COUNTY AGENDA REQUEST

Department:	Commissioners	Presenter(s):	Commissioner Charles Oddo
Meeting Date:	Thursday, November 14, 2013	Type of Request:	New Business

Wording for the Agenda:

Consideration of a recommendation from the Selection Committee to appoint Mr. Allen Phinney to the Fayette County Development Authority, and for said appointment to begin immediately and to expire on April 9, 2014.

Background/History/Details:

The Fayette County Development Authority is a volunteer body comprised of nine members. Five members are appointed to at-large positions, for four-year terms, by the Fayette County Board of Commissioners. Two members are appointed by the City of Fayetteville and the Town of Tyrone, respectively. The remaining two positions are filled by the chairpersons of the Peachtree City Development Authority and the Peachtree City Airport Authority.

Fayette County's Development Authority sets policy, determines annual goals, and serves as a liaison between the business community and local government. This board utilizes individual talents and experiences in building consensus in an effort to facilitate an improved business climate, diversified economic base, and a steady economy that results in benefits for every citizen, business owner, and government in Fayette County.

The Selection Committee, comprised of Commissioners Charles Oddo and Allen McCarty, has interviewed applicants who submitted applications earlier this year and is nominating Mr. Allen Phinney to serve on the Board of Commissioners until April 9, 2013.

What action are you seeking from the Board of Commissioners?

Approval of a recommendation from the Selection Committee to appoint Mr. Allen Phinney to the Fayette County Development Authority, and for said appointment to begin immediately and to expire on April 9, 2014.

If this item requires funding, please describe:

Not Applicable.

Has this request been considered within the past two years?	No	If so, when?	
Is Audio-Visual Equipment Required for this Request?*	No	Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

Approved by Finance	Not Applicable	Reviewed by Legal	No
Approved by Purchasing	Not Applicable	County Clerk's Approval	Yes
Administrator's Approval	Yes		

Staff Notes:

APPLICATION FOR APPOINTMENT
Fayette County Development Authority

Thank you for your interest in being considered for appointment to the Fayette County Development Authority.

Applicants must be a legal resident of the State of Georgia and have been a resident of Fayette County for at least six months prior to the date an application is submitted.

The Fayette County Development Authority is comprised of nine members. Five of the members are appointed to at-large positions by the Fayette County Board of Commissioners for four-year terms. Meetings are typically held on the third Thursday of each month at 11:30 a.m. at the Historic County Courthouse, which located in the center of Fayetteville. Please do not apply if you will be unable to attend a minimum of eighty percent (80%) of all meetings. **Applicants are encouraged to attend as many Fayette County Development Authority meetings as possible in an effort to become familiar with the responsibilities of the post.**

Please take a few minutes to complete the form and answer the questions on the reverse side of this form and return it with a resume, if available, to Floyd Jones, County Clerk, 140 Stonewall Avenue, West, Suite 100, Fayetteville, GA 30214 no later than 5:00 p.m. on July 5, 2013.

If you have any questions, please call (770) 305-5102.

NOTE: Information provided on this form is subject to disclosure as a public record under Georgia Open Records Law.

NAME Allen E. Phinney

ADDRESS [redacted]

TELEPHONE (day) [redacted]

(evening) Same

(email address) [redacted]

Signature

7/3/13
Date

ALLEN E. PHINNEY

[redacted] • [redacted]

EMPLOYMENT

MARKET PRESIDENT — 5/1/2013 - PRESENT
Branch Banking and Trust Company — *Fayetteville, Georgia*

- Market Leader for 11 counties in newly formed Northern Georgia Region
- Direct responsibility for leadership of three other Market Presidents
- Additional direct responsibility for loan portfolio quality
- Continued responsibilities similar to role of Area Executive with direct leadership of large market commercial team.

AREA EXECUTIVE, SENIOR VICE PRESIDENT — 1/1/2006 - 4/30/2013
Branch Banking and Trust Company — *Fayetteville, Georgia*

- Helped form new Region of bank in 2006
- Own the performance of four-county area in South Atlanta, including commercial and retail portfolio growth, profitability, and service. Primary responsibility for leadership of the commercial banking team.
    - Focus on Driving Revenue Growth by Instilling Beliefs, Managing the Sales Process, Maintaining Credit Standards, Coordinating Integrated Relationship Management (IRM), Developing and Retaining Associates, and Creating and Managing multiple marketing initiatives.
- Managed reorganization of commercial function, with team now consisting of four commercial managers, three sales and service officers, four business services assistants, and a portfolio risk officer. Team previously consisted of as many as 8 commercial lenders and business bankers.
- Won "Annual Sterling" performance award in 2010, and "Quarterly Sterling" in 4th quarter 2011 and 1st Quarter 2012.
- Chosen as one of 50 "Large Market" teams in BB&T's footprint, with additional responsibility for bank growth and leadership. One of only 6 teams that exceeded its goal in all four Large Market measurements of Loan Growth, Commercial Deposit Growth, Fee Income Growth, and Net Revenue in 2012.

SENIOR VICE PRESIDENT, CORPORATE BANKING — 10/15/2001-12/31/2005
Branch Banking and Trust Company — *Atlanta, Georgia*

- Regionally-based corporate-tier relationship management for the Metro-Atlanta area
- Responsible for developing relationships with companies having revenues up to $3 billion
- Performed above target production goals in 2002, 2003, and 2004.
- Developed several new, large syndicated and non-syndicated relationships with products including traditional credit, treasury management, institutional investment, merchant services, capital markets, insurance, corporate and institutional trust, and others
- Non-exclusive focus on Transportation, Consumer Durables, Technology, and REIT sectors

VICE PRESIDENT, COMMERCIAL BANKING/MIDDLE MARKET — 10/01/2000 – 10/14/2001
First Union National Bank — *Atlanta, Georgia*

- Responsible for relationship management and development of revenue from prospects in the $20 million to $250 million market segment
- Developed 75 new prospects relationships in six months
- New business pipeline profit of $850,000 –defined as new business expected to close within 12 months
- Worked directly with 16 sales partners to identify opportunities in non-traditional banking products including capital strategies, derivatives, mergers and acquisitions, business succession planning, defined contribution plans, institutional investing, global trade services, asset based lending, and private client management.
- Completed training seminars in business succession planning, equity capital markets, capital strategies, and multiple cash management products.

VICE PRESIDENT, COMMERCIAL BANKING — 1/03/1993 – 9/30/2000
SunTrust Bank — *Tampa, Florida*
(1999)Atlanta, Georgia

- Completed 15 month commercial banking training program at top of class; chosen as a credit analyst team leader for final training segment.
- Focus on sales and relationship management for the $10 million to $50+ million market segment.
- Performed well above standard each year, achieving 120% of target profitability growth in 2000 (exceeding maximum performance incentive)
- Significant responsibility for new business generation, financial analysis, credit presentations and loan documentation.
- Specialized in knowledge of capital markets products such as derivative products, public finance, mergers & acquisitions, institutional investments and structured finance
- Completed one-week, external capital markets training seminar, "Increasing Shareholder Value for Private Companies."

TELLER — 1991-1992
American National Bank — *Gainesville, Florida*

LAB TECHNICIAN II — 1987-1990
Eckerd Drug Corporation — *St. Petersburg, Florida*

EDUCATION

BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION — GRADUATED 1992
University of Florida — *Gainesville, Florida*
Specialization in Finance with Investment emphasis.

- Florida Blue Key Leadership Honorary
- President – Order of Omega Honorary
- President and Treasurer – Delta Upsilon Social Fraternity
- University of Florida Presidential Recognition Award
- Florida Academic Scholars Award

INVOLVEMENT / OTHER ACTIVITIES

- Goodwill Industries; Vice-Chairman of Board – Board member since 2001
- The Joseph Sams School – Board Member
- Mercer University MBA Guest Lecturer for Prof. Dr. Perkins – Business Ethics
- Business Networking International - Buckhead; President
- Junior Achievement; Instructor
- Neighborhood Housing Services; Board Member/ Loan Committee Chairman
- United Way Allocations Committee and Volunteer Executive

Application for Appointment
(cont.)

1. **How long have you been a resident of Fayette County?**
   I have resided in Fayette County since January 1, 2006

2. **Why are you interested in serving on the Fayette County Development Authority?**
   I have paid fairly close attention to the development opportunities and challenges of Fayette County for six years, and my leadership position at BB&T has allowed me to compare those efforts with surrounding counties with similar issues. We are uniquely situated to take advantage of smart growth initiatives and opportunities, and I would like to help with those considerations.

3. **What qualifications and experience do you possess that should be considered for appointment to the Fayette County Development Authority?**
   Throughout my 20 year banking career, I have participated in several public finance and tax exempt lending opportunities. While my direct experience with a Development Authority is limited, I have a strong real estate, finance and general business strategy background as well as proven leadership skills and motivation for community service. In addition, I have close relationships with many business owners in Fayette County and surrounding areas. With my client service focus, I can help with the business retention efforts of the Authority. My office is located in Fayetteville.

4. **List your recent employment experiences to include name of company and position.**
   For brevity in this application, I have included the attached, updated resume.

5. **Do you have any past experience related to this position? If so, please describe.**
   I do not have past experience on a Development Authority, however I do have a general understanding of the duties of the Authority.

6. **Are you currently serving on a commission/board/authority or in an elected capacity with any government?**
   No.

7. **Have you attended any Fayette County Development Authority meeting in the past two year and, if so, how many?**
   I have not attended past Fayette County Development Authority meetings.

8. **Are you willing to attend seminars or continuing education classes at county expense?**
   I am willing to commit the time and energy necessary for all purposes of the Fayette County Development Authority.

9. **What is your vision of the county's future related to the duties of the Fayette County Development Authority?**

   We need to take full advantage of the existing growth opportunities, while maintaining or improving our strategy for future growth that will enhance our County's quality of life. Being laser focused on fully maximizing the potential of the Pinewood Studio development should be a major effort of the Authority in the near term. We should also have a strong focus on the retention of existing business, hopefully making our County an easier place for those businesses to grow and attract additional professional and technical workers. The current efforts involving the Fayette College and Career Academy need the full support of the Authority, as this is an excellent driver of future professional and technical growth in the county.

There are many other issues that I look forward to learning more about and thinking deeply about the Authority's future strategy.

10. **Would there be any possible conflict of interest between your employment or your family and you serving on the Fayette County Development Authority?**
As a bank executive, it is possible that I will be in a position of knowing information about existing clients that are the subject of or impacted by FCDA actions. In that case, I will be obliged to abstain from involvement in those deliberations.
It is also possible that BB&T will be interested in doing business with organizations that are the subject of FCDA deliberations. While it is not possible to know ahead of time of every possible situation that may arise, I have a clear understanding of the negative effects of a conflict of interest and will avoid those conflicts as prescribed in the Ethics Ordinance of 2010.

11. **Are you in any way related to a County Elected Official or County employee? If so, please describe.**
No.

12. **Describe you current community involvement.**
I have served on the Board of Directors for Goodwill of North Georgia for 12 years, currently serving as Vice Chairman of the Board. Goodwill has a location in Fayette County. I am also serving as an at-large member on the Board of Directors at the Joseph Sams School. Other local efforts include assistance with the Fayette College and Career Academy effort, and I am the treasurer of the Starrs Mill Track and Field and Cross County booster club.

13. **You have been given a copy of the county's Ethics Ordinance. Is there any reason you would not be able to comply with the ordinance?**
I will be able to full comply with the Ethics Ordinance.