

# BRIAN MCMANUS

3257 E. Crawford Ave  
Saint Francis, WI 53235

Phone: (414) 688-1718  
E-mail: bmcmanus@ffbwi.com

## EXPERIENCE

- October 2018- Present
- First Federal Bank of Wisconsin**  
*Executive / Senior Vice President of Lending*
- Responsible for leading the Commercial, Consumer, and Mortgage banking teams as well as the Loan and Deposit Operations units. Additional responsibilities include oversight of the bank's credit culture and portfolio management.
  - Bank has exceeded budgeted net income goals each year while improving the cost structure and improving the overall efficiency ratio. Executive responsibilities include setting the Strategic Plan for the bank and meeting all required steps to meet the goals laid out in the plan.
  - Responsible for the successful performance, ongoing training, and employment development of 45 employees at the bank.
  - Visible community engagement with partners in local communities. Active participation with Operation Finally Home, La Casa de Esperanza, St. Ann Center for Intergenerational Care, Seton Catholic Schools, Sacred Heart of Jesus Parish, and the City of St. Francis among others.
- July 2011- Sept 2018
- BMO Harris Bank N.A.**  
*Vice President / Team Leader – Special Assets Management Unit (date overlap due to dual roles for 1<sup>st</sup> year)*
- Lead team of commercial lenders and financial analysts managing high risk and non-accrual loans for the bank. Responsible for credit approvals, loan restructuring plans, and initiatives to work with borrowers to improve the risk profile at the bank and upgrade the relationships. As needed, work with team on workout and bankruptcy process.
  - \$20MM credit approval authority on a portfolio inclusive of multiple business lines including C&I, CRE, and Production Agriculture relationships ranging from \$500M exposure to \$45MM.
  - Provided guidance to lenders on strategy, policies and procedures for subject loans, as well as structuring for upgrade and repatriation of deals back to line of business. Responsible for delivering satisfactory results with regards to budget, key performance indicators, and employee development.
  - Lead Project Efficiency team creating strategies to improve core processes/procedures in order to streamline reporting, create efficiencies, and improve workplace environment for team members.
- Oct. 2010 – July 2012
- M&I Business Credit, LLC**  
*Senior Vice President / Division Manager*
- Managed team of loan officers handling ABL relationships ranging from \$1MM to \$30MM in exposure.
  - Established criteria and guidelines surrounding management of existing portfolio. Authored MIBC's updated credit policy and procedures for the lending and operations groups.
  - Successfully worked to refinance a number of classified loans and responsible for working with loan officers on appropriate structures and procedures to handle workout credits as needed.
  - Responsible for the day-to-day operations and performance of the ABL group. Exceeded budget performance targets in excess of \$8MM over 18 month period. Managed wind-down of portfolio and legal closure of the MIBC business unit and the organizational restructuring of ABL business subsidiary
- Mar. 2009 – Oct. 2010
- Vice President / Collateral Support Group Manager**
- Led team to update capabilities within the Collateral Support Group, including major upgrade of the loan system (Stucky NT/ABL), including full integration of this system to the group's general ledger. Facilitated move of operations from Minnesota to Milwaukee including hiring and training a new staff.
  - Established and implemented operational guidelines and revising the policies/procedures for the group.
  - Reviewed entire structure of existing organization and worked with the President to restructure the staff and business processes to be more consistent with traditional ABL business disciplines.
- Jun. 2004 – July 2008
- Wells Fargo Business Credit**  
*Vice President / Relationship Manager*
- Responsible for credit relationship in a portfolio of ABL customers.
  - Key tasks included underwriting and portfolio management for new transactions (3-4 deals per year closed) and maintaining and enhancing the existing portfolio. Credit underwriting duties included financial analysis, cash flow projections, structuring new loans, and maintaining compliance.
  - Recognized as a high cross-sell performer for 5 of last 7 fiscal quarters at the bank
  - Involved as a formal mentor to several other employees in various roles as part of the internal training program to team members interested in career development.

Aug. 2000 – Jun. 2004

***Officer / Collateral Asset Based Examiner***

- Operated as lead auditor for on-site commercial and ABL due diligence prospect audits
- Scope of exams included historical financial analysis, projected financial performance, and review of existing collateral (A/R, inventory, M&E, real estate).
- Actively involved in the training/mentoring of junior staff members

**ACTIVITIES**

Former Member - Board of Trustees / Secretary - Leukemia & Lymphoma Society of SE Wisconsin 2006-2011  
Member – Turnaround Management Association, National Eagle Scout Association  
Chairman – St. Thomas Aquinas Academy Advisory Board 2017-2021  
City of St. Francis – Community Development Authority 2020-Present  
Former Chair – Economic Development Committee for City of St. Francis 2017-2020  
Trustee – Sacred Heart of Jesus Parish

**EDUCATION**

Bachelors Degree of Sciences in Business Administration - May 1999,  
University of Wisconsin-Platteville; Platteville, WI.

**REFERENCES**

Available upon request.