
- 1985 – 1995** **Bank of New Roads** **New Roads, LA**
Lending Officer/Assistant Vice President
Branch Loan Coordinator
Consumer/Real Estate Lending Officer
- Lender for commercial, consumer, agricultural loans
-

EDUCATION

1995 – Present

- Chart the Course Sales Training Program
- Succession and Wills
- Commercial Lending I and II
- Protective Life Insurance Training
- Trust Services Training
- Vital Learning Supervisory Training

1995

- In House Training – Regions Bank
- HUMDA/Fair Housing
- Regulation B/Fair Lending
- Regulation Z
- RESPA
- Community Reinvestment
- Flood Disaster Protection
- Fair Credit Reporting
- CRA Seminar

1992

- Bank of New Roads Investment Seminar
- Earning Enhancement Program

1990

- Seminar on Environmental Issues on Real Estate Ownership
- Security Training Seminars

1989

- Seminar on Bank Compliance Home Mortgage Disclosure Act
- Seminar on Deposit Regulation Q & D
- Seminar on Flood Protection Act
- Seminar on Currency Transaction Reporting and Bank Secrecy Act
- Seminar on Real Estate Settlement Procedure Act
- Seminar on Equal Credit Reporting Act

1988

- ABA Principle of Banking Course

1983

- ABA Law and Banking class
- Collection Seminar
- Security Training Seminar

1982

- Completed Louis Allen Management Course

1981

- University of Southwestern Louisiana,
Bachelors of Science, Management and Finance

ORGANIZATIONS

- Knights of Peter Claver
 - Omega Psi Phi Fraternity
 - Pointe Coupee Carnival Club
-

References available upon request

FRANK A. PIZZOLATO

1132 Elysian Fields Ave.

New Orleans, La. 70117

504-301-4945

504-952-7908

nolafap1@yahoo.com

Chairman, Louisiana Housing Finance Agency

2415 Quail Drive

Baton Rouge, LA 70808

RE: Vice President Position, LHFA

I have enclosed a copy of my resume. I was for 6 months or so the Mortgage Loan Administrator for New Orleans area with Habitat For Humanity, dealing directly with the homeowners in pre closing classes and in on going record keeping involved in their mortgages. I also acted as the contact person with the various lenders and servicing institutions. I am currently a Team Lead/ Mgr for ICF International, The Road Home project, with almost 2 years in this position. I was hired and trained initially in their Small Rental program, then transferred to the Homeowner side of the office, so I have knowledge of both aspects of the program. I have seen what works and what did not.

I have been originating mortgage loans in the city for some time now. I know the area, the city and the market as well as anyone. I have been a Licensed Loan Originator since 1999. We have dealt with residential purchase and cash out refinance. I have also developed and placed some commercial, development, and business loans, through several local lenders. I also make marketing presentations and sales calls to area realtors. I routinely made presentations to groups of 5 to 30. I have also conducted homeowner classes for the residents of the Desire Housing development in the ongoing effort for the redevelopment of that neighborhood.

I have, personally put together deals and proposals for commercial investors in downtown New Orleans. Bringing together buyers and sellers for potential development opportunities has been a great sense of accomplishment for me in playing a part in the future of this city. We played a role in arranging the financing and structuring of a number of deals all offering a chance to remake this city into the world class city it once was and will be again.

Excellent communication skills, a law degree, and experience in various areas of finance, sales, and business development, locally and on a regional level, are just a few of the assets I bring to the position. I would appreciate the opportunity to discuss any possibilities with you in person at your earliest convenience.

Sincerely,



Frank A. Pizzolato

RECEIVED

MAR 11 2009

LOUISIANA HOUSING FINANCE AGENCY
HUMAN RESOURCES

Frank A. Pizzolato

► 1132 Elysian Fields Ave. ► N.O., LA 70117 ► C:(504) 952-7908 H: ► (504) 301-4945
nolafap1@yahoo.com

Profile

Highly focused, profit-minded business executive with a JD degree and experience in (both) the private sector and State and Local government.

Proficient in business development, annual goal setting, budgeting and forecasting, strategic alliances, full-scale office administration, relationship management, tactical planning, partnership arrangements, problem solving, contract negotiations, and delivering presentations to audiences of all levels.

Former-owner of a highly successful automobile dealership; following sale of dealership, aggressively recruited to market finance programs to auto dealers, train them in sales and leasing techniques, served as a Sales & F&I Manager.

Immediately after law school, served 5 years as an Assistant Director Governor's Office of Contract Review and as a Law Clerk in the Legislative Council. Became adept as a political consultant — providing research, negotiation, and lobbying (city & state) for political clients and organizing fund raisers and media events.

Professional Experience

Manager (Team Lead) ICF International, New Orleans, LA (Road Home Program)
1/07 to date

Statewide program of 11 housing assistance centers

- 1 New Orleans assistance center handles large number of applicants for the Small Rental Property Program (from application through scoring and awards) for owners of rental and homeowner property damaged by hurricanes.
- 2 Act as team leader in Homeowner Program directing workflow of 10+ application advisors, program specialists, housing counselors, and rehab specialists while managing fast-paced daily office administration.
- 3 Team members interview an average of 40 applicants daily (6 days weekly) and assist applicants with completing lengthy / complex information (Stage 1 of a 3-step process prior to final review).
- 4 Go-to person in resolving continual documentation / ownership issues as well as award disputes.

Originator, Loan Officer Paragon Mortgage, Best Mortgage, NOAHH, N.O., LA
1999 to 2007

- 1 Loan administrator; utilized knowledge of titles, escrow, contracts, proposals, bids, and market area to service loans (primarily on sub-prime) from origination to closing.
- 2 Conducted outside sales & marketing calls; delivered regular presentations to realtor groups.
- 3 Networked; built alliances; obtained referrals to generate and develop substantial new business.

Regional Development Manager Equivision, Inc. Atlanta, GA 1995 to 1998

- 1 Delivered presentations to physicians and negotiated partnership arrangements to set up a managed care network of eyecare providers across the state; analyzed practice's financial statements, space utilization, and overall efficiency to facilitate a buyout or partnership.
- 2 Monitored and serviced 4 existing practices acquired in south Louisiana.

Manager Dealer Services N A D W New Orleans, LA 1992 to 1995

- 1 Oversaw daily workflow of 18 phone surveyors compiling customer responses for 200+ auto dealers nationwide. Developed systems and reports for analyzing info; reported to the dealers.

Sales & F&I Manager Westside Oldsmobile, Santa Monica, CA 1988 to 1992

- 1 Managed a staff of 4 averaging 40 sales monthly and ran the F&I department.
- 2 Reviewed credit apps for loan approvals; negotiated repayment terms and types of contracts.
- 3 Worked with various financial resources for special financing; assisted with final closings.
- 4 Consistently accelerated profit margins—generated substantial net profits through continually producing clean customer packages that were a win-win to the customer and the dealership.

Regional Marketing Consultant VCI, Los Angeles, CA 1987 to 1988

- 1 Trained dealers in sales and leasing; implemented program for terminating / disposing 35,000 end-of-term leases; introduced and oversaw finance programs for 23 offices in 16 states.

Area Sales Manager GECAL, Indianapolis, IN 1985 to 1987

- 1 Recruited to market auto floor plan, retail and balloon finance programs to dealers.
- 2 Managed and maintained a lease portfolio of 300+ vehicles.

Dealer / President Pizzolato Ford Lincoln Mercury, Plaquemine, LA 1979 to 1985

- 1 Complete P&L responsibility. Supervised 4 managers and 22 employees in a dealership generating \$12 million annually.
- 2 Initiated and developed the F&I department and daily rental business.
- 3 Produced excellent results in a very competitive sales industry by building a loyal clientele.
- 4 Developed proficiency in purchasing / selling through auction sites and wholesalers, and accurately appraising trade-ins.
- 5 Overall management skills included recruiting and training top performers; analyzing credit risks; negotiating contracts; preparing profit & loss reports, comparison spreadsheets and financial statements; managing a multi-million dollar inventory; and delivering superior customer service.

Education

Southern Law School, Baton Rouge, LA,
Nicholls State University, Thibodeaux, LA

Juris Doctorate
BA – Sociology / Psychology

Frank A. Pizzolato

REFERENCES

Hon. Frank Marullo
2700 Tulane Ave.
Judge, Sec. D
New Orleans, LA. 70119
(504) 658-9161

Hon. Kern Reese
Judge, Div. L
421 Loyola Ave.
New Orleans, LA 70112
504-592-9236

Mr & Mrs Mike Early
1220 N. Lopez St.
New Orleans, LA 70119
504-442-1220

Hon. Terry Alarcon
2700 Tulane Ave.
Judge, Sec L
New Orleans, LA 70119
504-658-9340

Hon. & Mrs Bobby Freeman
23515 Church St.
Plaquemine, LA 70764
225-687-2386