

Susan K. Eick

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SUMMARY OF QUALIFICATIONS:

- 25 year banking professional with extensive experience in retail, business and commercial banking, management and sales
- Self motivated team player who is able to manage diverse tasks in a fast paced environment
- Dedicated to superior customer service and employee development

PROFESSIONAL EXPERIENCE

- 2009 – Present **President**
Legacy Redevelopment Corporation Milwaukee, Wisconsin
- Growth and development of a non-profit organization whose mission is the redevelopment of real estate in the greater Milwaukee area with a focus on properties in the 53206 zip code area
 - Management of our CDFI loan fund
 - Overall management of property owned, North Avenue Commerce Center
 - Management of partnership interest in *The Legacy*, a 51 single family home development located near 21st and North Avenue in Milwaukee
- 2004- 2009 **Vice President – Commercial Lending**
Park Bank Brookfield, Wisconsin
- Management of \$45MM loan portfolio focusing on retention and expansion of banking relationships
 - Targeted prospect calling through effective networking
 - Responsible for all aspects of US Small Business Administration Guaranteed Loan Programs for the bank
 - Presentation of credit facilities at officers and directors loan committee meetings
 - Collection, turnaround and workout of credit relationships when appropriate
 - Leader in employee related "Driven by Yes" initiatives
- 2001 - 2004 **Loan Program Manager**
Wisconsin Women's Business Initiative Corporation Milwaukee, Wisconsin
- Management, coordination and expansion of micro-loan program
 - Management of loan client pipeline and lending staff
 - One on one counseling to potential loan clients to include access to capital, business plan review, business viability and general business assistance
 - Underwriting, presentation to loan committee and closing of micro-loan requests
 - Underwriting of loan requests for Madison based organization lending to non-profit organizations
 - Analysis of loan clients requiring business assistance
 - Provide micro lending and conventional business lending education at various training courses, conferences and community meetings
- 1991 - 2001 **Vice President / Small Business Banking**
Team Leader of 3 Small Business Bankers servicing 21 bank offices
Small Business Banker servicing the Downtown, East Side and NorthShore
Firstar Bank Milwaukee NA. n/k/a US Bank Milwaukee, Wisconsin
- Coached and motivated bankers to increase sales production and develop bank office relationships
 - Generated \$7MM in new business loans in 1999 and \$8MM in 2000, while servicing a \$24MM portfolio
 - Consistently recognized in the top quartile for loan production bank wide
 - Awarded Firstar Pinnacle for 2 quarters in 1999
 - Sales of cash management services and business & retail products
 - Well versed in government lending programs to include SBA, WHEDA and MEDC
 - Targeted prospect calling to include referral networking
 - Training of Business Banking Officers and branch office personnel
 - Team building of office personal to increase loan referrals

- Ranked 8th in business banking customer service survey for metro Milwaukee
- Underwriting, documentation and collection of small business loans

1988 – 1991

Assistant Vice President / Bank Manager

Hibernia National Bank New Orleans, Louisiana

- Promoted to manage the West Esplanade and Airline bank offices; deposits of \$110MM and loans of \$30MM
- Managed 25 employees to include hiring, counseling, training, team building, disciplinary action and terminations
- Small business and consumer loan sales to include underwriting, documentation and collections
- Prepared annual budgets to include assets, liabilities, income & expenses with superior results
- Analyzed consumer and business loans for bank acquisitions

1986 – 1988

Assistant Bank Manager / Assistant Banking Officer

Hibernia National Bank New Orleans, Louisiana

- Supervised tellers, front office personnel and managed all branch operations
- Sales of retail banking products to include consumer lending and insurance sales

1983 – 1985

Branch Manager / Customer Service Representative

First Wisconsin National Bank of Waukesha Delafield, Wisconsin

- Managed teller staff and branch operations
- Responsible for all retail sales

EDUCATION

1983

**B.S., Business
Administration and
Sociology**

Carroll College, Waukesha, Wisconsin
Minor: German GPA: 3.41 Cum laude

PROFESSIONAL ASSOCIATIONS

Board of Director/ Vice President of Membership – Tempo Envision, Waukesha, WI
Board of Director - Legacy Bank, Milwaukee, Wisconsin
Chairperson of Loan Committee
Member – Wisconsin Commercial Real Estate Women
Past Treasurer - Glendale Chamber of Commerce
Past Treasurer - Glendale Economic Development Corporation
Past Secretary - East North Avenue Association
Past Loan Committee Member - Wisconsin Women's Business Initiative Corporation

AWARDS

US Small Business Administration – 2006 Women in Business Champion, Wisconsin
Tempo International – 2008 Chapter Award

PERSONAL INTERESTS

- Past Chairperson of Genealogy Committee for Germanfest, Inc.
- Past member of St. John's Lutheran School Elementary School Committee, Rooted & Growing Capital Campaign and Chairperson of WRISA school accreditation Steering Committee. School received Exemplary Accreditation.
- Enjoy gardening, biking and community events