

OHIO SENATE
2018 MAY 14 AM 11:08

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STATE OF OHIO

Executive Department

OFFICE OF THE GOVERNOR

Columbus

I, John R. Kasich, Governor of the State of Ohio, do hereby appoint, Cindy Posa Crotty, from Cleveland Heights, Cuyahoga County, Ohio, as a Member of the University of Akron Board of Trustees for a term beginning May 10, 2018 and ending at the close of business July 1, 2026, replacing Jennifer E. Blickle, whose term expired.



IN WITNESS WHEREOF, I
have hereunto subscribed my name
and caused the Great Seal of the State
of Ohio to be affixed, at Columbus, this
10th day of May in the year of our
Lord, Two Thousand and Eighteen.

John R. Kasich
Governor

CINDY POSA CROTTY
2905 Fairmount Boulevard
Cleveland Heights, Ohio 44118
216-408-5464 capcrotty@gmail.com

CAREER SUMMARY

Financial Executive with 30+ years experience in commercial banking, corporate finance and private banking, including start up and turnaround. Leader and team player with track record of growing revenue, enhancing asset quality and managing risk.

- P&L Management
- New Business Development
- Commercial and Private Banking
- Capital Markets
- Risk Management
- Asset Allocation & Diversification

PROFESSIONAL EXPERIENCE

PEOPLES BANK, Beachwood, OH

2016 - present

EVP Region President

Report to CEO and responsible to lead and grow all bank operations for the North Region – including retail, commercial, business banking, investment management and insurance.

KEYBANK, NA, Cleveland, OH

1995 - 2015

EVP Commercial Segment Head - Key Community Bank (2007 - 2015)

Led commercial client segment, \$500 million in revenue with \$15 billion in commitments, delivered through new Community Bank model – with matrixed sales leadership for business banking and middle market, and direct management of asset based lending, dealer finance, Native American financial services, agricultural finance, commercial servicing, and community development.

- Developed growth strategy for all commercial businesses including financial responsibility, risk management, compensation structure and product, technology and marketing investments.
- Collaborated with Corporate Bank to deliver capital markets products and services to commercial clients and established referral program for Investment Banking.
- Conducted growth opportunity analysis for regions to identify top growth investment markets and worked with leaders to staff appropriately.
- Led business through 2008-2011 crisis utilizing Capital Optimization Strategy – combined industry based risk analysis with capital utilization and ROE to enhance client selection and expansion. Optimized portfolio mix to maximize growth and minimize risk over the business cycle.
- Partnered with Commercial Credit Risk Officer to restructure commercial credit underwriting and approval process for Community Bank.
- Served as business point person for Regulators.
- Member of Executive Council - 30 person Keycorp leadership committee, Voting member of Commercial Credit Policy Committee and Commercial Credit Risk Committee, Founding Member of Enterprise Healthcare Committee, Founding leader of Green Council, Founding member of Key Executive Womens' Network, Chair of United Way Campaign (2003)

EVP National Director - Key Private Bank (2006)

Led \$125 million revenue, 100+ person, 23 market national business focused on banking and investments and trust.

- Developed new brand, all marketing collateral and go to market strategy.
- Designed new compensation plan and cross line of business collaboration plan.
- Led team through divestiture of McDonald Investments.

EVP Region Manager – Commercial Bank / Key Corporate & Investment Bank (2002 - 2005)

Led \$150 million revenue, \$3 billion commitments business in Great Lakes / NEO region commercial banking with a staff of 100.

- Improved Asset Quality, mitigating charge offs and reducing criticized assets to tolerance levels.
- Led restructure of credit and line post recession.
- Up tiered talent skill set, grew client base 20%, and diversified revenue into non-credit fees.
- Created Upper Middle Market focused team.

SVP Senior Managing Director – Key Business Advisory Services/ Wealth Transfer (1995 - 2001)

Developed business plans and launched new business providing investment banking (sell side M&A, debt capital advisory) and wealth transfer services to privately held middle market business owners.

- Hired, managed and led 15-20 professionals across 14 states.
- Closed 20 deals with an average fee of \$750,000 and average valuation of \$25 million.
- Advised 300+ companies across Key footprint.

CITICORP NORTH AMERICA, INC.

1981 - 1995

VP - Area Manager, Citicorp Private Bank, Cleveland, OH (1991 - 1995)

Managed P&L for regional office providing wealth management services to high net worth individuals and their businesses in Ohio, Michigan, Western Pennsylvania and Kentucky. Led new business development, portfolio management, operations management, financial statement management, and financial reporting with a staff of 8.

- Improved profitability of business 45% and became a leader in selling new products.
- Revitalized portfolio through focused diversification strategy gaining 20 new clients, \$50 million in new loans outstanding and \$60 million in new assets under management.
- Launched business in new direction as mandated by industry and regulatory developments; ensured that officers became NASD licensed and compliance procedures were implemented.

VP - Area Manager, Citicorp Leveraged Finance Division, Cleveland, OH (1988 - 1990)

Led regional office of 25 professionals engaged in originating, structuring, underwriting and managing a portfolio of highly leveraged transactions.

- Coached team to underwrite, negotiate, close and manage \$1+ billion of leveraged transactions.
- Delivered \$24+ million in net earnings over 2 year period – rated one of the most profitable offices.
- Turned around the credit process and obtained an excellent rating by internal auditors.
- Coordinated efforts to syndicate senior loans, acted as syndicate agent and assisted with the underwriting of high yield subordinated debentures.
- Managed a portfolio of adversely classified loans, implementing work-out strategies which resulted in no credit loss to the bank.

VP - Team Leader, Citicorp Leveraged Finance Division, Atlanta, GA (1987 - 1988)

Managed 4 new business development officers and relationship managers engaged in providing asset based and cash flow lending. Closed the 1st preferred equity position for the division with an 80 % ROI. Managed a portfolio of adversely classified loans, and loans being restructured through Chapter 11, with no credit losses.

VP - Senior Transactor, Citicorp Leveraged Finance Division, Atlanta, GA (1985 - 1987)

Structured and closed one of the division's first cash flow loans and developed a unique monitoring system which became the prototype for other tailored monitoring systems within the Division.

Senior Account Officer/Account Officer, Asset Based Lending Group, Atlanta, GA (1982 - 1985)

Field Examiner, Asset Based Lending Group, Atlanta, GA (1981 - 1982)

GENERAL ELECTRIC CREDIT CORPORATION, Atlanta, GA
Auditor, GECC Asset Based Lending Division

1980-1981

EDUCATION

- University of Georgia, BBA - Accounting
- Series 7, 63 and 24 NASD Licensed (inactive)
- Case Western Reserve University – Key Executive Leadership Program

COMMUNITY INVOLVEMENT

BEECH BROOK – Cleveland, Ohio - Board of Directors /Board President 1990 - present

HATHAWAY BROWN SCHOOL – Shaker Heights, Ohio - Board of Trustees 2012 - present

THE GATHERING PLACE – Beachwood, Ohio – Board of Directors 2017- present

UCC CORNERSTONE FUND – Cleveland, Ohio – Board of Directors 2017- present

VISITING NURSE ASSOCIATION – Cleveland, Ohio - Board of Trustees 2002 - 2012

KEY FOUNDATION – Cleveland, Ohio - Board of Trustees **2007 – 2015**

IN COUNSEL With WOMEN – Member 2017- present

YMCA – Cleveland, Ohio- Professional Woman of Achievement Award recipient 1999

GOVERNOR'S APPOINTMENTS TO BOARDS AND COMMISSIONS

Date: 5/10/2018

Name of Appointee:

Ms. Cindy Posa Crotty

Address:

2905 Fairmount Blvd.
Cleveland Heights, OH 44118
Cuyahoga County
(H) - 2163715235
(W) - 2169100552
(M) - 2164085464

Name of Commission:

University of Akron Board of Trustees

Contact:

Kristin Brummond, Assistant to the President
University of Akron
Akron, OH 44325-4705
(330) 972-7869

Term Begins:

7/2/2017

Term Ends:

7/1/2026

Party Affiliation:

Republican

Senate Confirmation:

Appointed by the Governor, confirmed by the Senate

Financial Disclosure:

Confidential disclosure required

Vice:

Jennifer E. Blickle