

Denise Ackoury

From: John LeBlanc [johnleblanc1@comcast.net]
Sent: Thursday, March 12, 2009 10:15 PM
To: Employment Opportunities
Subject: Vice President, Louisiana Housing Finance Agency
Attachments: LHFares.doc

John LeBlanc
5722 Enchanted Timbers Drive, Humble, TX 77346
(281) 812-9983 johnleblanc1@comcast.net

March 12, 2009

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

Is your ideal candidate a skilled professional, knowledgeable in all aspects of the housing industry?

For the past thirteen years, I have had the incredible opportunity to become an expert in lending for the housing industry, which I have truly enjoyed. I am now looking forward to applying my skills and knowledge in a new setting with an established organization, where I can continue to grow in this area. I am eager to show that my intelligence, competence, maturity and enthusiasm will positively contribute to the success of your agency. I would not only enjoy applying my skills to this position, I would thrive on the opportunity to prove myself as an asset to the agency and contributing member to your team.

I have taken the time to research your agency and have found your dedication to providing decent, safe and affordable housing to all Louisianans to be a noble goal and one worthy of putting my efforts towards. My goals appear to be in line with your agency. I am actively looking to continue my growth in the housing and lending industry but in a more focused direction that would allow me to help citizens of my home state. I am excited about the possibility of a personal interview to further discuss my credentials with you.

Sincerely,

John LeBlanc

P.S. I welcome the opportunity to discuss my skills and knowledge with you in more detail.

3/13/2009

~John LeBlanc~

5722 Enchanted Timbers Dr. ~ Humble, TX 77346

Home Phone~281-812-9983 E-mail ~ johnleblanc1@comcast.net

Qualifications

Administration: Three years experience in branch and office management. Handling managerial duties such as human resources, training, scheduling and staff supervision. Leadership skills and staff development were paramount in succeeding in my managerial capacities.

Mortgage Lending: Eleven years experience with various lending institutions dealing with federal and local lending criteria. Served in various capacities including decision making as an underwriter, involvement in training staff and implementing new lending regulations. Was occasionally assigned as staff liaison for new lending and compliance regulations and imparted this information to the rest of the staff. Most recently involved with national and international compliance auditing for various state and federal lending institutions to ensure all lending regulations were complied with.

Experience

The Clayton Group	Houston, TX	2005-current
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With Clayton I am responsible for risk analysis reviews for secondary market mortgage lenders. I review all aspects of a credit file; including employment, credit, property, income, debt ratio and compliance to ensure that correct policies and procedures were met during the initial review and approval process by the lender/client. I have also been called upon to do additional quality control reviews where I follow up on Clayton's internal review to ensure our analysts correctly identified all key elements during their inspection of the loan file. I was placed on a special assignment in Puerto Rico that was a high profile job for Clayton and was one of a handful of employees that was part of the core team during the entire duration of the job. In my most recent review periods I was recognized in the top 2% of the analysts in the company.

JLM Direct Funding	Houston, TX	2003-2005
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My position with JLM was an inside sales position where I built a business base via telephone with national accounts in multiple states. All business transactions were conducted over the phone. I consistently eclipsed \$3 million dollars monthly in application volume and was in the top 5 of the company for pipeline production.

Central Middle Academy	Central, LA	2002-2003
St. Peter Chanel School	Paulina, LA	2001-2002

Both positions were as a middle school teacher. At St. Peter's I taught American and Louisiana History and at Central Middle Academy I taught math and science as well as Louisiana History. This job had daily challenges as I had to reacquaint myself with the material, as well as present all materials to the class in a fashion they could understand. I had to meet deadlines on lesson plans to the administrations, meet deadlines on when information was presented and tested on as well as plan my time accordingly to get all lessons taught and allow final reports to be generated on a cyclical basis.

Advanta Mortgage	North Carolina	1999-2001
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While holding down this position with Advanta, I was responsible for covering the entire state of North Carolina. I consistently met sales goals exceeding \$1 million dollars monthly in funded volume. I also implemented my own marketing programs that saved the company time and money in development. Many of my marketing ideas were passed on to other sales representatives for them to use in their own territories. I was required to budget my time to focus on my larger producing territories yet also find time to reach out to the outlying areas to provide service and support to retain business from my clients in those areas. Many clients would tell me that my visit was the first time a representative from the company had ever visited them.

NF Investments

Louisiana/NC

1996-1999

Denise Ackoury

From: Lucinda Flowers [lflowers@earthlink.net]
Sent: Thursday, March 12, 2009 4:49 PM
To: Employment Opportunities
Subject: LHFA Vice President Position
Attachments: L.A. Flowers Resume 2-09.doc

Mr. Wayne Woods
Chairman, Louisiana Housing Finance Agency

Dear Mr. Woods:

I am pleased to submit my qualifications for consideration for the position of Louisiana Housing Finance Agency Vice President. My resume is attached.

I bring to this position knowledge of single- and multifamily housing programs, management experience, familiarity with housing finance agencies as a former staff member for Rhode Island's agency, an understanding of state and local government in Louisiana, and a proven dedication to LHFA's mission as an affordable housing advocate. I am a native of the New Orleans area, and returned to Louisiana in 2003 after working in affordable housing in Rhode Island and Washington, D.C. Since the 2005 storms I have been deeply engaged in efforts to increase affordable housing opportunities as a vehicle for our state's residents to return and thrive.

Briefly regarding my background, I started my housing career in Rhode Island, where I served as the housing finance agency's first public information officer during a period of organizational rebuilding. After receiving a master's degree from Harvard University's Kennedy School of Government, I worked in Washington, D.C., where I was a writer and communications consultant in the affordable housing/community development arena. For more than two years during that time, I managed the communications portion of a HUD contract. While in Washington, I also wrote for the office of HUD's FHA Commissioner.

I returned to New Orleans in 2003 to accept a public policy and advocacy position with the New Orleans Neighborhood Development Collaborative (NONDC). In the wake of Katrina, as the NONDC policy professional, I worked with top national affordable housing and community development organizations to shape and build support for policy and programmatic proposals. In New Orleans, I have also helped UNITY of Greater New Orleans to advocate for federal legislation addressing homelessness, established the full-time New Orleans office for an initiative to address vacant properties issues in the city, and performed grant writing for nonprofits. I currently serve on the *How We Live* working group now engaged in forming the New Orleans Master Plan. During my years as an affordable housing policy professional and advocate in Louisiana, I have forged working relationships with key staff persons and elected officials at the city and state levels. I have overseen staff and budgets.

I see this as an exciting time to join LHFA, as the agency has assumed an increasingly proactive role in working with stakeholders to shape and implement programs and policies that best respond to this challenging rebuilding period.

I'd welcome the opportunity to talk with you about how I could contribute. Thank you for your consideration.

Sincerely,

Lucinda A. Flowers

124 Nursery Ave.
Metairie, LA 70005
504-913-6928
lflowers@earthlink.net

3/13/2009

LUCINDA A. FLOWERS

124 Nursery Ave., Metairie, LA 70005
504-833-9512 (home) 504-913-6928 (cell)
laflowers@earthlink.net

Key skills

Coalition-building and stakeholder outreach, strategic policy advocacy, research, communications and public affairs strategy development, writing and editing, grantwriting, management to achieve results. Specialty in policies and issues related to affordable housing and community-building.

Experience

Consultant specializing in housing and community development (current)

Grantwriting, writing and editing for clients working in community development and historic preservation.

LISC - New Orleans Vacant Properties Initiative (2008)

Director

Established full-time New Orleans office for this partnership of the Local Initiatives Support Corp. (LISC) and the National Vacant Properties Campaign. The Initiative focuses on bringing best practices and experts to New Orleans, and fostering communication among local stakeholders, as a way to help city officials and their partners improve policies and programs for returning vacant properties to commerce.

UNITY of Greater New Orleans (2007)

Public Policy and Communications

Conducted public policy advocacy and communications for grassroots advocacy campaign to obtain Congressional funding for 3,000 Permanent Supportive Housing vouchers for Louisiana. Worked on consulting and full-time basis. Funding obtained in 2008 following two-plus year campaign.

New Orleans Neighborhood Development Collaborative (2003-2007)

Public Policy and Advocacy Manager

Responsible for identifying areas of needed policy change, researching and working with stakeholders to identify solutions, and building an advocacy voice for affordable housing and community development policy change in New Orleans. Post-Katrina, served as central local facilitator and partner with national affordable housing and community development organizations providing legislative, policy and programmatic resources in the wake of the disaster.

- Helped to build the pre-Katrina New Orleans Affordable Housing Alliance advocacy coalition.
- Served on a 2007 state legislative subcommittee to forge recommendations around inclusionary housing.
- With the City, commissioned the National Vacant Properties Campaign to assess how to return more than 20,000 (pre-Katrina) vacant and abandoned properties to commerce – project evolved post-Katrina.
- Publicly pressured (with colleagues) City Council to stop practice of instituting temporary moratoria on permits for multifamily housing. In 2005, U.S. Dept. of Justice opened investigation into moratoria. When issue emerged again in 2007, successfully advocated (with colleagues) against proposed moratoria.

Consultant specializing in housing and community development (2000-03; 1994-97)

Writing and editing, specializing in public policy/affordable housing and community development. Among clients: Freddie Mac, Mercy Housing, Inc., Neighborhood Reinvestment Corporation, Neighborhood Funders Group, Office of the HUD FHA Commissioner (under Nicolas Retsinas). Also worked part-time with ICF Consulting.

ICF Consulting (1997-2000 fulltime)

Senior Associate

As Senior Associate, managed four-person team providing communications for Neighborhood Networks, a HUD initiative to encourage growth of computer resource centers in HUD-assisted and -insured housing. Responsible for implementing and budgeting a full communications plan to reach stakeholders.

National Council of State Housing Agencies, Washington, D.C. (1993-94)

Director, Press Relations and Special Projects/Public Affairs and Membership Services

Coordinated nationwide grassroots public relations campaign, as part of successful work to pass legislation in Congress.

Aspen Systems, Inc., Rockville, MD (1992-93)

Program Manager

Managed HUD USER, a HUD-sponsored information clearinghouse and research service related to housing and community development. Supervised staff.

Rhode Island Housing and Mortgage Finance Corp., Providence, RI (1985-91)

Public Information Officer

Established public information office in the wake of high-profile investigation into agency's past operations. Implemented communications strategy that helped rebuild credibility and effectiveness. Managed annual report development and production. Hired vendors through request for proposals process.

Previous positions (1977-85)

- *Senior Account Executive/Account Executive* with PR agency LMS/Barrett, Providence, RI, (1983-85)
- *Account Executive/Account Administrator* with PR agency Creamer Dickson Basford, Providence, RI (1981-83)
- *Campaign Press Secretary* for former U.S. Rep. Claudine Schneider (1980)
- *Public Relations and Alumni Affairs Officer*, Brown University Program in Medicine, Providence, RI (1978-80)
- *Press Aide*, Office of the Mayor (Cianci), Providence, RI (1977-78)

Recent professional appointments/volunteer positions

- *New Orleans Master Plan – How We Live working group* (current)
- *Advisory council, Louisiana Housing Trust Fund (as representative of homelessness coalition)* (2007)
- *Board of directors, Louisiana Housing Alliance* (2007)
- *Fannie Mae Foundation Fellow, Senior Executives in State and Local Government program*, John F. Kennedy School of Government, Harvard University, June 2006
- *Long-Term Community Planning Task Force*, Louisiana Recovery Authority (2005- 2007)
- *Board of directors, Greater New Orleans Fair Housing Action Center* (current)
- *Board of directors, Association of Class Leaders, Brown University* (through June 2006)
- *CBNO/MAC Metropolitan Leadership Forum, New Orleans, Class of 2004*

Education

Harvard University -- John F. Kennedy School of Government (1992) -- Master's degree in Public Administration

Brown University (1977) -- A.B. in Political Science

Metairie Park Country Day School (1973) -- Metairie, Louisiana

Denise Ackoury

From: Steve Wall [stevewall@live.com]
Sent: Thursday, March 12, 2009 4:41 PM
To: Employment Opportunities
Subject: Vice President LHFA
Attachments: resume08.doc

Steven A. Wall

212 E. 24th Ave. No. 4
North Wildwood, NJ, 08260
Home: (609) 846-7974
Mobile: (610) 955-3656
stevewall@live.com

Dear Hiring Manager,

Today's economy requires exceptional senior operating and management executives who possess a unique blend of leadership, vision, broad-based experience, and the ability to deliver superior results. I am such a person.

Throughout my career I have utilized my leadership, planning, and managerial skills to consistently increase revenues, reduce costs, and drive customer satisfaction. As my résumé demonstrates, I have:

- ◆ Utilized my business experience and market expertise to found, structure and operate several companies from inception.
- ◆ Establish successful sales and quality control departments insuring customer satisfaction and increasing clientele loyalty.
- ◆ Implemented new and innovative avenues of profitability
- ◆ Applying my technical knowledge to increase functionality and organization.

My success is due, in part, to my ability to communicate with others. It has enabled me to harness the potential of all levels of employees and motivate them to achieve superior results. Additionally, it has aided me in the recruitment, mentoring, and retention of exceptional personnel dedicated to excellence.

Since I am currently seeking new challenges, I would appreciate the opportunity to discuss your needs and my potential contributions.

Sincerely,

Steven A. Wall

Steven A. Wall

212 E. 24th Ave. No. 4
North Wildwood, NJ, 08260
Home: (609) 846-7974
Mobile: (610) 955-3656
stevewall@live.com

Summary:

Over 17 years of direct experience within the Mortgage Lending industry; successfully holding positions from Loan Officer to Executive Management. Enabled through this experience and knowledge to manage multiple tasks in a time intensive environment with wisdom accuracy and efficiency. Possessing outstanding organizational and interpersonal skills together with strong analytical practices has gifted me capabilities in discovering critical points in complex situations. Articulate and intelligent supporting a motivational management style with forte in operations and sales management.

Areas of Experience:

- ❖ Sales, Sales Motivation, Management and Training
- ❖ Retail, Wholesale, Commercial and Secondary Market Mortgage Operations
- ❖ Complete Understanding of Associated Laws, Compliances and Regulations
- ❖ Underwriting/Credit Risk Analysis (Conforming, Government and Non-Conforming)
- ❖ MS Certified Systems Engineer (MCSE), MS Office User Specialist/Certified Trainer. (MOUS/CMT).
- ❖ Voice and Data Network Engineering, Server and Database Administration
- ❖ Maintain Certification for Mandatory CE for Commonwealth of PA. (Laws, Ethics, and Fraud prevention)
- ❖ Strong Understanding of Residential and Commercial Development

Experience:

Acquisition Mortgage, LLC

3/2007-3/2008

Vice President of Operations

A full service Mortgage Banker offering retail, wholesale and commercial products. Brought on to structure and facilitate the opening and successful operation of Acquisition Mortgage and its subsidiary, Acquisition Home Loans. *Responsible for the Development of all bank facilities, operations, infrastructure and technology.*

- ♦ Created 5 year business plan and Performa
- ♦ Through existing relationships secured warehouse lines of credit and correspondent approval with top level investors.
- ♦ Initiated FHA approval.
- ♦ Developed wholesale division.
- ♦ Directed the hiring of key management and subordinate staff.
- ♦ Day to day management of the organization.
- ♦ Personally oversaw all commercial transactions

Acquisition Home Loans, LLC

8/2007-3/2008

Vice President of Operations

A First/Second broker subsidiary of Acquisition Mortgage, founded to cater specifically to the independent real estate agent through a joint venture offering.

Development of all broker facilities, operations, infrastructure and technology

- ♦ Coordination and structure of sales, processing, underwriting and closing departments
 - ♦ Created unique platform for member agents to access our technology remotely
 - ♦ Instilled strong investors through existing relationships
 - ♦ Created 5 year business plan and performa
-

Experience:-Continued

ADVENT Home Mortgage Corporation 8/2004-12/2006

Vice President of Operations

A full service mortgage lender offering retail and wholesale products specializing in manufactured housing.

Initial objective was the development of the corporation into 13 additional states as a licensed lender

- ♦ Development of wholesale book of business through existing broker relationships
- ♦ Creation of retail department and ecommerce division
- ♦ Origination, structure and processing of mortgage loans
- ♦ Oversaw day to day operation of the organization

ICON National Finance, Inc.

4/2001 - 6/2004

President/Co-Owner

A full service mortgage broker licensed in seven states

As founder and President, primary obligation was the operation and administration of all facets of the corporation

- ♦ Developed commercial lending relationships
- ♦ Generated streamline origination and processing system expediting the loan process
- ♦ Oversaw all operations and production departments
- ♦ Origination of retail mortgage loans

Synergy Direct Mortgage

1/2000 – 3/2001

Executive Vice President/Co-Owner

A full service Mortgage Broker

Pride Mortgage Corporation

3/1994-12/1998

President/Owner

A full service Mortgage Banker

Education:

Computoss Technologies

2001-2002

Christiana, DE

- ♦ Microsoft Certified Systems Engineer (MCSE)
- ♦ Microsoft Office User Specialist (MOUS)
- ♦ Certified Master Trainer (CMT)

Warren College

1988-1989

Ledgewood, NJ

- ♦ Business Administration

Berachah Christian Academy

1985-1988

Dallas, TX

- ♦ High School Diploma
-

Kecia Glynn McConathy

P.O. Box 595

Natchitoches, LA 71458

Home: (318) 356 – 0729

Cell: (318) 419 – 0568

krglynn@bellsouth.net

CAREER OBJECTIVE: To apply my extensive experience, knowledge, skills and abilities in the area of Vice President, for the Louisiana Housing Finance Agency. I feel that my years of experience in that area support my desire for the position of Vice President. I am especially interested in positions that offer opportunities for leadership, initiative, and additional training.

WORK EXPERIENCE:

Account Executive

09/1997 – Present

The Coordinating & Development Corporation (CDC), Natchitoches, LA

To implement, manage, and market the Workforce Investment Act program. In particular, exercising maximum effort to ensure optimal benefit to customers, employers, and partners. My position as Account Executive in the office in Natchitoches Parish involves considerable autonomy and the ability to work independently. I have served the total labor needs of our community for over 11 years. My responsibilities include the following:

Customer Service

Our office has always been at the front of efforts to maximize customer service. Our goal is to serve as both the interface between the labor force and employer and as a proactive force in the long-term development of the regions labor force. Our means and methods have evolved in response to national and state directives while always looking to provide for the needs specific to the individual and our area. We are both an information source and career development facility. As a “One Stop Shop”, we provide a full range of career services through self-guided resources and staff assisted activities. Our resources include the “Virtual one stop”, and staff assisted services (resumes, interviewing techniques, job search, instruction in soft skills and mode of presentation, etc). My responsibilities have been to oversee and direct all the activities of our office. These also include:

- Attend Unemployment Insurance orientations and other workshops to exchange information on WIA services.
- Determine eligibility for intensive services and needed training by obtaining and verifying personal information on customers such as birth certificates, social security cards, income etc.
- Insure the protection of the privacy of customers when gathering, recording, storing and sharing confidential information.
- Customer interviews to determine needs relative to total community resources.
- Review available information to determine eligibility for services with other agencies, and refer the customer as appropriate.
- Review the total service plan to ensure the full resources available are brought to bear on the customers needs in order to achieve the most effective delivery of services.

Case Management

Evaluate customers with an intensive career assessment, as well as a basic skills assessment to determine whether the customer would be suitable for his or her desired training choice. Verify WIA eligibility of training school and training course. Develop and implement an Individual Employment Plan (IEP) as a result of full customer collaboration. Monitor and adjust the Individual Employment Plan (IEP) throughout the customers training relative to goals and objectives. Develop a financial plan for the customer by using an Individual Training Account (ITA) to determine total cost of training, and monitor expenditures of the training funds throughout the customers training. Maintain close contact with customers during training in order to resolve any problems that arise. Collect any follow up information and follow up for 12 months after exit.

Associated Responsibilities:

LAVOS (Louisiana Virtual One Stop)

Ability to proficiently navigate the LAVOS system for customers, employers and staff. Maintain each customers on-line file by managing case notes, activities, the ending dates of activities, exit information and follow up (if applicable).

Employers

Contact employers to solicit orders for job vacancies, determining their requirements, and recording relevant data such as job descriptions. Refer qualified customers to employers for interviews. Solicit employers for on-the-job (OJT) contracts.

On the Job Training Contracts

Establish an OJT contract between the employer and CDC including the cost of the contract. Determine potential employee(s) WIA eligibility and certify them. Complete monthly invoices on the number of hours worked and reimbursement amount.

Related Employment

Summer Youth Counselor

04/1997 – 09/1997

The Coordinating & Development Corporation, Natchitoches, LA

Responsible for supporting the full range of summer youth activities. Received applications and the necessary supporting documentation used to determine eligibility. Assisted with the administration and scoring of guidance assessments. Monitored summer work sites for compliance with the Federal Child Labor Laws. Resolved problems on the work site as they arose.

Student Worker

09/1995 – 04/1997

Career Evaluation and Information Center (CEIC), Natchitoches, LA

This was a VA work-study position (Chapter 35). My responsibilities were to maintain the library and career resource materials and assist patrons in utilizing the largest career collection in the Southern US. Other responsibilities included data collection, processing, and management tasks under the direction of center staff. The CEIC served as a national model for welfare reform under PL 100-485. It developed cutting edge use of technology to advance its goals. I readily developed skills specific to the CEIC program and assumed significant responsibilities related to computer management of information. This work situation inspired a true love and dedication to the delivery of the Life Changing services associated with career interventions.

Direct Care Worker

07/1994 – 08/1995

Cane River Children's Services, Natchitoches, LA

Responsible for providing supervision for the residents of the girl's home. Provide direction, guidance and assistance to the residents as well as supervise daily activities. Maintain daily documentation as required. Insure the support of the Milieu therapy. Support problem solving as per program design. Provide a variety of supportive actions to the residents including transportation and supervision of residents to shopping areas and appointments.

EDUCATION:

- 1995 Bachelor of Science – Political Science
Northwestern State University of Louisiana
- 1989 Peace Officer Standard Training Academy (POST) Certification
Lafourche Parish Sheriff's Office
- 1987 High School Diploma
Sea Pines Abroad College Preparatory School
Faistenau bei Salzburg, Austria

CERTIFICATIONS: Community Development Works, Community Builders Skills Course sponsored by the Rapides Foundation. Community Development Works, Community Builders sponsored by the Rapides Foundation Grant writer's course.

AFFILIATIONS/MEMBERSHIPS: Society for Human Resources Management (SHRM), Mid LA SHRM #0682 Office held: President 2008-2009, Area Business Advisory Council, and Advisory Committee for the Louisiana Technical College – Natchitoches Campus Office held: Secretary. I am also a Notary for Natchitoches Parish.

ADDITIONAL SKILLS: Computer Skills – proficient in Microsoft Word, Excel, Access, and Internet.

REFERENCES: *Available Upon Request*

Kecia Glynn McConathy

P.O. Box 595

Natchitoches, LA 71458

Home: (318) 356 – 0729

Cell: (318) 419 – 0568

krglynn@bellsouth.net

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Faistenau bei Salzburg, Austria

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ADDITIONAL SKILLS: Computer Skills – proficient in Microsoft Word, Excel, Access, and Internet.

REFERENCES: *Available Upon Request*

BRIAN W. SPENCER

Address: 1004 Claire Ct. - Slidell, LA 70461

Phone: (985) 607-5240

Email: b_spencer1@bellsouth.net

To Whom It May Concern:

I am highly interested in being considered for the Louisiana Housing Finance Agency Vice President position that is currently available. With over 15 years experience in financial services sales and management and compliance oversight, I am confident that I can make a positive contribution in this position. To acquaint you with my qualifications, I am submitting my resume. In advance, thank you for your consideration.

As demonstrated in the accompanying documents, I have built a successful career, progressing from a Branch Office Manager and Sales Manager to my current title of Realtor with Keller Williams. I offer a comprehensive knowledge of financial operations, administration and technologies, with a consistent track record of identifying, developing and executing new ideas and approaches toward generating results. I excel in strategically managing resources to optimize productivity, efficiency, quality, and safety while containing and reducing operating costs. A hands-on leader, I am highly effective in training, scheduling, developing, evaluating, and directing diverse personnel. I have successfully developed job descriptions and performance standards as well as operational policies and procedures instrumental to boosting performance levels. To complement my successful professional background, I have completed extensive training in leadership, financial technologies, banking operations management, regulatory standards compliance, and related topics over the past 15 years and maintain current knowledge of emerging technologies, etc.

As an employee, you will find me to be a driven team player committed to supporting you in achieving your objectives through superior performance. I welcome the opportunity to meet with you at your earliest convenience, and look forward to interviewing with you in the near future.

Sincerely,

Brian W. Spencer

BRIAN W. SPENCER
1004 Claire Court
Slidell, LA 70461
Daytime: (985) 607-5240
Evening: (985) 643-8545(voice)
E-mail: bspencer1@bellsouth.net

EDUCATION

- University of Colorado at Colorado Springs, CO, Bachelors Degree in Psychology, May 1992
- Brighton Senior High School, CO. High School Diploma, May 1987

HIGHLIGHT AND QUALIFICATIONS

- Diverse background in all aspects of personal financial services and financial service products
- Capable of analyzing and preparing financial reports
- Able to communicate effectively
- Experience in the areas of recruiting, employee relations, benefits and compensation
- Identify training needs and deliver training programs to employees
- Proven record of outstanding customer service
- Proficient in Microsoft Office programs, Power Point, Word, Excel, financial reporting software
- Recommend actions to ensure compliance with laws and regulations to protect customers, employees and institutions
- Establish and implement guidelines for new and revised procedures, policies for regulations.

EXPERIENCE

Realtor

Keller Williams Realty Professionals

December 2008 – Present

Responsible for working with prospective renters, buyers, and sellers of property for clients on commission basis. Study property listings to become familiar with properties for sale. Review trade journals and attend staff association meetings to keep informed of marketing conditions, property values, and legislation. Interview prospective clients to solicit listings. Accompany prospects to property sites, quote purchase price, describe features, and discuss conditions of sale or terms of lease. Write real estate contracts, deeds, leases, and mortgages, and negotiate loans on property. Assist buyers and sellers in obtaining pertinent information or services, such as finance, maintenance, repair, or appraisal. Conduct seminars and training sessions for sales agents to improve sales techniques. Prepare closing statements, oversee signing of real estate documents, disburse funds, and coordinate closing activities.

Senior Loan Originator

Indymac Bank/ Prospect Mortgage

April 2008 - November 2008

Responsible for interviewing applicants to collect and analyze financial status, including income, assets, debts and credit data. Analyze needs, desires, and earnings to assist in determining whether borrower will be an acceptable risk. Assist in the analysis of financial data and extract and define relevant information. Interpret data for the purpose of determining past financial performance and/or to project a financial probability. Extract financial data from various accounting and information systems, determining which products best meet the customer's needs and financial circumstances and advise potential borrowers of the most appropriate mortgage loan programs. Proactive and knowledgeable in the

areas of the Community Reinvestment Act, compliance with fair lending laws and regulations, privacy regulations, the Bank Secrecy Act, USA PATRIOT Act, and/or the Truth-in-Lending Act.

Branch Manager/ Senior Loan Originator
Benchmark Mortgage

August 2005 – April 2008

Manage a team of six loan originators and processors that solicit and originate a wide variety of mortgage products. Responsible for interviewing applicants to collect and analyze information regarding current financial status including income, assets, debts and credit data. Analyze needs, desires, and earnings to assist in determining whether the borrower will be an acceptable risk. Assist in the analysis of financial data and extract and define relevant information. Interpret data for the purpose of determining past financial performance and/or to project a financial probability. Extract financial data from various accounting and information systems determining which products best meet the customer's needs and financial circumstances and advise potential borrowers of the most appropriate mortgage loan programs. Review and analyze programs to improve the operational and financial effectiveness of the branch. Prepare financial and regulatory reports required by laws, regulations, and Boards of Directors. Point of contact for actions related to recruitment. Assist with employee relations, training, benefits and compensation.

Sales Manager/ Loan Originator
New Century Mortgage

April 2003 – August - 2005

Manage a team of fourteen Loan Advisors that solicit a wide range of mortgage loans and financial programs. Responsible for determining which products best meet the customer's needs and educating potential borrowers on different financial products and the most appropriate mortgage loan programs. Train staff on topics related to compliance issues, including issues involving evaluation of compliance management, compliance with fair lending laws and regulations, privacy regulations, USA PATRIOT Act, and/or the Truth-in-Lending Act. Verify documents for completeness and compliance with government and private agencies. Point of contact for actions related to recruitment. Assist with employee relations, training, benefits and compensation. Use various software applications, such as spreadsheets, relational databases, statistical packages, and graphics packages to assemble, manipulate and/or format data and reports.

Independent Network Consultant
NexGen Networks, LLC

August 2001 – April 2003

Sales, design and implementation of networking services and hardware solutions to new and existing client. Develop and present technical LAN/WAN network documentation included informal sales proposals. Perform detailed troubleshooting, and configurations on operating systems including Windows 95, 98, 2000 and NT and Cisco based LAN/WAN infrastructures. Develop financial reports for forecasting, trending, and result analysis.

Branch Office Manager/Registered Principle
Protrader Securities

June 1998 – August 2001

Manage an electronic day trading office that consisted of four employees and fourteen traders. Responsible for new account solicitation which grew 350%, including the largest institutional account to date. Manage order-flow, trader compliance with all regulatory bodies specifically the NASD, SEC and state regulatory agencies. Handle personnel actions including new hires, promotions, and demotions. Initiate and approve additions, deletions, or adjustment in payroll records and compensation. Prepare reports and exhibits that detail office safety and soundness, compliance with laws and regulations, and recommend solutions to questionable financial conditions. Solely maintain a small sized LAN/WAN consisting of PCs and servers running several different proprietary electronic trading software platforms.

Develop procedures to improve timeliness and accuracy of data and information flow to all areas of the organization.

Branch Office Manager/Registered Principle
Block Trading

July 1996 – June 1998

Management of an electronic day trading firm, with seven employees and twelve traders responsible for new account solicitation which grew 300%. Manage order-flow, trader compliance with all regulatory bodies specifically the NASD, SEC and state regulatory agencies. Prepare reports and exhibits that detailed office safety and soundness, compliance with laws and regulations, and recommended solutions to questionable financial conditions. Develop procedures to improve timeliness and accuracy of data and information flow to all areas of the organization. Handle personnel actions including new hires, promotions, and demotions. Initiated and approved additions, deletions, or adjustment in payroll records and compensation. Proactive EEO leader and effectively motivating and training junior personnel.

Branch Office Manager
Olde Discount Stock Brokers

March 1993 – July 1996

Management of a ten broker office, responsible for individual and office retail commission sales by soliciting new customers and working with existing customers to determine which financial products best met the customer's needs. Ranked consistently in the top 8% nationwide and in the top 1% regionally in personal production. Responsible for NASD and SEC compliance and recommending actions to ensure compliance with laws and regulations, enforcing the integrity and fiduciary responsibility of the sales associates. Actively recruit and select new trainees for key competencies and characteristics necessary to be an effective strategic leader. Developed recruitment program and training logistics. Responsible for the review of daily production and daily trading activity of assigned subordinates. Coordinate operational and client service support for the Branch and for newly recruited Financial Advisors.

CERTIFICATION AND TRAINING

- CISCO, Certified Network Associate
- Mortgage Originator License, LA and MS
- NASD, licensed General Securities, Register Principal, General Options Sales Principle, Equity Trader, General Sales Principle (Series 7, 63, 24, 4, 55 and 8)
- Louisiana Real Estate License

COMMUNITY INVOLVEMENT

- St. Margaret Mary's Men's Club
- Business Network International Leadership Counsel
- Member of the Slidell Chamber or Commerce

TRACEY L. GRAHAM

9813 Hadrians Way * Shreveport, Louisiana 71118 * (318) 464-4441

OBJECTIVE: A management position using experience in CRA compliance, lending, direct sales, operations management, systems applications – as well as strong public relations and customer service skills.

EDUCATION: Bachelor of Science: Accounting, 1991

COMPUTER Excel, PowerPoint, Microsoft Word, Mortgage Ware and E3(Mortgage Systems)

EXPERIENCE:

BancorpSouth Mortgage Department, Shreveport, La February 2004-Present
Assistant Vice President Mortgage Loans-CRA Compliance Officer

- * Leader in Regional CRA goals.
- * Foster relationships with Non-profit counseling agencies and City of Shreveport
- * Work with customers to council them on credit and how to better qualify for a mortgage
- * Pre-qualified potential loan customers and structured loan packages for underwriters.
- * Research and recommend new products to upper management. (Federal and State funds)
- * Met and exceeded company mortgage loan goals and pipeline goals.
- * Tailor financial proposals based on analysis of customer needs.
- * Responsible for adhering to State and Federal Government regulations as it pertains to Equal housing lending guidelines
- * Generate *Respa Documents* and follow ups to solicit commitments and financial verification.
- * Practice sound compliance on all loans transactions. (Fair lending and full disclosure)
- * Set up and attend closings with customers and third party attorneys.
- * Specialize in first time homebuyer down payment assistance programs. (LHFA Bond programs)
- * Conduct first time homebuyer classes in Shreveport and all the surrounding areas.

Dryades Savings Bank-New Orleans, La-Shreveport, La March 2003-February 2004

- *Opened LPO here in Shreveport as a test market for the bank.
- * Responsible for all mortgage generated out of the Shreveport/Bossier areas.
- * Responsible for hiring of potential employees.
- *Foster relationships with local non-profits to develop lending opportunities.

Wells Fargo Home Mortgage: Shreveport, Louisiana August 2002-February2004
SENIOR HOME MORTGAGE CONSULTANT

- * Prospect new and existing customers to interview and consult them on their home mortgage needs.
- * Prospect Financial Planners, Attorneys and other professionals for referral relationships to help our clients achieve their financial goals.
- * Coordinate with at least 6 people on each transaction to help overall customer service to all parties involved by keeping them knowledgeable about the process on their home loan.
- * Process at least 10 loans a month and coordinate all closings and customer service issues on all loans submitted.
- * Maintain a customer database in excess of 200 clients.
- * Hold seminars to large groups to explain the lending process and field questions about credit, home financing and debt management,

RECEIVED

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LOUISIANA HOUSING FINANCE AGENCY
HUMAN RESOURCES

Centex Home Equity Corporation: Shreveport, Louisiana

April, 2001-Aug 2002

SENIOR MORTGAGE ORIGINATOR

- * Responsible for all purchase money transactions for the Shreveport location.
- * Responsible for producing one-third of branches loan volume and revenues.
- * Counsel potential customers on understanding the purchase process as well as personal credit importance.
- * Originate various mortgage loans consisting of Conventional purchases and refinances.
- * Provide detailed home purchasing and refinancing information to various community organizations by holding periodic mortgage seminars.
- * Make weekly sales calls to local realtors, banks, finance companies, and other competitors who do not offer similar loan programs.

Associates Home Equity Services: Shreveport, Louisiana

Apr.1998 – Apr. 2001

SENIOR MORTGAGE ORIGINATOR

- * Made cold calls to local builders and realtors for alternative financing for their customers.
- * Assisted manager with motivating and training of new originators on company and federal regulations.
- * Pre-qualified potential loan customers and structured loan packages for underwriters.
- * Cleared underwriting conditions for loan approval.
- * Met and exceeded company mortgage loan goals and pipeline goals.
- * Assisted in leading weekly sales meeting with staff in order to motivate and set individual loan goals.
- * Market services to prospects gathered from courthouse records and corporate accounts throughout Louisiana and East Texas using knowledge of lending laws of both states.
- * Mail out letters offering free debt analysis. Make sales presentations in follow up calls describing mortgage loans with no out-of-pocket costs.
- * Tailor financial proposals based on analysis of customer needs.
- * Responsible for adhering to State and Federal Government regulations as it pertains to Equal housing lending guidelines
- * Generate *Respa Documents* and follow ups to solicit commitments and financial verification.
- * Set up and attend closings with customers and third party attorneys.
- * Answer questions about terms and assure customer satisfaction.
- * **Promoted to Sales Team Leader** based on individual annual performance; responsible or leadership and guidance of three additional staff members.
- * Solicited fortune 500 corporations for business referrals.

Norwest Financial: Shreveport, Louisiana

July 1993-Apr 1998

BRANCH MANAGER

- * Prepared periodic, monthly, and annual financial statements, sales reports, and other performance indicators
- * Responsible for collection of corporate receivables in excess of \$6 million.
- * Coordinated the development of annual operating plan and budget
- * Responsible for insuring compliance of all policies and federal regulations effecting daily branch operation.
- * Established and maintained company's third party commercial contract agreements
- * Negotiated programs with retail stores and dealerships; closed with dealer agreements.
- * Used positive selling skills to maintain on-going, mutually productive relationships with individual customers as well as commercial accounts.
- * Responsible for recruitment, hiring, supervising of branch sales team and customer service staff.
- * Analyzed previous year's performance and forecasted annual budgets.
- * Set monthly, quarterly, and annual sales growth and profit goals based on previous branch performance and estimated corporate projections
- * Responsible for coaching and development of staff in order to obtain performance goals
- * Managed quality control of consumer and commercial loan applications, as well as account maintenance

Mobil Oil Corporation, Marketing & Refining Division

June 1991-June 1993

SENIOR ACCOUNTANT in Dallas, Texas (6/91-12/92)

- * Served as corporate representative to individual franchise owners in order to promote growth of greater sales growth opportunities.
- * Coordinated fixed asset information with corporate engineers utilizing G.A.A.P. procedures to insure proper tax benefit for the company and franchises.
- * Responsible for monthly accounting of corporate fixed asset inventory.
- * Provided monthly presentations to management regarding enhancement of reporting procedures and time management.
- * Provided engineers and field supervisors with information for logistics management.
- * Promoted to **SALES & BUSINESS CONSULTANT** in Fairfax, Virginia (1/93-6/93)
- * Called on Mobil service station owners; covering a territory in Virginia and Maryland;
- * Analyzed profit and lost statements to make recommendations sales and cost.
- * Identified shortfalls in performance quality using knowledge of corporate standards.
- * Developed and authored three manuals defining procedures for accurate and timely completions of annual tax, monthly reconciliation, and general accounting reports.
- * Trained new accounting staff members in reporting procedures by utilizing Lotus 1-2-3.
- * Resolved several problems with undocumented paid expenses in past years' records.

REFERENCES: Upon Request

ANTHONY PERNICIARO

80 DESCANSO DRIVE # 1429
SAN JOSE, CALIFORNIA 95134
PH: 408-857-3539
EMAIL: anthonyperniciaro@yahoo.com

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

RE: Opportunity for Vice President, Louisiana Housing Finance Agency

Dear Chairman, Louisiana Housing Finance Agency:

After reading the job description for this opportunity, I am interested. I have a successful finance (mortgage) and management background along with a law degree that could benefit the Louisiana Housing Finance Agency. My skills are unique and fit this position well. I have the w-2's to prove my successes.

My particular interest in this opportunity with the Louisiana Housing Finance Agency stems from the 12 years of experience in the mortgage business with a focus on finance and management. During that time, I was an integral part of large companies requiring revenue growth, production, sales growth, and consistent cost reductions. My law degree has provided superior creative problem solving skills, analytic abilities, and conceptual abilities to succeed at every level of a corporation.

The management and sales skills I hold specific to your company include:

- Management of territories of up to two states – Louisiana/Mississippi
- Management of branch locations
- Meeting revenue growth expectations, sales growth and cost cutting
- Working closely with business partners and clients, B2B.
- Conducting weekly and monthly training classes
- “Circle of Excellence” achievements

Chairman, Louisiana Housing Finance Agency, I look forward to scheduling an interview at your convenience. After Hurricane Katrina, I moved to California. However, I would enjoy living in Louisiana again for an excellent opportunity. My number is 408-857-3539. My email is anthonyperniciaro@yahoo.com.

Respectfully yours,

Anthony Perniciaro
Enclosure

ANTHONY PERNICIARO -----

80 Descanso Drive # 1429, San Jose, California 95134
408-857-3539, email: anthonyperniciaro@yahoo.com

STATEMENT OF QUALIFICATIONS

Business professional with a strong background in mortgage industry, legal industry, management, (manager / area sales manager over two states), sales to all levels of clients, underwriting, collection, quality control, client services, call centers, foreclosures, real estate title issues, credit analysis. Possess superior customer relations, organization, planning, and oral and written communication skills. Worked for national firms and currently self employed; keen ability to work well with a wide range of people from diverse cultures.

AREAS OF EXPERTISE

- | | |
|---------------------------------------|--------------------------------------|
| √ Success On All Levels | √ Leadership Skills/ Public Speaking |
| √ Legal Issues | √ Training/Motivating Sales Staff |
| √ Mortgage Industry | √ Collection of Various Debt Types |
| √ Financial Analysis | √ Excel/Word/Outlook |
| √ Customer/Public Relations/Marketing | √ Research of Financial/Legal Issues |

EDUCATION

Juris Doctorate, John Marshall Law School, Chicago, Illinois (1993)

Bachelor of Business Administration, Concentration in Finance and Management, Loyola University, New Orleans, Louisiana (1989)

(Continuing Computer Technology Training) Mission College, San Jose, California, (2008)
Excel 2007 Version: Received a Grade of "A"

REPRESENTATIVE ACHIEVEMENTS AND EXPERIENCE

- Mastery of mortgage industry on all levels of finance, loan closing, servicing, management and sales
- Law Degree provides an elevated base of knowledge for success in various industries such as financial, medical, and marketing
- Extensive contact and practical interaction with personnel in all facets of the operations process in mortgage lending from sales to closing including credit analysis, account managers, underwriters, team leads, and regional vice presidents
- "Ranked second in the country" for production and sales while at Aegis Funding Corporation as Area Sales Manager overseeing two state area
- Responsible for hiring and training people for 12 years
- Underwriting and selling of industry products for 12 years
- Intricately involved in quality control aspect of the operations process and verifying any and all information including asset values, supporting income, title problems, government regulations, and funding process
- Extensive practical application and negotiation involving collections processes, workouts, reviewing closing documents, bankruptcy issues, and foreclosure issues

PROFESSIONAL EXPERIENCE

1/1/06 – Current INFINITY INVESTMENTS, L.L.C. (self employed in California)

- Creative investment through a variety of financial instruments
- Financial Consultant
- Sales and purchase of financial instruments according to market timing
- Research and data mining of information to grow investments to full potential

1/15/03 – 10/30/2005 AEGIS FUNDING CORPORATION

Area Sales Manager for Louisiana and Mississippi

- Within 6 months, revenue and production in assigned territory soared at this top thirty mortgage company from last place to a consistent level
- In 24 months, area production and revenue reached levels that ranked within “top 5% in the country”
- Developed, designed and implemented marketing and production plan
- Received prestigious company award “Circle of Excellence” as a result of a “681% increase” in loan production
- Consistently generated monthly revenue increases from \$ 36,000 to \$ 220,000

02 /1994 – 11/2002 SOUTHERN MORTGAGE COMPANY

Branch Manager, New Orleans, Louisiana

- Responsible for implementing all strategic planning related to production of gross revenues, sales techniques, loan production, and marketing plans
- Trained and supervised staff of eight to cultivate business relationships and maintain consistent levels of revenue growth and increases in production
- Closed over 1,500 real estate loans in 9 years
- Received “Broker of the Month” award from publicly traded company in November 2000, Long Beach Mortgage, now a division of Washington Mutual
- Designed and developed a unique marketing plan that resulted in a 90% increase in production and revenue in only one year and received “Most Valuable Player Award” from a former publicly traded company, United Companies (Unicor), in recognition of production and ability to work in a team environment
- Extensive application of numerous subprime and conforming mortgage industry underwriting guidelines applied in the realm of large national companies

Lori Crochet-Doré, MBA

147 Hinsons Ford Road • Amissville, VA 20106 • C: 703-732-2045 • locrodo69@yahoo.com

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

RE: Vice President, Baton Rouge

Good Afternoon Sir,

I would like to formally apply for the position of Vice President located in Baton Rouge for Louisiana Housing Finance Agency. I offer 16 years of progressive experience in Financial and Strategic Leadership in small to medium sized organizations where I have been asked to be cross-functional handling more with less. My resume showcases my dedication to meeting and exceeding expectations and requirements of both internal and external customers. While meeting expectations, I have formed and sustained relationships with internal and external audiences.

My resume showcases my experience in finance while expounding on my knowledge of human resources, marketing, contracts, vendor and project management. My experience is enhanced with my Masters in Business Administration and Bachelor of Arts in Communication.

I enjoy the challenge and organization necessary to work and excel in a fast-paced environment. In a 360 review, fellow employees have noted ...” Lori is the definitive 'people person'--she is incredibly intuitive, outgoing, and caring. Lori brings an amazing level of dedication and enthusiasm to her work, and has always maintained a positive outlook in the face of many challenges.”

My family is moving back to Louisiana for my daughter to attend college! This opportunity would allow for me to be in Baton Rouge close to her! I would appreciate discussing the value adds that my experience and education can offer your organization and Louisiana.

Please phone me at 703-732-2045 or by email at locrodo69@yahoo.com to schedule either a phone or in person interview.

Thank you,

Lori Crochet Doré, MBA

Lori Crochet-Doré, MBA

147 Hinsons Ford Road • Amissville, VA 20106 • C: 703-732-2045 • locrodo69.com

PERSONALITY HIGHLIGHTS:

Organized, motivated and detail-oriented strategic thinker who can work both, independently and collaboratively

Highly regarded professional offering intellectual rigor, strong analytical skills, sound judgment as well as the ability to listen

Charismatic oral and written communicator fostering an effective and open atmosphere ensuring an organized flow of information

EMPLOYMENT HIGHLIGHTS:

16 years of Finance and Operations

10 years Executive Finance and Operations Experience

Strategic Thinker collaborating with CEO, Chair of the Board and senior management teams

Visionary Leader: ensure proper operational controls and procedures, administrative reporting procedures, and human capital management forming an operational effectiveness fostering an optimally run organization

- Increased A/R by 1 Million in a three month period
- Developed and implemented an efficient scheduling procedure and collections module that allowed for a 38% increase
- Streamlined the invoicing process, which resulted in a 75% reduction in administrative overhead
- Maintained financial controls and integrity of the Company's cash, receivables and payables
- Established and managed annual organization budget of \$10 million to include 4 teams, expenses by teams and office, use of overhead consultants and calculating the annual fixed cost through Earned Value Management Reporting
- Ensured quality and timeliness of all required tax filings, financial and business reports
- Developed and produced a weekly/monthly set of financial metrics including weekly cash flows, A/R, AP, P&L, cost/benefit reports and client reports
- Developed and implemented efficiency procedures to decrease expenditures
- Developed policy and procedure manual operational excellence to include vendor and contract policies

Human Capital Management: Locations through out US and internationally

- Direct Management of 30 and indirect management of 250 team members
- Employee development, recruitment and selection, compensation and benefits, policy administration, organizational design and development, training, performance management, employee relations and labor relations
- Working knowledge of current government regulations related to employment law, including FMLA, ADA, WC, EOE, and COBRA
- Recruitment, in and out processing, disciplinary counseling, termination and administration of the incentive program
- Established measurable objectives for core skills through: need assessments, employee and management buy-in, appraisal modification, and employee communication

Lori Crochet-Doré, MBA

147 Hinsons Ford Road • Amissville, VA 20106 • C: 703-732-2045 • locrodo69.com

Change agent ensuring an efficient operationally sound office environment

- Designed and implemented corporate messaging and branding: fund-raising, marketing and public relations campaigns to include radio, television, print and mail
- Increased Sales by 70% while decreasing expenditures in advertising by 50%
- Event Planning included New Orleans Saints Kid's Club, USMC Quantico Marine Base, United State Coast Guard Headquarter, United State Army
- Top 10 producer in Corporate Sales
- Captured \$1.3 Million in new sales
- Created and delivered seminars and workshops utilizing Microsoft Office tools

Contracts negotiation including the New Orleans Saints, government and medical

- Contracts Management : Cost Estimates, Client Relations and Management, Developing Budgets and Scope of Work, Feasibility Assessments, Work Proposal, Track Billable and Non-Billable Hours
- Negotiated and managed contracts and agreements for organizational operations, i.e., insurance coverage, service agreements and facilities management
- Negotiated and managed IT system to include: system purchases utilizing cots products, maintenance, and vendor relationships as primary liaison

EDUCATION:

2007 Masters of Business Administration, Averett University, VA

2000 Bachelor of Arts Communications, Nicholls State University, LA

CORE STRENGTHS:

- Strategic Planning
- Policies Development
- HR Administration
- Process Improvement
- Change Agent
- Operations Management
- Executive Relationships
- Presentations & Public Speaking
- Marketing Program Development
- Events Planning
- Financial Management
- Budgeting & Forecasting
- Contract Negotiations
- Contract Management
- Cost Control

Denise Ackoury

From: Lori Crochet-Dore [locrodo69@yahoo.com]
Sent: Thursday, March 12, 2009 2:11 PM
To: Denise Ackoury
Subject: VP in Baton Rouge
Attachments: CrochetDoreLori.doc; LA Cover letter.doc

Dear Denise,

I appreciate the time you took out of your day to return my phone call! I appreciate the offer of your email which allowed me to apply for stated position.

Thank you for forwarding my resume and coverletter to the Chairman.

May you have a wonderful day,

Lori Crochet-Dore'

Denise Ackoury

From: Lenny Wormser [lwormser@i10dev.com]
Sent: Thursday, March 12, 2009 11:41 AM
To: Employment Opportunities
Subject: your advertisement for Vice President
Attachments: WormserResume09.doc

March 12, 2009

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

Dear Sir-

I am writing in response to your advertisement concerning the Vice President position within the LHFA. Thank you for taking the time to review my qualifications. I am very interested in working for your Agency and know I could add tremendous value to the organization.

With over 20 years of experience in commercial and residential real estate development including purchase agreement negotiation, securing and structuring financing, joint venture/partnership formation, and implementation of strategic marketing plans, I believe that my knowledge concerning these and other related issues could be most beneficial to your company. My sense is that my diverse background on substantially all types of real estate and business ventures encompassing hotels, retail, mixed use residential developments, self storage, and nursing home and retirement communities, sets me apart from other applicants who may not have my extensive "ground up" business and real estate development expertise. Please see my resume attached for your review.

My role in each transaction included highest and best use evaluation, site selection, raising capital (debt and equity), successfully obtaining entitlements for properties in high barrier to entry markets, and securing "distressed" properties to compliment portfolio return on investment. In sum, I have successfully capitalized, operated and developed over \$300 million in commercial real estate transactions during my career. This diverse and comprehensive experience has provided me with the insight as to determine the value or merit of all aspects of transactions, and endows me with the unique ability to assemble relevant facts expeditiously; and subsequently form opinions as to the best way to proceed to resolve issues or problems, as needed. Additionally, I have had substantial success in bringing people together and restructuring business and real estate ventures in order to adapt to the new competitive environment. That being said, I therefore believe these attributes set me apart from others who may not have my "bottom up and top down" experience: which provides me with a unique skill set and third party credibility to help solve problems and resolve difficult and complicated issues in a most productive manner.

Additionally, I have been a guest lecturer at the Tulane business school for several entrepreneurial class presentations, and continue to be a valued resource for several national market and feasibility companies for the local and regional real estate marketplace.

If time permits, and you feel that my qualifications would fit the job opening, I would like to schedule a few minutes with you to discuss the opportunity as advertised; and to obtain your advice concerning the best way for us to proceed. Please let me know what times work best. My contact information is below.

Thank you again for your time. I am looking forward to working together.

Sincerely,

Leonard V. Wormser

3/12/2009

Leonard V. Wormser
Managing Member
I-10 Development, LLC
Office- 504-799-2264
Fax- 504-585-7301
Cell- 850-830-4595

LEONARD V. WORMSER

#19 Newcomb Boulevard, New Orleans, LA 70118
(504) 861-1222 (H) (850) 830-4595 (C) lwormser@i10dev.com

Over 20 years of experience in real estate development encompassing opportunity identification, site selection, purchase agreement negotiation, securing and structuring financing, joint venture/partnership formation and implementation of strategic project marketing plans. Proven ability in obtaining entitlements for properties in high barrier to entry markets and securing "distress" properties to complement portfolio ROI. Team player with focused approach to quality development.

Projects include:

- \$60 Million Mixed-Use Residential Development
- Marriott Convention Center Hotel (\$60 million 331 rooms)
- Hampton Inn and Suites Convention Center Hotel (\$30 million 288 rooms)
- Whitney Wyndham Historic Boutique Hotel (\$10 million 92 rooms)
- Staybridge Suites Hotel (\$18 million 182 rooms)
- Publix Grocery anchored shopping center (108,000 sq ft, \$14 million)
- \$30MM multi-family development in Lake Mary (Orlando area) Florida
- \$50MM redevelopment of a premium super regional shopping center in the greater New Orleans area
- Planned, developed and managed five (5) nursing home and retirement communities

Professional Experience

The Development Group, (I-10 DEVELOPMENT, LLC, DEVGROUP INC., FW DEVELOPMENT, LLC)
New Orleans, LA (1998 – present)

Managing Member, President and Principal

A collection of entrepreneurial real estate investment and development companies primarily focused on mixed use, residential/multi-family, hospitality/lodging and retail real estate transactions. Strategy and philosophy was to develop/acquire 1-2 commercial real estate transactions annually with a focus on consolidation and regional niche opportunities.

- Successfully completed transactions exceeding \$ 180MM
- Completed each development on time and within budget
- Transactions range from \$ 7MM to \$ 60MM
- Typical Project internal rates of return (IRR) range from 20% to 30%
- Secured investors ranging from private individuals to publicly traded NYSE companies. Debt providers include regional lenders to publicly traded Fortune 500 financial institutions.
- Proficient in locating premier real estate development opportunities in the Gulf South region.
- After fall 2001, financed and developed first to be built full service Marriott Hotel with GMAC east of Mississippi River.
- Post Katrina was pivotal player regarding rebuilding strategy for hospitality industry and lodging properties in the greater New Orleans metropolitan area.

Stewart Capital, LLC, New Orleans, LA (1988-1998),

Vice President

One of the largest privately-held merchant banking companies in the Gulf South region with assets in excess of \$300MM. Stewart Capital emerged from the IPO of Stewart Enterprises (NASDAQ:STEI) to engage in leveraged acquisitions of small-to-medium sized companies in various industries including commercial real estate.

- Responsible for identifying and acquiring new real estate investment properties as well as monitoring the financial and operational management of the company's existing real estate portfolio.
- Completed thirteen (13) transactions with aggregate value of \$124 million. Transactions include the acquisition and development of commercial office buildings, hotels, shopping centers, condominiums, resort properties, and the self-storage industry. IRR for projects ranged between 18% - 30+%.
- Reported directly to founder and Chairman of the Board, Frank B. Stewart, Jr., on acquisition strategy and portfolio performance.

Living Center Enterprises, New Orleans, LA (1983-1988)

Director of Operations

New Orleans, LA-based partnership formed to develop and operate retirement/nursing home facilities.

- Planned, developed and managed five facilities consisting of 976 beds with a cumulative value of \$39 million. Operated each facility through stabilized occupancy.
- Responsible for all phases of development: securing financing, obtaining certificates of need and other governmental requirements, securing zoning permits, construction coordination, development and implementation of marketing plan, and hiring management staff.

Prior positions (1977-1983), New Orleans, LA

Foleys/Federated Department Stores (Houston, TX) and the Leon Godchaux Clothing Company

National Level Buyer

Education

University of Texas, Austin, TX McCombs School of Business, Bachelor of Business

Administration, Management and Marketing Majors, 1973 – 1977. *Successfully attained degree while working full time.*

Community Service & Affiliations

Presently serving on:

- Tulane University Health Sciences Board of Governors
- Louisiana State Museum Foundation Board of Directors
- Newman School Annual Fund

Previously served on the Board of Directors of:

- Bureau of Governmental Research (BGR)
- Young Leadership Council of New Orleans (former President)
- Contemporary Arts Center
- LSU Medical Center Board of Directors

Denise Ackoury

From: BUCKEEN@aol.com
Sent: Thursday, March 12, 2009 11:33 AM
To: Employment Opportunities
Subject: VP, Louisiana Housing Agency
Attachments: resume 2.doc

Norbert S. Keeney

10111 Lomoita Dr.
Shreveport, La 71115

Subject: VP Louisiana Housing

Dear Sir;

The purpose of this letter is to introduce myself and forward to you my resume. I would like your consideration for the position of VP Louisiana Housing. Please note that I am available for **immediate hire**. I have attached my resume for your review and I am sure that you will consider me more than qualified for this position.

I have reviewed your requirements and I meet or exceed the requirements you have outlined. In my 30+ years of experience I have completed **all** of the tasks you have outlined. I have a strong accounting/finance experience, strong communication skills and a proven ability to develop and maintain a global organization.

I have been an accountant, plant controller, international controller, auditor, Human resource manager, controller, CFO, Vice President, President and CEO of both multinational companies and small start ups.

I am a high energy performer and can complete the detail as well as interpret and manage the big picture results if necessary. I want to be a long term, loyal employee that can contribute and help grow the company I join.

Please call me for an interview at your earliest convenience. I am looking forward to starting as soon as needed.
Best regards,

Norbert S. Keeney
(903) 789-2206
(318 573-4998

Buck Keeney

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3/12/2009

purpose, and is protected by law. If you are not the intended recipient or believe that you may have received this communication in error, please reply to the sender indicating that fact and delete the copy you have received. In addition, you should not print, copy, retransmit, disseminate or otherwise disclose or use the information.

A Good Credit Score is 700 or Above. See yours in just 2 easy steps!

Norbert S. "Buck" Keeney II
230 W Sesame St
Karnack, Texas
Home (903)789-2206 Cell (318) 573-4998 ... email buckeen@aol.com

Objective: Desire CFO or Controller position with an established corporation, in which I can use my years of diversified financial experience.

Experience:

PK Petroleum

Karnack Texas 75661

Position held: January 2004 Founder/ COO/CFO

PK Petroleum is a privately held oil and gas development company with developmental wells in the Anadarko Basin of Northern Texas.

Orthoevolution Inc. / Dynamedics Inc.

1431 Dalzell Street

Shreveport, Louisiana 71103

Position held: April 1999-June 23, 2003- President/CFO

Orthoevolution was a privately held, start-up, Shreveport, Louisiana based company providing advanced medical implants to the healthcare community. Utilizing cutting edge technologies, such as biodegradable polymers, the Company's business was to design, develop, manufacture and commercialize proprietary implantable devices for use in surgical repair and reconstruction procedures involving the human musculoskeletal structure. I was CEO/Chief Financial Officer in charge of all phases of the business and accounting functions.

Alphatec Manufacturing Inc.

Palm Desert, California 92211

Positions held: October 1994 -October 1998**President**
April 1992-October 1994**Chief Financial Officer**

Alphatec was a privately held start-up Orthopedics product company specializing in titanium trauma, reconstruction and spinal implants. Alphatec had totally owned subsidiaries in Hong Kong and Japan. During my employment with Alphatec, I was in charge of all phases of the business, including finance, operations, administration, development, manufacturing and distribution. The company grew from start up to over 12 million dollars. I organized and administered three separate Private placements for one million dollars (\$1,000,000) each. This money was used to provide operating funds and capital equipment needs during this period of rapid growth. Over sixty percent of new business created was outside the United States.

DePuy Inc. /Boehringer Mannheim

Leeds, England...Warsaw, Indiana

Positions held: February 1988 to February 1992 President DePuy International/
Vice President Finance DePuy Worldwide

Responsible for all Boehringer and DePuy orthopedic operations outside the United States. During this period of growth, DePuy expanded from no operations outside the US to one of the largest international orthopedic companies. I identified, negotiated, acquired, and integrated subsidiaries in various markets throughout the world. DePuy Subsidiaries reporting to me were in Australia, Austria, Canada, England, France, Germany, Holland, Italy, Japan, Korea, New Zealand, Spain, and Switzerland. I was a member of the DePuy Worldwide Orthopedic board and a Board member of DePuy/ DuPont Inc. joint venture. A key accomplishment was the joining of the Chas. F. Thackery LTD. Company with DePuy International.

Prior to becoming the President for international operations, I was the Chief Financial Officer, responsible for all accounting, finance, information services, **human resources** and business development.

Zimmer Inc./Bristol Myers
Warsaw, Indiana 46580

Positions Held: January 1982-February 1988 **Vice President /Controller**
January 1979-December 1982 **Plant Controller**
January 1974-December 1979 **International Controller**
April 1973- December 1973 **International Accountant**

Zimmer Inc. was the leading manufacturer and distributor of orthopedic products and other medical devices. During my employment with Zimmer, I performed various **controllershship, audit, financial, data processing and business development functions**. I was a member of the Management Information Systems Design Committee, the New Product / Patient Committee, Implant Design Committee, and the Quality Team.

National Steel Inc.
Pittsburgh, Pa.

Position Held: April 1972-March 1973 **Internal Auditor**

John Dobson and Co CPA's
South Bend, Indiana

Position Held: April 1971-March 1972 **Auditor**

Arthur Andersen and Co.
Indianapolis, Indiana

Position Held: May 1968-July 1968...July 1970-April 1971 **Staff Auditor**

United States Army

Highest Rank: 1st Lieutenant Ordinance Corp
Served in United States and Republic of Vietnam as an Ordinance Officer
Honorable Discharge

Education:

Saint Francis University-MBA Management
Eastern Kentucky University- BBA Accounting
Honor Military Graduate

Louisiana Health and Life Insurance Agent Exam Passed May 2002 (Score 91 %)

Robert E. Reed, JR

2721 W. Bellagio Drive,
Meridian, ID 83646

(208) 284-2703
bobreedjr@earthlink.net

March 11, 2009

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

Dear Mr. Chairman:

Please accept this as my letter of introduction for the position of Vice President. As Senior Vice President of Housing Development for Community Development Inc., I am responsible for the direct operations of the Eastern Division. This responsibility includes supervision, market expansion, credit quality and development of affordable housing throughout a seven-state region which includes the state of Louisiana.

It is my responsibility to train and develop staff in all aspects of financing which includes HOME funds, housing tax credits, credit risk and quality, cash flow analysis, market analysis and market studies, housing compliance, underwriting and affordable housing development. I assist in directing and coordinating other operational functions within the company to achieve success and efficiency within a variety of departments. I have an extensive background and knowledge of a variety of housing programs and have developed a project in Baton Rouge and have a pending project in Eunice.

I have fostered business relationships with organizations like Urban Restoration Enhancement Corporation, Catholic Community Services, Baton Rouge Housing Authority and the Office of Community Development all in the state of Louisiana.

During my fifteen year tenure as Vice President of the Real Estate Lending Division with Idaho Housing and Finance Association (IHFA)—a \$2 billion, non-state entity with five offices and over 140 employees—I directed and supervised the Association's mortgage lending operations by financing homes under the Mortgage Revenue Bond Program. My management responsibilities encompassed four separate business departments with 37 staff members and included: Residential Lending, Mortgage Loan Servicing, Multifamily Finance and Housing Compliance and Monitoring. My responsibilities under Multifamily Finance included the administration of the tax credit program, financial analysis and feasibility, loan underwriting, resource structuring to include HOME funds, AHP funding, and other loan funds and grants.

My responsibilities also included annual performance analysis of the multifamily and single family loan portfolio, review of market studies and housing markets; development of proformas to include cash flow projections, income and expenses analysis, rent and unit structuring, and project budgets. Responsibilities also included strategic planning, preparation of annual budgets and review of economic conditions throughout the state. An analysis of each applicant for housing resources as it

related to experience and identity of interest, project expense, design and site layout, economic impact and housing supply and demand.

Additional departmental management responsibilities included housing compliance, single family programs, demonstrated experience in new product development, marketing campaigns and secondary marketing, product training programs for partnerships with the lending, Realtor and multifamily developer community; providing supervision over human resources, accounting, information technology and communications/marketing departments; and an active member of the senior management team relating to the board of directors and association operations—reporting directly to the president.

I was responsible for conducting all public hearings as they related to tax credits and lending programs, attended all NCSHA conferences relating to housing, legislative hearings and provided training to all industry partners.

With over 30 years of senior management and executive leadership, I am an established executive and administrator with a strong background in single family and multifamily finance, housing development, tax credit and HOME funds and other loan programs. I do believe that after you have reviewed my resume, you will find me an excellent candidate for the position of Vice President.

As shown above, I can confidently and professionally lead and champion Louisiana Housing Finance Agency's growth in conjunction with the Agency's President. I am very excited about putting my experience to work for you and look forward to further discussions.

As a side note, the Chairman of the Board for Idaho Housing and Finance Association would be more than happy to provide you with a recommendation on my service with the Association.

Best regards,

Robert E. Reed, Jr.

Robert E. Reed, JR

2721 W. Bellagio Drive,
Meridian, ID 83646

(208) 284-2703
bobreedjr@earthlink.net

PROFESSIONAL EXPERIENCE

Senior Vice President-Housing Development, Eastern Division Community Development Inc., Caldwell, Idaho

2008 (January) - To Present

- Direct supervision and management of housing development operations
- Coordination of the construction process for housing on a national basis
- Develop the formations of partnerships
- Site and development analysis
- Project design and site layout
- Review analysis of market studies and environmental issues
- Resource structuring
 - Construction and permanent financing
 - HOME funds from HUD
 - Tax Credits under IRS Section 42
 - Loan funds from the Federal Home Loan Bank
 - Other Federal and State funds
- Provide investment equity through national investors and syndicators
- Financial feasibility, cash flow analysis, project income and expense analysis
- Credit recommendations and resource application submissions
- Compliance and credit quality
 - Federal and state regulatory requirements
 - IRS Section 42
 - HUD Programs
 - Housing Finance Agencies
 - Lending and loan programs

Senior Vice President, Residential Mortgage Lending Division D. L. Evans Bank, Boise Idaho

2006 (March) - 2007 (December)

- Direct supervision and management for the bank's statewide mortgage operation
- Improving bank technologies and operational efficiencies
- Marketing and promotion of the bank's lending programs and products
- Secondary marketing of all real estate loans to national investors
- Administration of the bank's policy for loan pricing and loan quality
- Member of the Senior Management Team and Strategic Planning Committee
- Developing and implementing new loan programs
- Recruitment and training of the management team and loan officers
- Expansion of the bank's Mortgage Lending Centers and market share
- Administration of loan compliance, credit policies and procedures
- Business development to include vendors and industry affiliates

Vice President, Real Estate Lending Division
Idaho Housing and Finance Association, Boise, Idaho

1992 (May) - 2006 (March)

- Direct operational supervision and management for the following departments:
 - Residential Lending
 - Mortgage Loan Servicing
 - Multifamily Finance
 - Housing Compliance and Monitoring
- Development of new lending programs and products for residential and multifamily lending
- Marketing and promotion of the association's lending programs
- Development of training materials and workshops for the real estate community
- Review and revisions of residential loan documents
- Business development with the lenders, Realtors and builders throughout the state
- Single family and multifamily underwriting and cash flow analysis
- Secondary marketing of single family and multifamily loans to national investors
- Administrative duties in salary administration, annual budgets, public relations, lending policy and procedures, credit quality, lending compliance and division operations.
- Member of the Executive Management Team
 - Loan and Housing Resource Committee – Included HOME Funds Allocation
 - Compensation Committee
 - Investment Committee
- Provided oversight and indirect supervision:
 - Human Resource Department
 - Communications Department
 - Information Technology Department
 - Accounting Department
- Administration of the Low-Incoming Housing Tax Credit program
- Supervision of program monitoring for Tax Credit, HOME and Section 8 projects statewide
- Agent for the Idaho Community Reinvestment Corporation (ICRC), a banking consortium for Multifamily Lending
- Risk Share Loan Program
- Annual performance monitoring of the single family and multifamily loan portfolio

Vice President, Real Estate Lending
Home Federal Savings & Loan Association, Nampa, Idaho

1987 (October) – 1992 (May)

- All phases of underwriting and loan production for the association
- Secondary marketing of real estate loans to national investors
- Developing and implementing new loan programs
- Construction lending and closing of permanent real estate loans
- Administration of the association's policy for loan pricing
- Supervision of loan audits, loan portfolio management and training of lending staff
- Compliance with federal, state, and company policy and regulations
- Authored the mortgage loan origination manual on FHA, VA and Conventional lending
- Developed the Direct Endorsement program on FHA and the VA Automatic program for the association
- Redesigned the majority of the mortgage loan documents
- Developed a Quality Control program for lending
- Responsible for operations, lending technology and improved efficiencies

**Vice President, Senior Loan Officer of Real Estate Lending
Northwest Federal Savings & Loan Association, Boise, Idaho**

1984 (August) – 1987 (October)

- All phases of underwriting and loan production for the association
- Secondary marketing of real estate loans to national investors
- Developing and implementing of new loan programs
- Construction lending and closing of permanent real estate loans
- Administration of the association's policy for loan pricing
- Supervision of loan audits, loan portfolio management and training of lending staff
- Compliance with federal, state, and company policy and regulations
- Authored the mortgage loan underwriting section of the mortgage manual on FHA, VA and Conventional lending
- Developed the Direct Endorsement program on FHA lending for the association
- Redesigned the majority of the mortgage loan documents
- Provided management assistance to the Loan Servicing Department
- Responsible for operations and improving lending efficiencies
- Department met or exceeded loan production and revenue budgets each year since 1984

EDUCATION

- B.B.A. degree in Finance, *Idaho State University*, Pocatello, Idaho
- Management School I, *Equitable Savings & Loan*
- Certificate of Achievement, *The Institute of Financial Education for Savings and Loans*
- OMEGA, Commercial Finance
- American Institute of Banking Correspondence Courses
- Appraisal Institute
 - Real Estate Appraisal Principles, 1A1, *University of Colorado*
 - Basic Valuation Procedures, 1A2, *University of Colorado*
 - Residential Valuation, 8-2, *University of Alabama*
- Commercial Real Estate Finance I, *California State Polytechnic University*
- Multifamily Housing Development Finance, National Development Council, *Atlanta, GA*
- Compliance Tax-Credit Training, Moorland Consulting Company, *Burlington, VT*
- Evaluating the Self-Employed Borrower, MGIC, *Boise, Idaho*

PROFESSIONAL ACCOMPLISHMENTS

- National nomination as *2007 Western Region Lender of the Year* by SunTrust Mortgage
- Idaho Mortgage Bankers Association
 - Past Board of Directors
 - Past Secretary
 - Past Vice President
 - Past President
- Guest Instructor, Pocatello High School, Experienced Based Consumer Education
- Idaho Representative to Housing Network for the Federal Home Loan Bank of Seattle
- Capital City Kiwanis Club
- Business Division Chairman, United Campaign
- Past Member, Pocatello Chamber of Commerce

- Past President, Pocatello Mortgage Bankers Association
- Past President, Pocatello Kiwanis Club
- Kiwanis Distinguished President Diamond Award
- Pocatello Chiefs: Chief Many Money
- Outstanding Young Man of America
- Past Kiwanis International Assistant Sergeant-at-Arms
- Kiwanis Distinguished Service Award-twice awarded

Alesia Y. Wilkins-Braxton

aywilkins-braxton@cox.net

3933 Windsong Drive
225-755-1383 (h)

Baton Rouge, LA 70816
225-933-7230 (c)

March 12, 2009

Mr. Wayne Woods, Chairman, Board of Commissioners
Louisiana Housing Finance Agency
2415 Quail Drive
Baton Rouge, Louisiana 70808

Dear Mr. Woods:

My relevant managerial, legal, and government experience offers me an outstanding opportunity to make a positive contribution to the Louisiana Housing Finance Agency in the Vice President position you are currently advertising. My educational background includes Bachelor of Science, Juris Doctorate, and Master of Public Administration degrees.

Presently, I am employed by the Louisiana Recovery Authority (LRA) as General Counsel. I report directly to the Executive Director, and provide legal counsel to the LRA Board of Directors, its Task Forces, Committees, and Staff on a wide array of disaster recovery issues. I previously served as Deputy Secretary at the Louisiana Department of Labor (LDOL) where I sat on the executive staff, developed strategic plans and operational budgets, and assisted the Secretary of Labor with all departmental duties. Prior to that, I was Assistant Attorney General permanently assigned to LDOL as Executive Counsel to the Secretary of Labor. During that time, my responsibilities ranged from researching labor and employment law issues and consulting with federal and state officials to drafting legislation and negotiating contracts.

Throughout my career, I have been involved with organizational management, budgeting and oversight, program coordination and administration, funding, forecasting and financial analysis, staff supervision, and a wide range of technical and administrative functions. Additionally, I am adept at innovative problem-solving, performing productively and gracefully in high pressure situations, quickly adapting to a changing environment, and maximizing efficiency while minimizing costs. These strengths have afforded me the opportunity to work for the Foster, Blanco, and Jindal administrations.

I am confident that my versatile government, business, and legal expertise; collaborative leadership style; and ability to achieve goals will enable me to add value to the Louisiana Housing Finance Agency's management team. I welcome the opportunity to discuss the Vice President position and my candidacy with you and other members of the Board of Commissioners.

Sincerely,

Alesia Y. Wilkins-Braxton

Attachment

Alesia Y. Wilkins-Braxton

aywilkins-braxton@cox.net

3933 Windsong Drive
225-755-1383 (h)

Baton Rouge, LA 70816
225-933-7230 (c)

Government Executive

Legal ~ Business ~ Advocacy

CAREER PROFILE

- Dynamic, accomplished attorney with over 12 years of successful legislative, legal, administrative, and project management experience within state government.
 - Talented negotiator with proven track record in contract development, legislation drafting process from idea to law, compliance and review, agreement administration and monitoring, and high-level participation in detailed legislative and intergovernmental matters.
 - Articulate professional with exceptional interpersonal talent to build trust, gain respect, and bring together a broad range of individuals resolved to achieve optimum results.
 - Possesses extensive network with access to state legislators and agency administrators, appointed authorities, legal counsel, and federal agencies.
 - Consistently recognized by senior executives, government officials, business constituents, state agency heads, and community leaders for strategic management skills, timely completion of projects, and resolving organizational problems with innovative solutions.
-

PROFESSIONAL EXPERIENCE

General Counsel (April 2006 – Present)

LOUISIANA RECOVERY AUTHORITY (LRA) – Baton Rouge, Louisiana

Act as Chief Legal Counsel to the Executive Director, Deputy Executive Director, other section directors and staff. Directly supervise the Deputy General Counsel and an Administrative Assistant. Serve as legal counsel to the LRA Board of Directors (17 members) and Board task forces, and committees as well as ensure these entities operate in compliance with the Open Meetings Law. Function as agency liaison to the Governor's Office, Attorney General's Office, Legislative Auditor, Board of Ethics, Division of Administration, and Office of Community Development regarding disaster recovery and related issues.

Draft board resolutions, action plans and action plan amendments for consideration and approval by the Louisiana Recovery Authority Board, the Governor, Joint Legislative Committee on the Budget, Louisiana Legislature, and the U.S. Department of Housing and Urban Development. Draft legislation and amendments relative to the LRA and disaster recovery issues. Track legislation through House and Senate Chambers.

- Drafted legislation to reorganize the agency and the LRA Board of Directors.
- Worked closely with the Director of Planning to develop the state's idea procurement process and application to the Federal Emergency Management Agency (FEMA) to secure funding for the Alternative Housing Pilot Program.
- Collaborated with Entergy New Orleans officials, the Division of Administration, Office of Community Development, and a consulting firm to develop an action plan amendment creating the Ratepayer Mitigation Program.
- Drafted administrative rules for the operations of the LRA Board of Directors.

EXPERIENCE (cont.)

Deputy Secretary of Labor (May 2002 – April 2006)

LOUISIANA DEPARTMENT OF LABOR (LDOL) – Baton Rouge, Louisiana

Directly supervised the Incumbent Worker Training Program (Director and 30+ staff responsible for administering \$250 million in grants to train over 100,000 Louisiana workers). In addition, directly supervised the Legal Unit, Equal Opportunity and Compliance Unit, Audit and Security Unit, and the Public Relations Unit—totaling over 50 personnel. Indirectly managed 1,000+ employees.

- Drafted legislation to change triggers for the Unemployment Compensation Trust Fund. Worked with an economist from LSU and department fiscal staff on projections. Negotiated proposed legislation with groups representing employers and employees.
- Spearheaded the Continuous Improvement Project/Leadership Team.
- Collaborated with representatives of the Governor's Office, Division of Administration, Department of Economic Development, and Department of Revenue to compile workforce statistics and other data to prepare a formal presentation for the executive management team of a company interested in moving a portion of their operations to Louisiana.
- Drafted legislation and assisted in the development of departmental plans for the expenditure of a \$105 million Reed Act distribution received from the U.S. Department of Labor to administer unemployment insurance and employment services programs.

Assistant Attorney General (1997 – 2002)

LOUISIANA DEPARTMENT OF LABOR – Baton Rouge, Louisiana

Functioned as executive counsel to the Secretary of Labor. Worked directly with the secretary and all department assistant secretaries on issues regarding state/federal labor and employment law, as well as assisted in the development of operational and strategic plans for the department. Acted as the Legislative Coordinator for the department during the legislative session and the interim.

Drafted departmental legislation and amendments; tracked legislation through the House and Senate chambers. Attended seminars and represented the Secretary on forum panels sponsored by various groups regarding issues relative to the department. Worked with U.S. Department of Labor officials, local elected officials, and special interest associations such as employer groups and chambers of commerce.

- Advocated on behalf of LDOL to settle several civil service appeals and a civil discrimination lawsuit.
- Assisted the Deputy Secretary and Assistant Secretary in drafting a new collective bargaining agreement with union representatives covering grievance procedures and hiring rules.
- Collaborated with the Director of the Office of Workers' Compensation, a lobbyist, and a private law firm to draft legislation regarding special provisions for self-insured employers/insurance carriers.
- Coordinated a project with financial institutions verifying the validity of securities, monitoring bankruptcy matters, and assisting contract counsel.

Prior positions encompassed successful experience as Attorney for the Louisiana House of Representatives and the Louisiana Department of Social Services.

EDUCATION, TRAINING & LICENSURE

Master of Public Administration, 2003 (GPA: 4.0)
Louisiana State University – Baton Rouge, Louisiana

Juris Doctorate, *Magna cum Laude*, 1994
Southern University Law Center – Baton Rouge, Louisiana

Bachelor of Science, *Magna cum Laude*, Economics, 1991
Southern University – Baton Rouge, Louisiana

Licensure: Louisiana State Bar, Admitted to practice before state district and appellate courts, 1994

Professional Training:

- Louisiana House of Representatives/CLE, Recent Developments in LA Legislation
- Governor's Conference on Economic Development
- Seminar on Workforce Investment Act, sponsored by National Governor's Association, Chicago, Illinois
- Graduate, Dale Carnegie Course in Public Speaking
- Legal Issues in Unemployment Insurance, U.S. Department of Labor, Washington, DC
- IBM Management Reengineering Course, IBM Management Training Institute, One week, Palisades, New York
- Attended numerous legislative, legal, ethics, leadership, change management, and customer satisfaction seminars

PROFESSIONAL AFFILIATIONS & ACTIVITIES

- Louisiana State Bar
- Attorney General's Anti-Fraud Task Force
- Former Staff Attorney Representative, House of Representatives Outside Employment Committee
- Louisiana Recovery Authority Staff Briefings, Former Department Representative
- Louisiana Department of Labor Leadership Team, Former Member
- Louisiana Workforce Commission, Former Designee of Secretary of Labor
- Louisiana Health Works Commission, Former Member,
- Children's Cabinet Advisory Board, Former Member

Denise Ackoury

From: Themunnas@aol.com
Sent: Thursday, March 12, 2009 8:08 AM
To: Employment Opportunities
Subject: Vice President LHFA
Attachments: Angela's resume.doc

Thank you for considering me for the position of Vice President of the LHFA. I have attached my resume for your review. I feel that with my twenty-seven (27) years in the industry, I possess the strong leadership skills, management and personnel experience, and budget development and implementation skills, as well as the working knowledge of the federal programs conducted by LHFA, as we currently participate in the LHFA programs. I am very familiar with HUD and its operations, as I have maintained a HUD DE Underwriter designation (I-701) since approximately 1988. I also have the working knowledge of legislative and governmental processes in local and rural participating jurisdictions.

Due to the nature of the mortgage broker industry, I am seeking permanent, long term, full time employment. Although I do not possess the bachelor's degree "required" as per the ad in the N.O. Times Picayune, I feel my knowledge and experience in the industry certainly outweigh this requirement.

Thank you for your consideration,
Angela Munna
(504) 481-3889
(504) 738-1421
(504) 738-5963

Need a job? [Find employment help in your area.](#)

RESUME OF
Angela C. Munna

61 West Imperial Drive
Harahan, LA 70123
(home) (504) 738-5963 (cell) (504) 481-3889

EMPLOYMENT HISTORY

August 1998 – Present

MORTGAGE SERVICES OF LOUISIANA, INC.

President

- Licensed Residential Mortgage Loan Originator in the State of Louisiana.
- A full-service mortgage broker licensed and doing business in the State of Louisiana.
- Manage and supervise all daily operations, including but not limited to:
 - personnel administration
 - all aspects of payroll, including payroll taxes
 - compilation and analysis of financial statements
 - compliance enforcement
 - spreadsheets
 - lender relations.
- Recruit and interview borrowers; process mortgage loan applications.
- Prepare and submit loans on the secondary market to wholesale lenders.
- Underwrite mortgage loans based on Fannie Mae, Freddie Mac, FHA and VA guidelines.
- Prepare and facilitate mortgage loan closings.
- Package and ship loans to the secondary market wholesale lenders.
- Service mortgage loans.

January 1998 – August 1998

ADAM CREDIT CORPORATION

Account Executive

- Solicited retail mortgage brokers in Louisiana and Mississippi for loan referrals to this wholesale mortgage lender.

March 1996 – December 1996

BRIDGES MORTGAGES

Loan Officer

- Recruited and interviewed Borrowers.
- Call-on Real Estate Brokers/Agents.
- Take and process mortgage loan applications.

February 1992 – October 1994

ASSOCIATED MORTGAGE, INC.

President

- Managed and supervised all daily operations, including personnel administration.
- Recruited and interviewed borrowers.
- Take and process mortgage loan applications.
- Prepared and sold loans on the secondary market.
- Underwriting and close of mortgage loans.
- Packaged and shipped loans to the secondary market lenders.

RESUME OF

Angela C. Munna

November 1990 – December 1991

LOUISIANA FEDERAL SAVINGS BANK, F.S.B.

(Formerly Louisiana Federal Savings Bank)

Vice President

- Mortgage loan servicing utilizing RTC guidelines.
- Consumer loan servicing utilizing RTC guidelines.
- Served on Credit Review Committee and Operations Committee.

February 1985 – November 1990

LOUISIANA FEDERAL SAVINGS BANK

Vice President

- Managed and supervised all daily operations, including personnel administration.
- Recruited and interviewed borrowers; take and process mortgage loan applications.
- Prepared and sold loans on the secondary market.
- Underwriting of mortgage loans.
- Mortgage loan closings.
- Packaged and shipped loans to the secondary market lenders.
- Serviced mortgage loans, including paying insurance and tax bills for mortgage customers.

December 1981 – February 1985

GULF FEDERAL SAVINGS BANK

Mortgage Loan Supervisor

- Supervised all daily operations of Mortgage Loan Department, from origination through servicing, including paying insurance and tax bills for mortgage customers.

EDUCATION

RIVERDALE HIGH SCHOOL

Jefferson, Louisiana

- Graduated **Honors** - May 1982 (Actually completed school early, in December 1981)
- Business oriented courses including computer science, bookkeeping, Typing I and II, Office Machines, Business Math and Business English
- Student Council member

ADDITIONAL QUALIFICATIONS

HUD DE Underwriter (I.D #I-701)

Extensive knowledge of FNMA, FHLMC, FHA, and VA underwriting guidelines

Proficient in Microsoft Excel and Microsoft Word

Proficient in Windows XP

Excellent communication skills

Excellent organizational skills

Attended numerous financial and loan processing training seminars over the past several years

REFERENCES AVAILABLE UPON REQUEST

Denise Ackoury

From: Brent [brentmanuel@cox.net]
Sent: Wednesday, March 11, 2009 6:35 PM
To: Employment Opportunities
Subject: Attn: Chairman Re: VP

Attachments: BrentEManuel 3.11.09.doc



BrentEManuel
11.09.doc (57 K)

Dear Chairman,

Good evening,

I am respectfully forwarding my resume in response to the Agency's ad for a Vice President. I feel not only my past experiences in general but more specifically, my past experience at LHFA presents a perfect match between me and what LHFA needs. My work ethic and reputation in which I do my best to lead by example can benefit all those at and including LHFA. While at LHFA, majority of my time there, I worked closely with both the President and Vice President and am completely confident that I know and have what it takes to help continue the success at LHFA. I appreciate any opportunity to further discuss my resume and past experiences with you.

Sincerely,

Brent E. Manuel, CPA

BRENT E. MANUEL, CPA
2066 CEDARDALE AVE.
BATON ROUGE, LA 70808
HOME 225-336-9838
CELL 225-802-8751

OBJECTIVE: To obtain a position at an establishment with an environment that welcomes team-work, new ideas, and hard work and that will enable me not only to utilize my knowledge, abilities, and energy but also to increase those attributes.

PROFESSIONAL EXPERIENCE

National Housing Partnership Foundation, NHPF (April '07 to Present)

Chief of Staff/Fiscal Ops Manager, Baton Rouge, Louisiana

Position provides local operational and administrative support needed by the Managing Director to meet the production, acquisition, and operational goals of the Gulf Coast Office consistent with our sister and corporate offices in DC and NY. Responsibilities include coordinating financial and operational activities, create and track operational and development budgets and review monthly financial statements for all properties in the GC portfolio, interpret and implement company policies, develop operating procedures, monitor and track office expenditures, provide operational analyses and reports, periodically perform audits of current procedures to monitor and improve efficiency of operations of the GC office and the management properties, accept and procure goods and services from purveyors, and execute any additional office tasks as required of this position for the Gulf Coast Office to include local HR tasks such as hiring and developing staff.

Louisiana Housing Finance Agency (April '03 to April '07)

Accounting Manager, Baton Rouge, Louisiana

Position oversaw budgeting, quality assurance of all Agency activity, Section 8, and general ledger activity for a \$100 billion Agency. Was charged with ensuring the general ledger accurately reflected history according to GAAP and GAS and responsible for annual budget presentations to the Board. Developed and automated the cost allocation plan which aided in P&L analysis and monitored for HOME drawdown fund amounts and for proper allocation of undistributed expenses. While there automated the budget process including monthly budget reporting and analysis streamlined down to a day as opposed to a week. Position played an intricate roll in reviewing reconciliations, leading and assisting with year end closings and annual audits to include creating the Management, Discussion and Analysis (M, D, &A) Report. Worked closely with VP and CFO and was part of the hiring team for the accounting department.

Capital Region Planning Commission (April '02 to April '03)

Office Manager/Controller, Baton Rouge, Louisiana

In charge of all office and financial activities and responsible for all operations, including Human Resources. Hands on A/P, A/R, payroll, and accounting, including budgeting, financial statements, and presentations to committees. Highly visible position involving daily contact with elected municipal, city parish, and state officials from a fifteen parish surrounding area. Responsible for maintaining and accounting for grant funding for the continued operations of the Agency. Assisted Directors in ad hoc assignments.

Self-Employed, @DXPE (PELICAN STATE SUPPLY) (April '00 to December '02)

Controller, Baton Rouge, Louisiana

Completely oversaw all financial activity and staff, to include, a/p, a/r, purchasing, warehouse, receiving, monthly sales tax returns, and all financial reporting.

Responsibilities included building relationships and acting as liaison with financial lenders at Fleet Capital as well as with local bankers. In charge of monthly reporting and analysis of all financial activity and operations, including inventory, A/R, and all funding for the continued operations of the company.

Louisiana Casino Cruises Inc. (d.b.a. Casino Rouge) (May '98 to April '00)

Assistant Controller/Financial Analyst, Baton Rouge, Louisiana

Assist the V.P. of Finance and Controller in all financial aspects. Assisted in all financial general ledger activities and was responsible for the receiving/warehouse Manager. Project Manager on new software conversion / implementation / installation. Responsible for creating and development of all financial statements via report writer software. Helped oversee closing process and prepare monthly analysis of operations and all phases of financial reporting including payroll fte 's, food and beverage revenue and expenses, and accruals. Responsibilities included assistance in the preparation of yearly budget and SEC reporting. In charge of preparation of analysis of market trends as well as financial trends, including in depth chart and graph analysis. In charge of fixed assets and all tax depreciation calculations associated. Responsible for implementation of new P.C. Banking System. Assisted and reviewed monthly reconciliations.

Security National (May '97 to May '98)

Corporate Accountant, Baton Rouge, Louisiana

A banking, mortgage, and servicing company (Corporate Office). Position reports directly to the Controller. Multi-level company general ledger experience in a fast paced environment. Responsible for maintaining and reporting all aspects of three portfolios containing seventeen companies valued in excess of \$150 million dollars. Responsible for all closings, financial reports, and lender reports including detail analysis and determination of performing and non-performing securities on a monthly, quarterly, and yearly basis.

The Belle of Baton Rouge Casino (October '95 to May '97)

Accounting Manager, Baton Rouge, Louisiana

In charge of Income Audit (Casino Accounting Dept.) which included seven Casino Accountants (all of which were cross trained). Oversaw count rooms. Responsible for all revenue generated by the casino, including food and beverage revenue generated from the many delis and restaurants throughout the Casino. Responsible for adhering to and maintaining compliance with all state and internal controls. Duties require auditing and implementing cost control measures. Responsible for Adjusted Gross Receipts Reports submitted to the state. Created and implemented new posting and closing procedures for month end, quarterly, and year end entries. Designed and implemented daily revenue reports for corporate officers. In charge of submitting tax remittances to the state on a daily basis. Also assisted Controller in budgeting, forecasting, and various other projects. Reported directly to the Controller. Position also acts as liaison to all State Auditors, IRS Auditors, as well as liaison to Big 4 auditors quarterly and as called for. Income audit monthly of revenues in excess of \$4 million dollars. Project Manager on software implementation of new gaming/accounting software. Assisted in all aspects of the opening of the Lawrenceburg, Indiana location to include accounting software troubleshooting.

The Belle of Baton Rouge Casino (July '95 to October '95)

Casino Accountant, Baton Rouge, Louisiana

Responsibilities include auditing cage and credit activities, table games, slots, and food and beverage revenue. Responsible for management reports and tax remittances. In charge of collections audit. Designed and implemented spreadsheets for tracking return check accounts in excess of a million dollars. Assisted in daily journal entries and end of month postings and closings. Contributed to all facets of Casino Accounting.

Baton Rouge Recreation and Park Commission (BREC) (July '93 to May '95)

Accounting Clerk, Baton Rouge, Louisiana

Duties included assisting in all areas of the accounting department at the main office. Assisted the Director of Finance, payroll, accounts payable, accounts receivable, and was in charge of return checks and collections.

EDUCATION

University of Louisiana - Lafayette (1995)

Lafayette, Louisiana

Bachelor of Science in Business Administration. Major in Accounting.

SKILLS

I am a current active licensed CPA in the state of Louisiana and am experienced in MS Windows, Excel, Word, and Access. Other programs include Infinium, Report Writer (Timeline and Crystal), Word Perfect, Lotus, and Quattro-Pro. I am also experienced in Casino Data Systems software and International Gaming Technology (IGT) Smartplus applications. Additionally, I have used many Accounting software packages including programs such as Accounting for Mortgage and Banking (AMB), Strategy, Status Master, AccPac, F9, Infinium Software, PeachTree, and A/S 400. Excellent customer and co-worker relations. I possess strong organizational, analysis, and detail oriented skills. Throughout my career, I've been able to effectively handle multiple tasks simultaneously as well as able to work with minimal supervision while at the same time, contribute to a team. Very technologically experienced.

Aaron Porter

aaronporter@bellsouth.net

Cell: (318)294-3553
129 Fitzwilliam Street Haughton, LA 71037

Objectives

To obtain a promising position within an environment that encourages team play and rewards exemplary performance.

Education

Louisiana State University of Shreveport

Bachelors of General Studies / Concentration in Business Administration ~ G.P.A . 3.06

Skills

- Management experience
- Proficient in computer programs such as Word, Excel, Power Point, and Adobe Photoshop
- Self Motivator
- Financial and Telecommunications background
- Various sales experience
- Team player
- Fast Learner

Experience

AT&T Southeast Small Business

August 2006 – February 2009

Account Specialist

- Interacted and multitasked with multiple online systems. Heavy computer and phone interfacing. Consulted with customers in need of assistance, up-sold products to meet specific service needs. Constantly provided a positive and friendly experience. Responsibilities included meeting daily, weekly, monthly, and yearly sales quotas.

The Buckle

February 2006 – July 2006

Assistant Manager

- Individually managed busy retail store, as well as 15 to 20 employees. Increased profitability of location by implementing training to achieve future store growth. Reviewed new clothing styles and designed store layouts for the latest shipments. Responsible for reviewing possible candidates, hiring, and equipping employees with the sales knowledge needed.

JP Morgan Chase

January 2005 – December 2005

Sales and Service Associate

- Heavy computer interfacing. Various daily operational activities which included person to person sales. Provided exemplary service of accounts by assisting with opening new accounts, loans, and investments. Successfully and efficiently handled large sums of cash as well as checks both personal and business. Acted as a liaison between

customers and personal bankers. Provided excellent customer service and strived to offer solutions when problems arose.

References

Brad Barre

(Mortgage broker and real estate agent)
(318) 572-5277

Jason Ewert

(Manager for AT&T Valued Client Service Center)
(318) 681-2025

Chris Rhondo

(College Professor)
(318) 455-9621

Anthony Brown
5720 Blue Heron Court
Baton Rouge, LA 70817
(225) 756-5520 HM. (225) 405-7430
Email-anthonybrown@Cox.net

RECEIVED
MAR 11 2008

March 10, 2009

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

RE: Employment Consideration-Anthony Brown
Position-Vice President

Dear Mr. Chairman:

Please allow this letter to serve as my request to be considered for the position of Vice President for the Louisiana Housing Finance Agency. Attached is a copy of my resume that details my work experience and qualifications for your review. I am self-motivated and have proven experience leading others to maximize their potential.

As evidenced in my resume, I have experience in facility planning/construction and maintenance as well as budgeting, strategic planning, human resources management, risk management, public safety and leadership training. In addition, as a Director of Facility Planning for the state community and technical college system, I have extensive experience drafting policy, presenting recommendations to a Board and implementing policy as a result of Board action. There were many accomplishments that were achieved while I was the Facility Planner and Administrative Services Director for the Louisiana Community and Technical College System that are unprecedented in the state of Louisiana.

Providing affordable housing to the citizens of the state is a one of the noblest of goals for any organization that provides public service. I would appreciate the opportunity to put my knowledge, skills and experience to work to further enhance the Louisiana Housing Finance Agency. I would be an honor and a privilege for me to assist this agency in meeting its goals and objectives that are outline in your strategic plan.

I am available at your convenience to discuss my qualifications. Please contact me at 225-405-7430 if you need additional information or to schedule an interview.

Sincerely,


Anthony Brown

Attachments

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MAR 12 2009

LOUISIANA HOUSING FINANCE AGENCY
HUMAN RESOURCES

ANTHONY B. BROWN
5720 Blue Heron Court
Baton Rouge, LA 70817
(225) 756-5520 HM., (225) 405-7430 Cellular
anthonybrown@cox.net

CAREER PROFILE

Results oriented dependable self-motivated professional who is experienced in leading others to maximize their potential. Excels in a fast-paced environment as well as in supervising and motivating staff to meet the objectives and goals articulated by organizations. Committed to excellence as evidenced by the favorable results of the numerous governmental compliance audits of the various units supervised.

EMPLOYMENT HISTORY

Franklin Industries, Baton Rouge, LA

2007-Present

- Provide Legislators, LRA Members, Members of the Governor's Office, and other Homeowner's Advocates information regarding status and course of action for constituent's applications.
- Evaluated Road Home applications to determine course of action to resolve issues preventing files from moving to closing.
- Resolved all issues that prevented files from moving to closing.
- Recommended workflow procedures that enhanced the reporting and resolution process for constituent services.

Eberl's Catastrophe Services, Lakewood, Colorado

2005-2007

Catastrophic Loss Insurance Claims Adjuster

- Completed on the ground assessment of 675 hurricane damaged homes in southeastern and southwestern Louisiana and south Florida.
- Analyzed commercial and residential losses of more than \$16.5 million as a result of Hurricanes Katrina, Rita and Wilma.
- Provided policyholders of State Farm and Citizens Insurance complete adjustment services with a 98.7% customer satisfaction rating.
- Made immediate on the spot payment of more than \$2.5 million for hurricane related losses.
- Completed all documentation and estimate analysis for supplemental payments to claimants who had losses greater than those originally identified with a 99.2% customer satisfaction rating.

LA Community and Technical College System (LCTCS), Baton Rouge, LA

1999-2005

Director of Facility Planning, Management and Administrative Services

- Led the effort to secure more than \$140,000,000 in bond sale proceeds to finance construction at three community college locations.
- Oversaw the construction of more than 1,000,000 square feet of new and renovated space; Baton Rouge Community College, Bossier Parish Community College, South Louisiana Community College and the La Technical College.
- Served as chief advisor to the Executive Staff, the System President and the Board of Supervisors for necessary renovations or modifications to all 56 campuses and the System Office.
- Coordinated and prepared the annual capital outlay budget request for over 50 campuses of the LCTCS for presentation to the System Executive Staff, President and the Board of Supervisors.
- Developed and coordinate the dissemination of policies and procedures relative to the acquisition of real estate, real property, financing of construction, renovation projects and the acquisition of rental space for the LCTCS.
- Ensured compliance with legislatively approved programs, budgets, appropriate building life cycle cost, quality standards, technical requirements, construction industry standards, agency requirements, Division of Administration policies, building code and regulatory requirements.
- Each area under my supervision passed all regulatory and compliance audits during each Legislative Auditor's audits, although the LCTCS is a relatively new agency that officially began operations in July 1999.

Southern University, Baton Rouge, LA 70813

1991- 1999

Assistant to the Vice Chancellor for Finance and Administration

- The sub-units that I supervised and prepared for the 2000 accreditation visit received special recognition from the SACS accrediting team for outstanding preparation and performance.
- During successive years of financial austerity was able to reduce the average age of the vehicle fleet from fourteen years to six years.
- Received neither adverse audit comments nor any findings after undergoing four legislative audits and five internal audits.
- Acquired all equipment in accordance with Louisiana purchasing regulations within the timetable established by the Louisiana Public Facility Authority.
- Maintained 100 percent accountability for equipment purchased with bond sale proceeds during the annual inventory.

Goodyear Tire and Rubber Company, San Diego, CA

1988-1991

Retail Sales Manager

- Supervised staff of sixteen.
- Increased total sales volume by 15% in spite of an economic downturn in the California economy.
- Inducted into the millionaires club as a result of surpassing \$1 million in total annual sales.

United States Marine Corps

1983-1988

Lieutenant

- Received excellent/outstanding and outstanding ratings in each area that I was responsible for during the USMC Inspector General's evaluations.
- Received special commendation for the operations of the Classified Material Control Center during the Walker spy incident.

EDUCATION

Master of Public Administration, 1996 Southern University, Baton Rouge, LA.

USMC Officer Candidate School, Quantico, VA. Commissioned 2nd Lieutenant 1983

Bachelor of Arts - Political Science, 1983 Grambling State University, Grambling, LA.

Twelve Hours undergraduate study, 1982 Carnegie Mellon University, Pittsburgh, PA.

OTHER TRAINING

State Farm Insurance-Catastrophic Loss Adjusting

Texas Department of Insurance- Casualty Loss Adjusting

Louisiana Community & Technical College System-Leadership Development Institute

Continuing Education-Grantsmanship, Louisiana State University

Goodyear Business Management

Amphibious Warfare School-(Leadership Training)

Communications Officers School

The U. S. Marine Corps Basic School-(Leadership Training).

SOFTWARE

Microsoft Office Suite

Microsoft Office Project

Xactimate

Corecon Project Management

ProEST Construction Estimating

Chiefs Maintenance Management

REFERENCES

Available upon Request

Wil Nabers
Post Office Box 82307
Baton Rouge, Louisiana 70884-2307
WilNab@rocketmail.com (225) 755-0646

RECEIVED
MAR 11 2008

March 6, 2009

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



RE: Vice President Vacancy

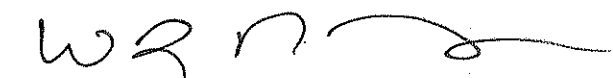
Dear Chairman Woods,

My leadership by example and participatory working style empowers people to make their greatest contribution to the success of the business unit. I have made a living nurturing and cultivating relationships, motivating individuals, strategically planning coordinated events for specific results and communicating with stakeholders to maintain direct contact with the pulse of the market. I understand how to ascertain the needs of the market, how to manage and mobilize resources to fulfill those needs and have significantly improved customer satisfaction and retention while influencing new levels of production and positive results for citizens in need of safe, decent and affordable housing.

Throughout my career I have been a resourceful and trusted advisor to countless individuals, families and corporations. I have demonstrated exemplary stewardship with the resources entrusted to me and have successfully constructed productive relationships to assure individual, departmental and business unit goals and objectives are attained. Success is not achieved alone and I have effectively hired, trained, coached and managed staff, consultants and vendors in an effective manner using prudent business practices.

I look forward to supporting President Bailey with enthusiasm, energy, skills and business experience to develop, implement and execute successful strategies for the Louisiana Housing Finance Agency and the citizens of our great State the directors, management and staff work diligently to serve.

Sincerely,



Wil Nabers
Enclosure (2)

LOUISIANA HOUSING FINANCE AGENCY
HUMAN RESOURCES

MAR 12 2009

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Wil Nabers

Post Office Box 82307
Baton Rouge, LA 70884-2307
E-mail wilnab@cox.net

Home (225) 755-0646
Mobile (225) 937-3456
Fax (225) 755-0646

Summary of Experience

- ❖ Twenty one years of providing tailored solutions as a trusted advisor to commercial, consumer, non-profit, religious and public banking clients.
- ❖ Seven years of demonstrated leadership as market president of a financial institution and program director of a nonprofit organization.
- ❖ More than twenty years of hands on community service work as a fundraiser, board member or volunteer in support of numerous local non-profit organizations to include the following:
 - Mid City Redevelopment Alliance
 - American Diabetes Association
 - Baranco Clark YMCA
 - Baton Rouge Area Chamber
 - United Way's Strengthening Lives committee
 - Southern University's
 - College of Business Advisory Board;
 - Athletic Director's Advisory Committee
 - Laboratory School Foundation Board
- ❖ Numerous evening and weekend hours communicating opportunities for improving lives via enhanced financial literacy and economic development.

Education

- | | | |
|--|------|------|
| ❖ Burke Baker School of Real Estate – Appraisal Course | July | 2001 |
| ❖ University of Maryland - School of Public Affairs - Executive Education Program, Housing and Community Development | June | 1999 |
| ❖ Graduate School of Banking at LSU - Baton Rouge | June | 1994 |
| ❖ Southern University - Baton Rouge - Bachelor of Science, Major Business Management, with a minor in Computer Science | May | 1983 |

Professional Experience

Liberty Bank & Trust Company

April 2005 to March 2008

❖ **President, Baton Rouge Region**

Directed the implementation and execution of business development strategies to gain market share and increase profitability within the region. Conducted strategic marketing sessions illustrating and articulating our message for the region with my commercial lenders, branch managers, customer service personnel and tellers to assure our efforts were coordinated and focused on the market segments we were specifically targeting. Positively impacted the bottom line by effectively cultivating core relationships for retention and cross selling while proactively attracting new and profitable relationships to the bank. Served as secretary of the compliance committee and as a member of the strategic implementation and loan committees. All market presidents were eliminated in a post hurricane Katrina restructuring of this New Orleans based organization.

Regions Bank / Union Planters Bank

September 2001 to April 2005

❖ **Vice President, Senior Business Banking Relationship Manager**

Responsibilities included cultivating stronger relationships with existing bank customers while developing and generating additional revenue from new business clients. Consulted with business owners and key personnel, assessed conditions and presented solutions to customers and prospects. Negotiated terms and conditions of loans, lines and deposit agreements that were mutually beneficial to the client and the bank. Regularly consulted with and referred new opportunities to internal business partners in commercial and title insurance, wealth management, trust services, cash management and merchant services. Frequently rewarded for exceeding production, retention and profitability goals.

Local Initiatives Support Corporation,

October 1997 to July 2001

❖ **Program Director, Baton Rouge**

Responsibilities included providing technical assistance and financial support to a young group of Community Development Corporations whose primary purpose was transforming Baton Rouge's most economically distressed neighborhoods into healthy communities.

We effectively worked with the Baton Rouge Area Foundation, City Parish Government and neighborhood associations to construct productive avenues of communication between resource providers, policy makers and citizens whose neighborhoods were targeted for impact. We crafted solutions to impediments and intervened with mutually beneficial solutions when our clients anticipated or experienced difficulty.

We created revolving acquisition lines of credit to facilitate land assembly and provided first in and last out, secondary financing when primary lenders preferred limiting their exposure in certain developments. We facilitated the creation of a

Professional Experience Continued

pipeline of future development by influencing centralized homebuyer education in the region and negotiated a blanket listing agreement for the sale of all new and refurbished homes produced by our clients.

During my tenure, the pipeline of safe, decent and affordable housing initiated with LISC support increased from 27 units in 1997 to 448 in 2001.

Regions Bank

February 1994 to September 1997

❖ Commercial Loan Officer

Responsibilities included the development and servicing of a loan portfolio comprised of 375 borrowers. Additional duties included pricing and deployment of retail credit strategies for our Baton Rouge and New Roads markets.

Hancock Bank of Louisiana,

June 1983 to February 1994

❖ Retail Banking Officer - Cluster Manager

Developed and supervised lending personnel in one third of our Baton Rouge locations. Served as a member of the Retail Loan Committee which reviewed all loan applications to assure compliance with regulatory guidelines and loan policy. In addition, we identified specific training needs of our lending personnel and were responsible for new product development.

Volunteer Experience

Mid City Redevelopment Alliance

- ❖ Board Member (currently serving as Secretary & Treasurer) Present

Southern University

- ❖ College of Business Advisory Board Present
- ❖ Athletic Director's Advisory Board Present
- ❖ Laboratory School Foundation Board Present

American Diabetes Association (Baton Rouge)

- ❖ Board Chair 2007 - outstanding year of legislative advocacy, education and resource cultivation. Present

YMCA Baranco Clark

- ❖ Board Member Present

Volunteer Experiences Continued

Chamber of Commerce

- ❖ Served as sub committee chair and worked to expand membership retention.

Fannie Mae

- ❖ Former member of Fannie Mae's National and State Housing Impact Advisory Committee.

Horizon Plan Implementation Committee Member

- ❖ Horizon is a 20-year land use plan for East Baton Rouge Parish.

United Way (Capital Area)

- ❖ Former member of the Strengthening Lives committee.
- ❖ Served as leadership campaign coordinator at Regions Bank for 2 years.

References

Mr. Raymond Jetson, CEO (recently retired)
Louisiana Recovery Corps
339 Florida Street, Suite 200
Baton Rouge, Louisiana 70801
Telephone (225) 381-3915

Mr. Perry Franklin, CEO
Franklin Industries, LLC
1201 Main Street
Baton Rouge, Louisiana 70802
Telephone (225) 768-9060

Mr. John C. Hopewell III, Esq.
Certain Title L.L.C.
5400 Firestone Road, Suite C
Zachary, LA 70791
Telephone (225) 658-9905

Thomas D. Burbank Jr.
5145 Sleepy Hollow Drive • Baton Rouge, La. 70817
(225) 572-5758 • tdburbankjr@yahoo.com

March 11, 2009

Mr. Wayne Woods
Board Chairman
Louisiana Housing Finance Agency
2415 Quail Drive
Baton Rouge, La. 70808

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MAR 11 2008

Dear Mr. Woods,

In response to the announcement on the LHFA website regarding, Vice President, Louisiana Housing Finance Agency, I am applying for the position. Please consider the following:

- Extensive state agency experience as administrator/manager while serving as State Treasurer, First Assistant Treasurer, Director, State Bond Commission and Executive Director, State Employees Retirement System
- Significant public finance experience within state government and as Regional Director of a public finance firm and Louisiana manager of an investment banking firm
- Comprehensive knowledge of state and local government
- Extensive experience working with the Louisiana Legislature
- Experience with development and implementation of agency budgets
- Record of compliance and adherence to high standards related to reporting and auditing of departmental financial activities
- Knowledge and experience in civil service matters
- Experienced record of achievement in organizational planning and training
- Experience with purchasing, contract negotiation and leasing related to equipment, supplies and services
- Extensive experience and comprehension of the need and importance of effective coordination between board, staff and external consultants

As Vice President my operational knowledge and experience would be a complement to LHFA President Milton Bailey, a national figure in affordable housing. As one that appreciates the mission and work that has been done in the past and knowing it will continue in the future I want to return to public service at the LHFA.

I believe my experience, knowledge and skills combined with my desire and commitment to LHFA would allow the Board, President and external consultants to focus on that mission knowing that the operational activities are being handled efficiently and properly.

Sincerely,



Thomas D. Burbank, Jr.

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MAR 12 2009

LOUISIANA HOUSING FINANCE AGENCY
HUMAN RESOURCES

Thomas D. Burbank, Jr.
5145 Sleepy Hollow Drive • Baton Rouge, La. 70817
(225) 572-5758 • tdburbankjr@yahoo.com

PRIVATE SECTOR EXPERIENCE

Gardnyr Michael Capital Inc., Baton Rouge La.

Regional Director, Louisiana 2007--Current

- Specialize in Community Development Districts. Issuance of long term (30 year) fixed rate, tax-exempt, non-recourse bonds for large residential, commercial and retail developments. Additionally, specialize in the management of the district, while working closely with developers and local government.
- FINRA Series 52, 53 and 63 licenses
- Reason for leaving is a strong desire to be involved for the rest of my career in public service in a meaningful way.

Dorsey & Company, Baton Rouge, La.

Consultant 2006 -07

- Develop client base focused on public finance by working closely with state and local governments, corporations, hospitals, economic development and housing authorities.
- FINRA Series 52, 53 and 63 licenses
- Reason for leaving was an opportunity to be involved with public financing of large scale housing, retail and commercial developments.

Stephens Inc., Baton Rouge, La.

Vice President & Manager, Louisiana Office, 2000-06

- Establish and manage office, develop and train staff.
- Develop client base focused on public finance by working closely with state and local governments, corporations, hospitals, economic development and housing authorities.
- FINRA Series 52, 53 and 63 licenses.
- Reason for leaving was to broaden my public finance experience.

Financial Consultant, 1998-99

Primary Client, Department of Revenue

State of Louisiana, Baton Rouge, La.

- Conducted extensive cash management study accounting for all revenues collected, budgeted and expended by state departments, boards and commissions.

First Commerce Corporation, Baton Rouge and New Orleans, La. Offices

Vice President & Trust Officer, 1997-98

- Developed and maintained trust relationships out of my Baton Rouge (City National) and New Orleans (First NBC) offices.
- Consulted with affiliate banks in Lafayette, Lake Charles, Alexandria and Monroe markets related to development and management of trust relationships.
- Reason for leaving was the acquisition of FCC by Bank One. Did not want to relocate out of state due to family considerations.

Consulting Service Group, L.P., Baton Rouge, La.

Consultant, 1996-97

- Managed startup and development of Louisiana market.
- Assisted institutions and individuals in the preservation and growth of investment assets.
- Reason for leaving was to accept offer with First Commerce Corporation

Callan Associates, Inc., Baton Rouge, La. and Atlanta, Ga. Offices

Consultant, 1994-96

- Consulted with public and corporate clients regarding assets. Portfolio totaled \$800 million.
- Clients included: Miami Fl. hospital; Town of Palm Beach, Fl.; Charitable Trust, Amarillo, TX. Community Foundation, Shreveport, La.; National Retirement pension fund, Washington D.C.
- Provided advice regarding strategic planning, plan implementation, plan evaluation, monitoring, and continuing education.
- Reason for leaving was due to Callan closing satellite offices in Cleveland, Los Angeles and Baton Rouge. Was offered possible relocation to Atlanta but did not want to relocate my young family.

PUBLIC SECTOR EXPERIENCE

***National Association of State Retirement Administrators, Baton Rouge, La.
Administrator, 1991-93(while Executive Director, State Employees Retirement System)***

- Coordinated all administrative and planning activities for the organization. Membership consisted of the 50 states, American Samoa, Guam, Puerto Rico, Virgin Islands, District of Columbia and 165 associate members.
- Overall responsibility for planning, organization and directing of the annual National Conferences for 500+ attendees in Hawaii (1991), Colonial Williamsburg (1992) and Seattle (1993).
- Fortified organization financially by increasing associate membership from 55 to 165.

***Louisiana State Employees Retirement System, Baton Rouge, La.
Executive Director, 1988-93***

- Administered the State's \$2.5 billion public employee retirement system serving 65,000 active employees, 25,000 retired employees and beneficiaries.
- Directly managed Assistant Director, CPA (Audit and Finance), Communications Director and Legal Counsel with overall responsibility of staff of 68.
- Prepared and managed \$6 million budget.
- Handled public/media and legislative relations, contract negotiations, State purchasing, civil service, legislative and external auditors and other state agencies.
- Increased member services by creating a communication department, member newsletter, and pre-retirement counseling program (PREP)
- Instrumental in passage of legislation establishing a permanent COLA for retirees.
- Instrumental in passage of legislation increasing investment of assets in equities from statutory limit of 25% to 55%.
- Established and conducted workshops for board, staff and legislative committees regarding fiduciary duty, international investments and other related subjects.

NOTE: Served as First Assistant State Treasurer approximately three months to assist newly elected Treasurer (Mary Landrieu) and her new staff. One important task was coordination of meetings with Standard & Poor's and Moody's.

Department of the Treasury

State Treasurer, 1987

- Chief Financial Officer and banker for Louisiana state government
- Responsible for the custody, investment, and disbursement of over \$6 billion during the fiscal year
- Supervised a team of 39 employees performing banking, investment, accounting, advisory and consulting duties.
- Chairman of the State Bond Commission responsible for the issuance and reconciliation of state debt. Regularly met and communicated with S&P and Moody's.
- Advised the Governor, Departments, Legislature, Universities and other State entities on fiscal matters
- Established the first competitive process regarding selection of a Financial Institution to perform as the Fiscal Agent Bank for the Department of Treasury. This yielded additional services at a significantly lower cost to the State.
- Issued \$1.1 Billion of General Obligation Bonds refunding existing debt resulting in significant long term savings to the State.
- Member of numerous boards and commissions (* listing at end of resume *)

First Assistant State Treasurer, 1985-87

- Administrator and Chief Operations Officer of the Department, reporting directly to the Treasurer, handling investments, staff/civil service, contracts, purchasing, legislative auditor, legislative relations and public/media activities.
- Assisted the Treasurer in all aspects of the issuance and reconciliation of long and short-term general obligation debt. Liaison to S&P, Moody's and Wall Street.
- Assisted in the preparation of legislation affecting fiscal position of the State and other governmental units.
- Communicated directly with banks throughout the State regarding deposit of idle state funds with their institution ensuring appropriate collateralization and return.
- Represented the Treasurer on numerous boards and commissions (* listing at end of resume *)

Director, Office of State Bond Commission, 1980-85

Assistant Director, Office of State Bond Commission, 1978-80

- Managed all aspects of the Bond Commission, including directing the management analysis and control of state and local debt.
- Supervised staff of 10 employees, including civil service matters and training.
- Reviewed applications for compliance with constitutional and statutory requirements related to incurring debt or levying taxes of districts or political entities of the State including parishes, cities, LHFA, special districts, school boards and sheriffs. Regular meetings were held every three weeks, special meetings as necessary.
- Ensured preparation of all resolutions, official statements, notices and other proceedings regarding the issuance of State General Obligations debt.
- Coordinated the issuance and sale of three \$100+ million bond issues annually, including maintenance of records, working closely with the Division of Administration, Legislature, higher education institutions, Ports and all departments of State Government and others included in Capital Outlay.
- Ensured comprehensive and continued reporting to rating services, financial institutions and prospective bond buyers. Liaison to public finance bankers and bond attorneys and consultants.
- Advised legislature on long range capital budget programs.
- Members of the Commission included the Governor, Lt. Governor, Attorney General, Secretary of State, President of the Senate, Speaker of the House, Commissioner of Administration, Chairmen of Finance, Appropriations, Revenue and Fiscal Affairs, Ways and Means with the Treasurer serving as Chairman.

National American Bank, New Orleans, La.

Vice President, Branch Administrator, Director of Purchasing, 1973-77

- Supervised activities of 12 branch locations including hiring, training and supervision of 20 bank officers and 90 employees.
- Supervised oversight management of data processing, buildings and property and customer relations.
- Managed the centralized purchasing department of this \$300 million financial institution-- including equipment, maintenance, supplies, lease agreements, and service contracts. During this period NAB was New Orleans 4th largest bank.
- Established four new branch offices increasing customer base, deposits and profitability.
- Reason for leaving was to accept offer from State Treasurer to join her staff.

EDUCATION

Bachelor of Science, Business Administration, McNeese State University, Lake Charles, La., 1972

Bank Management, Graduate School of Banking of the South, Louisiana State University Baton Rouge, La., 1978

FINRA (formerly NASD) Series 52, 53 and 63 licenses (Investment Banking)

ASSOCIATIONS

Chairman, State of Louisiana Area Council, Boys Clubs of America, 1991-92
Boy's Club of Greater Baton Rouge, Founder, 1982; President, 1982-83; Board
Of Directors, 1982-86; Corporate Board, 1987-90

Boy's Club of Greater New Orleans, Board of Directors, 1974-77;
President, Downtown Boy's Club, 1976-77; Corporate Board, 1976-77

McNeese State University Alumni Association, Member

McNeese State University "M" Club, Member

Broadmoor United Methodist Church, Budget Committee (past member)

Chairman, United Way Campaign, La. Retirement Systems Building, 1991-92

BOARD/COMMISSION

MEMBERSHIPS

(PUBLIC SERVICE)

Chairman, State Bond Commission

Chairman, Finance Committee for Small Business, Department of Commerce

Chairman, Sheriff's Supplemental Pay Board

Chairman, Workmen's Compensation Second Injury Board

Board of Directors, Correctional Facilities Corporation

Member, State Cash Management Task Force

Board member, Clerk of Courts Retirement System of Louisiana

Board member, Teachers Retirement System of Louisiana

Board member, Louisiana State Employees Retirement System;

Chairman, Investment Committee

Board member, Group Benefits Program

Board member, Louisiana State Police Retirement System

Board member, Louisiana Minority Business & Development Authority

Board member, Louisiana School Employees Retirement System

Board Member, Louisiana Housing Finance Agency

Member, Interim Emergency Board

Member, Louisiana Deferred Compensation Commission

Dana S. Bell

*6471 Lolette Lane • Shreveport, LA 71129 • e-mail: dana@bellmachine.com
mailing address: P.O. Box 78122 • Shreveport, LA 71137 • (318) 426-8264*

March 11, 2009

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

Dear Sir/Madam:

Recently, I read your ad on Career Builder for a position as a Vice President. I am very interested in this career opportunity; therefore if your organization can use a results-oriented, motivated self starter on your team of professionals, please review the enclosed résumé and consider me as an applicant.

As you can see from the résumé, I have both management and financial experience, most recently in a manufacturing environment. In my current position, I manage daily operations for a company making various machine parts for the oil and gas, pulp and paper, and aerospace and defense industries. Not only do I hire personnel and administer payroll, employee and retirement benefits, etc., but I also lead a team responsible for researching and developing bids for major government projects throughout the country. Over the last seven years, I have been instrumental in reducing delinquent customer accounts by 33%, workers' compensation claims by 19%, and employee turnover by 37% among other accomplishments.

Prior to this experience, I worked for an internationally-known financial firm. I started as a Sales Assistant during college, and soon became licensed as a Financial Advisor. In this capacity, I specialized in retirement planning, asset allocation, and corporate 401K plans. One of my strengths was developing strategies and policies to maintain clients' accounts.

In addition to experience, I feel that I have other qualities necessary for success in today's highly technical, competitive world: the ability to communicate and build trusting business relationships; the ability to remain focused under stressful conditions and time constraints; and foremost, the willingness and enthusiasm to learn new and challenging tasks and projects. Although I have been successful in my current and previous positions, I have always been interested in the governmental processes and have decided to pursue a career in that direction.

Since some qualifications are better explained in person, please call me at (318) 426-8264 so that we can arrange a time to discuss the possibility of putting my skills and experience to work for the Louisiana Housing Finance Agency. Thank you for your consideration. I look forward to your call.

Sincerely,

Dana S. Bell

Enclosure

Dana S. Bell

6471 Lolette Lane • Shreveport, LA 71129 • e-mail: dana@bellmachine.com
mailing address: P.O. Box 78122 • Shreveport, LA 71137 • (318) 426-8264

OBJECTIVE

To obtain a challenging, rewarding position utilizing my skills and experience to contribute to growth of a progressive organization.

PROFILE

Positive thinking, self-disciplined professional with financial and management experience • use analytical ability and creative energy to solve problems • excellent interpersonal skills—communicate well with diverse groups of people at all levels • highly organized and detail oriented • effective time management skills • flexible—enjoy new and challenging tasks and projects • computer knowledge includes Microsoft Word, Excel, Publisher, PowerPoint, Quick Books, and Real World accounting software

MANAGEMENT EXPERIENCE

- Managed daily operations of a company manufacturing machine parts for the oil and gas, pulp and paper, and aerospace and defense industries both domestic and foreign.
- Managed daily, weekly, monthly, and quarterly accounting activities including Accounts Receivable (over \$500,000), Accounts Payable, and sales, income, and payroll taxes; worked closely with CPA on end-of-year data; processed weekly and bi-monthly payroll for up to 125 employees.
- Interviewed and hired personnel; discussed benefits packages, insurance coverage, retirement plans, sick leave, etc., with new employees.
- Maintained health insurance plan; solicited and analyzed quotes from different companies to determine best package for both company and employee needs.
- Performed job costing using Excel software to determine profit margins.
- Led team through research and development of major government proposal projects; reviewed guidelines and developed and submitted bid packages; e.g.; obtained prices from different company departments as well as quotes from 3rd party vendors.
- Interacted frequently with international business customers including traveling overseas to analyze customers' needs; prepared detailed contracts accordingly.
- Answered questions concerning quality issues, billing, pricing structure, etc.; ensured customer satisfaction.
- Prepared company for ISO-9001 certification.

FINANCIAL EXPERIENCE

- Managed over \$20 million in assets in a portfolio of up to 250 clients for an internationally-known financial company; specialized in retirement planning, asset allocation, and 401K's.
- Researched and stayed abreast of new products; reviewed accounts regularly to ensure products were meeting customers' needs; reallocated as necessary.
- Prepared PowerPoint presentations for potential clients; organized and conducted workshops to solicit clients.
- Conducted quarterly meetings with corporate clients; conducted round table discussions with selected individual clients.

VOLUNTEER EXPERIENCE

- Organized Beefmaster Breeders United (BBU) national/international convention for 600+ attendees in 2002 and 2008.

WORK HISTORY

Bell Machine Company, Inc.; Shreveport, LA

2002 - present

Operations/Financial Manager

- Reduced delinquent customer accounts by 33% in a 6-month period.
- Implemented a corporate risk management program resulting in reducing workers' compensation claims by 19%.
- Developed and implemented new staffing policies and procedures which reduced employee turnover by 37%.
- Sold company's 401K plan to 80% of employees.

Morgan Stanley; Shreveport, LA

1999 - 2002

Financial Advisor (2001 - 2002)

Sales Assistant (1999 - 2000)

EDUCATION/TRAINING

Bachelor of Science; Finance; Louisiana State University; Shreveport, LA; Dean's List; 2000

Morgan Stanley Training:

Financial Advisor Training Program; Dallas, TX

Series 7 Prep Course; New Orleans, LA

Stegall Marketing Institute Life Insurance Training Program; Shreveport, LA

Outsell Marketing Training; Dallas, TX

Psychology of Sales Call Reluctance; Dallas, TX

401K Training; Shreveport, LA

Licensed Financial Advisor; Series 7 License; Life Insurance License (expired)

References furnished upon request

Denise Ackoury

From: chris odinet [codinet@yahoo.com]
Sent: Wednesday, March 11, 2009 11:41 AM
To: Employment Opportunities
Subject: Vice President LHFA Position
Attachments: CLO Resume.doc

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

To whom it may concern:

This letter is to express my interest in the Vice President position listed in the Sunday, March 8th edition of *The Times-Picayune*. Based on my corporate management experience and my past work history dealing with Small Business Administration loan programs, I am confident that I would be a great addition to your team.

My resume that highlights my knowledge and experience in budget development, implementation and general corporate management is attached. During my time at Biological Processors of Alabama, Inc. (BPA), I managed 25 employees and was responsible for creating financial models used in managing company growth. While working for the SLU Small Business Development Center, I assisted clients in obtaining in excess of \$3.5 million in SBA guaranteed loans.

Presently, I reside in Alabama, but have been a life long resident of Louisiana and am looking for the right opportunity to bring me back home. I am very self-motivated and competitive and I thrive in dynamic, fast paced environments. I am excited about this position and, perhaps, being part of your team. Thank you in advance for your time. Please do not hesitate to contact me if you have any questions.

Sincerely,

Christopher Odinet

CHRISTOPHER L. ODINET

116 Appleton Lane
Madison, AL 35756
256-325-3051 (Home) 985-960-0159 (cell)
codinet@yahoo.com

EMPLOYMENT:

IRON MOUNT CORPORATION, Birmingham, AL, February 2005 – Present

Director; Secretary-Treasurer

- Serve on the Board of Directors of a start-up research and development company that has developed a proprietary, patent pending recycling technology.
- Worked with legal counsel and other management in developing a corporate structure, a company business plan and executive summary necessary for obtaining seed capital.
- Assisted in acquiring \$2,000,000 of seed funding through a Private Placement Memorandum.
- Lead the Board of Directors in areas of fiscal management and risk assessment.
- Maintain all corporate records for the company including the corporate charter, bylaws, amendments, unanimous consents and resolutions, minute book, stock book and ledger, stock transfers, employee contracts, consulting contracts and non-disclosure agreements.
- Organize all shareholder and board meetings pursuant to the company bylaws.
- Responsible for corporate tax and legal filings including all property tax, franchise tax, and income tax returns on the local, state, and federal levels.

BIOLOGICAL PROCESSORS OF ALABAMA, INC., Decatur, AL, March 2002 – Present

General Manager; Secretary-Treasurer

- Helped establish an \$8 million Industrial Wastewater Treatment Company, including establishing the corporate charter, acquiring necessary operational permits from local and state agencies, establishing all accounting procedures and functions, and developing a company business plan.
- Created financial forecasting models to assess and manage future business growth.
- Negotiated and developed the contract for the construction of the wastewater treatment plant.
- Managed a \$750,000 capital improvement expansion to the wastewater treatment facility in 2006. The expansion was completed 10% under the proposed budget and the expansion more than doubled the wastewater treatment plant's throughput capacity.
- Procured capital assets that resulted in reducing analytical and testing expenses by 33% on an annual basis.
- Redesigned and improved the company's waste profiling system to obtain a more complete profile of customers' wastewater streams allowing for more efficient and cost effective treatment operations.
- Led company efforts in negotiating contract renewals with state and local authorities. Worked with regulating authorities in designing improved waste profiling systems and process improvements to the company's treatment facility.
- Led merger and acquisitions team in facilitating the sale of the company. Responsible for compiling and preparing all due diligence document requests for interested acquiring parties. Documents included general corporate documents, financial data, tax returns, operational data, compliance data, legal information, customer contracts and insurance information.
- Maintain all corporate documents, including stock book and ledger, corporate charter, bylaws, amendments, board and shareholder resolutions and unanimous consents, insurance policies, etc.
- Responsible for the filing of local property tax returns, state income tax, payroll tax and privilege tax returns, and federal income and payroll tax returns

GLOBAL REMEDIATION, INC., Slidell, LA, September 1995 – November 2001

Financial Controller; Secretary-Treasurer

- Managed all finances for a \$4 million environmental and industrial cleaning services company whose customers included 15 Fortune 500 companies.
- Prepared the company business plan and executive summary outlining the strategic direction for the company and created financial forecasting models to assess and manage future business growth. Annual revenues increased from approximately \$300,000 in 1995 to over \$3,000,000 in 2001.
- Responsible for capital expenditures, revenue projections, cost budgeting, all accounting functions, and risk assessment.
- Successfully negotiated the sale of the company to a larger competitor in the industrial services industry.

TCHEFUNCTE HARBOUR TOWNHOMES, Madisonville, LA, August 1995 – November 2006

Property Manager

- Managed all finances and accounting functions for an 81-rental unit, \$14 million waterfront townhome development located on the Tchefuncte River in Madisonville, Louisiana.
- Responsible for the general maintenance and capital improvements done to the property. Also, managed \$500,000 of capital improvements to the facility, including structural repairs to individual units and roadway replacements, during 2001.
- Prepared annual operating budgets and risk assessments.
- Prepared monthly and annual profit and loss comparative analyses to identify significant changes in both revenues and costs.
- Developed an exit strategy for the company in 2001 that minimized tax implications by establishing a homeowner's association and converting 81 rental units into individual townhomes for sale. Successfully closed and sold approximately 35 units over the next 5 years.
- Successfully negotiated and structured the sale of the remainder of the property to a diversified holdings company in 2006.

SLU SMALL BUSINESS DEVELOPMENT CENTER, Hammond, LA, July 1994 – August 1995

Counseling Coordinator

- Coordinated all counseling efforts for the SBDC in the five Florida Parishes.
- Counseled and assisted clients of existing and start-up businesses in the following areas: developing comprehensive business plans, marketing research, accounting records and systems, break-even analysis, financial analysis, forecasting, pricing, strategies, cash flow management and problem solving.
- Conducted seminars in business planning, marketing, financial management and sources of capital.
- Assisted small business clients in the Florida Parishes in receiving over \$3.5 million in small business loans through SBA loan programs.

GULF ENGINEERS AND CONSULTANTS, INC., Baton Rouge, April 1994 – July 1994

Research Analyst

- Conducted extensive research in Missouri and Illinois to assess financial and physical damages done to agricultural land and crops, public facilities and private property caused by the Great Midwest Flood of 1993.
- Worked with local, state, and federal officials to develop comprehensive plans to guide future floodplain management decisions.

EDUCATION:

MISSISSIPPI STATE UNIVERSITY, Starkville, Mississippi, August 1993
Master of Business Administration
CONCENTRATION – Economics

LOUISIANA STATE UNIVERSITY, Baton Rouge, Louisiana, May 1992
Bachelor of Science in Business Administration
MAJOR – International Trade and Finance
MINOR – Speech Communication

HONORS:

LSU Alumni Scholarship
Dean's List
Graduate Research Assistantship, Mississippi State University

ACTIVITIES:

Burden Foundation – Board Member, Lambda Chi Alpha Fraternity Alumni Association; St. John the Baptist Catholic Church

REFERENCES:

Available Upon Request

Mark Moose

37731 Rue De Vior • Denham Springs, LA 70706
Cell: 225-572-1087 • Home: 225-667-4802
mamoose@cox.net • Available for Relocation

Vice President

Results-oriented and proactive management professional with 12 years of progressive experience in banking operations. Track record of delivering quantifiable results in sales, P&L management, staff supervision, and customer service. Well-regarded interpersonal, analytical, and problem-solving skills. Key competencies include:

- P&L Management
- Revenue Growth
- Customer Service
- Training / Development
- Relationship Management
- Account Development / Retention
- Regulatory Compliance / Audit
- Multi-site Management
- Recruitment / HR Processes

PROFESSIONAL EMPLOYMENT

CITIFINANCIAL / WASHINGTON MUTUAL FINANCE 1996 to Present
Baton Rouge, LA; Memphis, TN; Tulsa, OK
Advanced through several positions of increasing responsibilities through a 12-year career with this consumer finance company providing real estate and personal loans. CitiFinancial acquired Washington Mutual Finance in 2004.

District Supervisor (2001 to Present)

Manage a \$50 million district in SE Louisiana. Evaluate the potential of new and existing store locations. Supervise sales, service, and collections efforts of up to 30 employees in ten offices.

Key Accomplishments:

- Delivered growth of more than 10% and profit over 100% of goal six out of seven years.
- Slashed the delinquency rate to meet or beat company standards six out of seven years.
- Improved Voice of the Employee (VOE) scores for the past four consecutive years.
- Ranked among the top ten District Managers for three consecutive years with Washington Mutual.
- Played a key role in revamping the branch self-assessment process, which improved branch audit scores.
- Earned numerous awards: Hawaii trip (2003), Chairman's Forum (2005 and 2007), Impact Award (2005), Power Play Award (2005), Top Performer District Manager (2005), Division Award of Excellence (2006—twice).

Area Training Director (2000 to 2001)

Managed the hiring and training for the four-state, 60-branch region. Directed and coordinated recruitment activities; sourced, interviewed, and hired candidates. Conducted new hire orientations and coordinated on-the-job training with branch managers. Collaborated with senior management to identify training needs. Delivered monthly training sessions to ensure top performance and smooth process transitions.

Key Accomplishments:

- Achieved 100% of the training schedule goal.
- Filled all open positions within 60 days of posting.

Regional Sales Manager (2000)

Established and maintained sales finance dealer associations through cold calls and effective relationship management. Supervised 60 sales finance portfolio managers. Reviewed financing programs for profitability and productivity.

Key Accomplishments:

- Expanded the new customer base by 7500 accounts.
- Grew sales finance profitability by 50%.
- Increased productivity or conversions by 25%.

Branch Manager (1997 to 2000)

Directed all daily operations of this \$4 million branch with 1400 accounts. Managed P&L, evaluated all loan applications for approval, and collected on overdue accounts. Supervised a staff of three and conducted annual performance reviews. Handled bankruptcy claims and foreclosure processes.

Key Accomplishments:

- Grew the branch over 400% within two years.
- Lowered delinquency by 50% and maintained losses well below company standards.
- Reduced DQ from 4% to less than 2%.
- Exceeded the profit plan every year.
- Achieved zero turnover throughout three-year tenure.

Manager Trainee (1996 to 1997)

Sold loan products and collected on assigned accounts. Handled bankruptcy claims and creditor meetings. Developed competencies in all aspects of business, including sales, accounting, credit, and customer relations.

Key Accomplishments:

- Met or exceeded all monthly goals during the training period.
- Regularly tapped to fill in as relief branch manager.
- Selected to mentor new hires.

EDUCATION

NORTHWESTERN OKLAHOMA STATE UNIVERSITY – Alva, OK
BA in History / Minor in Business Administration, 1995

*Craig G. Condon
6068 Colbert St.
New Orleans, LA 70124
Cell 504-202-2548, Fax 504-373-6726
Cgc@cox.net*

March 20, 2009

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

Re: Vice President, Louisiana Housing Finance Agency

Dear Chairman, Members of the Board of Commissioners and Milton Bailey, President:

The purpose of this correspondence is to submit to you my request for consideration and Qualification's Statement for the position of Vice President of the Louisiana Housing Finance Agency.

I have a passion and have been a student and a developer of decent, safe, and affordable/work force housing for low and moderate income Louisianans, since my entry into the real estate industry in 1978. I have always appreciated the great need, the challenge to supply and the societal benefits of empowering our citizens by creating cohesive communities.

The programs that I have used to develop affordable/work force housing are: LIHTC, HOME, CDBG, FHLB AHP Grants and Subsidized Advances, HUD 203B, 203K, USDA RD 502, HUD 221D4 and 202, LHFA HOME Assisted MRBs and the former UDAG and HUD 235B. Programs and organizations that I, also, have knowledge of are: Section 8, Market-to-Market and Risk Share, Gulf Opportunity Zone Bonds, FANO First Time Homebuyer Fund and Homebuyer Opportunity Fund, Multi Family MRBS, New Market Tax Credits, LHFA, HUD, RDA, LRA, NORA, LLT and FANO. With many local and rural participating jurisdictions and the legislature, I have working knowledge. I am using best efforts to stay abreast of the American Recovery Reinvestment Act, Tax Credit Assistance Program and Renewable Energy Tax Credits. My Qualification's Statement is attached for your review.

The developing of affordable housing is a major, but not the only component needed to enhance the quality of life for our citizens. We must also offer social services to create an economic and social environment that exists in thriving communities. We also must continue to educate our populous and use means to minimize Nimbyism.

Page 2

My years in business exemplify that I have the ability to form partnerships; with government agencies, for profit and non-profit developers, Community Development Corporations, CHDOs, lending institutions, consultants, contractors, architects, investors, realtors, faith based and other organizations related to housing and economic development.

Some of the more important business skills that I have learned are: professional management, communication, accounting, budgeting, planning, coalition and capacity building, construction knowledge, and creative financing. Most importantly, the ability to implement the resources available from conception to a finished completed successful development.

My years of experience developing affordable/work force housing have given me a unique "hands on" practical knowledge of what it takes to make it happen!

I would very much appreciate the opportunity to discuss my qualifications further but, most importantly, to be able to participate and assist the LHFA in its Mission.

Sincerely

Craig G. Condon

Craig G. Condon

Office: 6068 Colbert St.
New Orleans, LA 70124

Email: cgc@cox.net

Cell: 504-202-2548
Fax: 504-373-6726

SUMMARY OF EXPERTISE AND QUALIFICATIONS

Extensive experience in the aspects of affordable/work force multi and single family housing programs, development, consulting and construction. The programs have been used to develop affordable/work force housing are: LIHTC, HOME, CDBG, FHLB AHP Grants and Subsidized Advances, HUD 203B, 203K, USDA RD 502, HUD 221D4 and 202, LHFA HOME Assisted MRB and the former UDAG and HUD 235B programs. Programs and organizations that I also have knowledge of are: Section 8, Market-to-Market and Risk Share, Gulf Opportunity Zone Bonds, FANO First Time Homebuyer Fund and Homebuyer Opportunity Fund, Multi Family MRBS, LRA, NORA, HUD, FANO and FNMA. Craig Condon has participated in the construction and/or development of over 1,000 residential units since entering the building business with the majority of units being affordable/work force housing.

Selected Major Projects completed:

AFFORDABLE:

- * **"Housing Development Services, LLC"** – Principal – formed in 1995 for the mission of developing, constructing and consulting of multi and single family affordable housing
- * **"Villa Ashley I & II, Baton Rouge, LA** – 2003-05, a 50 unit (25 duplexes) affordable multi-family development with a total development cost of \$4.2 million; CGC was co developer and managing general partner; financing used permanent - LIHTC, HOME and Private Equity; construction - Bank
- * **"St. Joe Estates I & II and Salvation Manor, Slidell, LA** – 2000 -02, a 100 unit senior affordable multi-family development with a total construction contract of \$4,500,000.00; CGC was co developer, consultant and project manager of construction; financing used – permanent - LIHTC, HOME, FHLB Grant, HUD 221d4, HUD 202 (20 units), Private Equity; construction – Bank, HUD, FHLB
- * **"Smith Square, Hammond, LA** – 2003-04, a 28 unit lease-to-own development with a total development cost of \$2,800,000.00; CGC was co developer, financing used permanent LIHTC, HOME and Private Equity; construction - Bank
- * **"Centreville Apartments I & II, Centreville, MS** – 2002, a 28 unit apartment development with a contract amount of \$1,320,000.00; CGC was builder; financing used construction and permanent - FHLB Grant, FHLB subsidized advance and Bank
- * **"Timberwood Place Subdivision, Baton Rouge, LA** – 1997-2001, a 90 lot single family, owner occupied, affordable home subdivision with a completed value of \$8,200,000.00; CGC was co developer, builder, consultant; financing used - construction Bank CDCs, Bank - permanent - HOME, CDBG, FHLB AHP Grants, FHA 203B, Community Lending programs and MRB programs
- * **"St. Tammany Community Housing Resource Board", Slidell, LA** – 1998 - a project of owner occupied affordable homes. CGC was co developer and builder; Financing used – construction – Bank – permanent – LHFA HOME Assisted MRBs
- * **"Scattered site St. Tammany and Tangipahoa Parishes"** – 1996-03, numerous single family owner occupied homes developed and built using the USDA Rural Development 502 program
- * **"Central City New Orleans"** - 1995-96, scattered site inner city redevelopment project of thirteen single family owner occupied homes. CGC was co developer and builder with partner for First National Bank of Commerce CDC. Financing was FNBC CDC – permanent – FNBC CDC community lending programs 1sts and HOME 2nds
- * **"Lorraine Village Apartments", Estate St. George, St. Croix, VI** – 1992 -03, a 64 unit Section "8" apartment complex reconstruction with a contract amount of \$3,900,000.00
- * **"Rue Bienvenue", New Orleans, LA** – 1980-81, fifty 50 single family owner occupied homes, with a contract amount of \$3,125,000.00; CGC was developer and builder; Financing used – permanent – HUD Urban Development Action Grant (UDAG), FHA 203B; construction financing – Bank. The UDAG was created as a low interest forgivable second mortgage. HUD stated it was the first time in the U.S. a UDAG was used to reduce the amount of the 1st mortgage. Now commonly known as a "Soft Second".
- * **"Versailles Gardens" New Orleans, LA** – 1979-80, fourteen owner occupied duplex town homes; CGC was developer builder. financing – construction – Bank, permanent – HUD FHA 235B

MARKET RATE:

- * **"Building Consulting Services, LLC" – Principal** – formed in 2008 and performs contract administration and consulting services related to commercial and residential construction
- * **"Lan-Coast, LLC" – Principal** – A commercial and select custom residential general contracting company, primarily focusing in the Gulf Coast areas of W. FL Panhandle & Lower Alabama 2004-2008
- * **"Saman Villas", Carambola Resort, St. Croix, VI** - A 39 unit luxury condominium reconstruction with a contract amount of \$5,900,000.00
- * **"Holy Cross Church and Parish Hall", Annaly Farms, St. Croix, VI** - A reconstruction of a historical structure with a contract amount of \$325,000.00
- * **"Chase Manhattan Bank" Orange Grove, St. Croix, VI** - Interior finish of office building with a contract amount of \$275,000.00
- * **"St. Croix Educational and Sports Complex", St. Croix, VI** - Project engineer and assistant project manager for Balfour Beatty America Group in the construction of a new \$21 million facility.
- * **"The Village Acadian", Slidell, LA** - A 50 unit condominium development with a contract amount of \$3,250,000.00
- * **"Kingspoint Village", Slidell, LA** - A 55 unit townhouse development, with a contract amount of \$3,575,000.00.
- * **"Caroline Court" New Orleans, LA** - A 36 unit townhouse development, value of \$1,800,000.00.

EDUCATIONAL / LICENSES / AFFILIATIONS

Bachelor of Science, Industrial Management, Louisiana State University, Baton Rouge, Louisiana; Louisiana & Mississippi Commercial and Residential State Building Contractor Licenses; St Tammany, Tangipahoa, Louisiana State and National Association of Home Builders member & former - Director, Vice President; West St. Tammany Housing Initiative, President; Fannie Mae Louisiana Partnership Office - Advisory Council; NAHB Affordable Housing Task Force; and Housing Finance Committee

- 1973-78 employed Bayou Candy Company – General Manger with bottom line responsibility of national confectionary manufacturing firm with 100 employees
- 1972-73 employed Sonesta Hotels – Royal Sonesta Hotel management staff in charge of cost controls, budgeting, 1-5 year plan and special studies

BUSINESS AND PERSONAL REFERENCES
(available upon request)

March 14, 2009

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

Dear Chairman:

I am forwarding my resume in response to your ad in the Baton Rouge Advocate. I am 54 years old with my bachelor's degree from the University of New Orleans where I studied real estate, pre-law, paralegal, urban studies - social planning, program design, implementation, evaluation, transportation, economics, housing, business, insurance, investing, computers, grant writing, etc. I also have 35 years of experience working for realtors, accountants, lawyers, financial planners, in tax research, the university system, property management, etc.

I have a long list of talents, skills and abilities to carry into any position, which includes, but is not limited to being a fast learner, a thinker, a planner, a list maker, a goal setter, efficient, organized, a researcher, a teacher/trainer, a calendar keeper, positive, a motivator, an encourager, informative, results oriented, detail oriented, helpful, a deadline meeter, a life skills teacher, strong in math, educated, experienced, multi-talented, a cross trainer, a stream liner, etc.

I have spent my entire life learning about almost every aspect of real estate. I am familiar with programs which help first-time homebuyers with either low-interest bond money, down payment assistance, closing costs assistance and or weatherization, rural properties, etc. especially after hurricanes katrina and or gustav affected so many in Louisiana being faced with housing decisions and or our current economic housing market forcing changes on many homeowners facing layoffs, foreclosures, bankruptcy, etc. Please call me if you are interested in scheduling an interview.

Sincerely,



Sue Strohmeier-mil
225-284-9302
suestrohmil@hotmail.com

RECEIVED

MAR 19 2009

LOUISIANA HOUSING FINANCE AGENCY
HUMAN RESOURCES

Sue Strohmeier-million

225-284-9302 (cell #)

RESUME

EDUCATION

UNIVERSITY OF NEW ORLEANS, Bachelor's degree, '94, concentrating in pre-law, paralegal, investing, insurance, real estate, urban studies, social planning, program design, implementation, evaluation, housing, transportation, economics, grant writing, etc

COMPUTERIZED TAX COURSE, 12/05

EXPERIENCE

LAW OFFICES: legal receptionist, legal assistant, a/p, a/r, payroll, benefits, paralegal trainee, office manager, etc from the early '70's through present in small, medium and or large offices for either (1) Baham & Curet, (2) Ballay & Braud, etc.

PROPERTY MANAGEMENT: live on site property manager for 60, 90, 123, 184 apartments of various sizes from studios up to and including 3 bedroom luxury apartments from the early '90's to present for (1) UNO, (2) Tonti Properties, (3) Lake Terrace Garden Apartments, 24/7, 365;

UNIVERSITY OF NEW ORLEANS, part-time, full-time, student worker, etc from '89 until '98 (while working on my degree) in either Student Support Services, Testing Services, Married Student Housing, College of Business, The Women's Center, The Radio Station, The Dean's office of the Library, etc

All work from '72 until present included, but was not limited to typing, filing, copying, mailing, opening/closing offices, maintaining keys, phones, faxing, internet emailing/searching, teaching, training, researching, ordering supplies, time clock calculations, payroll, a/p, a/r, deposits, data entry, receptionist, secretarial, administrative, organizing, streamlining, thinking, planning, goal setting, calendar keeping, prioritizing, meeting deadlines, hiring, interviewing, testing, showing apartments, make readies, move in/out, rent collection, evictions, nsf's, deposits, record keeping, documenting,

REFERENCES

Margot Day, 504-288-7526, Mary Smith, 504-889-1915, Barbara McGowan, 504-450-6398, Peggy Gaffney, 504-280-6000, Jane Brooks, 504-280-6000, Dr. Robert Whelan, 504-280-6000, Nora Chapuis, 504-280-6000, Cindy Landry 504-280-6000

Salary History (minimum wage '69) up to \$40,000.00 per year+/- (depending upon overtime and or fringe benefits)