

City of Memphis



TENNESSEE

A C WHARTON, JR.
MAYOR

February 17, 2015

The Honorable Shea Flinn, Chairman
Personnel, Intergovernmental & Annexation Committee
City Hall - Room 514
Memphis, TN 38103

Dear Chairman Flinn:

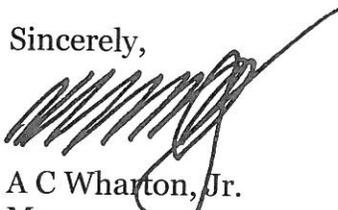
Subject to Council approval, it is my recommendation that:

Bobbi S. Gillis

be appointed to the Memphis and Shelby County Center City Revenue Finance Corporation with a term expiring December 31, 2020.

I have attached biographical information.

Sincerely,



A C Wharton, Jr.
Mayor

ACW/lar

c: Council Members



City of Memphis

BIOGRAPHICAL INFORMATION APPOINTMENT TO BOARD/COMMISSION

Center City Revenue Finance Corporation
BOARD/COMMISSION

Name: Bobbi S. Gillis Race white M F

E-Mail Address: Bobbi@Faxongillis.com Fax 578-7721

Profession/Employer: Self Employed Real Estate

Business Address: 567 Magnolia Mound Dr. Zip 38103 Phone: 483-0552

Education: Attended College - Rock Valley - Rockford, Illinois

Name of Spouse: W. Jerry Gillis Number of Children: 3

Home Address: 567 Magnolia Mound Dr. Phone: 483-0552

City: Memphis State: TN Zip: 38103

I certify that I am a resident of the City of Memphis (Unincorporated areas and surrounding counties are not considered). Yes or No If yes, how long? 17 yrs

Professional Organization/Associations:

Memphis Area Assoc. of Realtors, Memphis Area Chamber of Commerce, Tennessee Realtors PAC Trustee, Chair Chamber Jobs PAC,

Other Organizations/Association:

Downtown Memphis Commission, Rotary Club of Memphis, Coalition for a Better Memphis, Neighborhood Preservation Inc., Chamber Government Affairs Committee,

Other Interests:

6 beautiful grand children

Signature Bobbi Gillis Date 1/15/15

BOBBI S. GILLIS

567 Magnolia Mound

Memphis, TN 38103

CURRENTLY:

Licensed Real Estate Broker for 39 yrs

Board Member- Downtown Memphis Commission

Coalition for a Better Memphis

Governmental Affairs Committee of Memphis Area Chamber

Neighborhood Preservation Inc.

Trustee of TN RPAC Committee

Federal Political Coordinator – National Association of Realtors

Political Coordinator – TN Association of Realtors

Chair – Memphis Chamber, JOB PAC

PREVIOUS LEADERSHIP POSITIONS

Commissioner and Past Chairman- TN Real Estate Commission, 11 yrs

Chair- Memphis Chamber Gov't Affairs Review Committee, 10 yrs

Chair- TN Real Estate Commission 2 terms

Chair – Downtown Memphis Commission , 2 yrs

Director – Memphis Area Chamber of Commerce

Director – Leadership Memphis – 2001 Graduate

Director- Memphis Development Foundation – Orpheum Theater

Member – Community Task Force for Quality Education

Member –International Association of Licensing Law Officials

Chair- Memphis & Shelby County Pilot Review Task Force – 2006\

Member- Board of Governors, Community Foundation of Memphis

Trustee – National Association of Realtors RPAC Trustees- Region 4 (TN,KY,NC,SC)

President- Memphis Area Association of Realtors – 1995

Member – 2005 Task Force on Economic Development

Married to W. Jerry Gillis – 35 years, 3 married daughters and 6 adorable grandchildren.

**MEMPHIS & SHELBY COUNTY
CENTER CITY REVENUE FINANCE CORPORATION BOARD
9 Member Board**

(4) City & (4) County & (1) Joint Appointment

6 Year Term

Process joint appointment after County completes process.

Peacher-Ryan, Carla(City)	F/W	12-31-14	6yr. Term
Person, Walter O. (City)	M/B	12-31-14	6yr. Term
Sokolov, Marija (City)	F/W	12-31-14	6yr. Term
Spence, Robert L. J. (City)	M/B	12-31-14	6yr. Term
Ward-Johnson Ann Brandy (Joint Appointment)	F/B	12-31-14	6yr. Term

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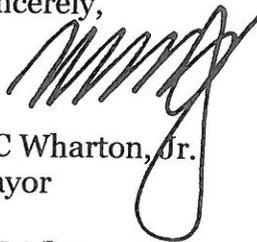
Subject to Council approval, it is my recommendation that:

Marija Nelson

be reappointed to the Memphis and Shelby County Center City Revenue Finance Corporation with a term expiring December 31, 2020.

I have attached biographical information.

Sincerely,



A C Wharton, Jr.
Mayor

ACW/lar

c: Council Members



City of Memphis

BIOGRAPHICAL INFORMATION
APPOINTMENT TO BOARD/COMMISSION

CCRFC

BOARD/COMMISSION

Name: Marija Nelson Race Caucasian M F

E-Mail Address: marija_sokolov@hotmail.com Fax 901.867.4398

Profession/Employer: Wright Medical Technology, Inc.

Business Address: 1023 Cherry Road, Memphis, TN Zip 38103 Phone: 901.730.5705

Education: J.D., University of Memphis School of Law; B.A., James Madison University

Name of Spouse: Jonathan Nelson Number of Children: 0

Home Address: 155 Harbor Isle Circle North Phone: 901.497.7975

City: Memphis State: TN Zip: 38103

I certify that I am a resident of the City of Memphis (Unincorporated areas and surrounding counties are not considered). Yes or No If yes, how long? 12 years

Professional Organization/Associations:

Memphis Bar Association

Other Organizations/Association:

Other Interests:

Running, yoga, travel

Signature Marija Nelson Date 01/27/15

Marija Sokolov

155 Harbor Isle Circle North • Memphis, Tennessee 38103 • (901) 497.7975 • marija_sokolov@hotmail.com

EXPERIENCE

BASS, BERRY & SIMS PLC — May 2011 to present

Senior Associate, Member of Corporate and Securities Practice Group

- Focus on public equity and debt offerings for both issuers and underwriters, counseling with respect to the registration and disclosure requirements of the Securities and Exchange Commission, mergers and acquisitions, as well as general corporate governance matters
- Practice involves primarily business development companies governed by the Investment Company Act of 1940 and real estate investment trusts governed by the federal securities laws

WYATT, TARRANT & COMBS, LLP — September 2006 to May 2011

Associate, Member of Corporate and Securities Service Team

- Focus primarily on representation of privately held buyers and sellers in asset purchase, stock purchase, and merger transactions. Involved in due diligence process, drafting of documents, negotiations, and coordination of closings
- Practice also involves general corporate law, including review and preparation of contracts, such as operating agreements, employment agreements, and shareholders' agreements; counseling as to business selection and formation; and disposition of business interests
- Coordinated summer associate programs, Summer 2007 and 2008
- Mentor of recipient of Wyatt, Tarrant & Combs Legal Scholarship at the University of Memphis, 2008 – 2010

LEITNER, WILLIAMS, DOOLEY & NAPOLITIAN, PLLC — Summer 2005

Summer Associate

- Conducted research and drafted memoranda, pleadings, and motions regarding various legal issues in the fields of employment, products liability and insurance defense law

CRONE AND MASON, PLC — Summer 2004

Summer Associate

- Conducted research and drafted memoranda, pleadings, and motions regarding various legal issues in the field of family law

EDUCATION

UNIVERSITY OF MEMPHIS CECIL C. HUMPHREYS SCHOOL OF LAW

Doctor of Jurisprudence, May 2006, *magna cum laude*, G.P.A. – 3.50

- Member of the University of Memphis Law Review, Notes and Comments Editor
- Judicial extern to the Honorable Bernice B. Donald of the U.S. District Court for the Western District of Tennessee, 2005
- Recipient of the following awards: Cecil C. Humphreys Law Fellowship (2004-2006); Award for highest grade in Business Planning (2006); Dean's Distinguished Service Award (2006); Who's Who Among Law Students (2006); Award for highest grade in Business Organizations (2005); Best Legal Brief (2004); Best Legal Memorandum (2003)

JAMES MADISON UNIVERSITY, Harrisonburg, Virginia

Bachelor of Arts, Political Science, International Affairs, and Spanish, May 2003, G.P.A. – 3.47

- Participated in Study Abroad Program, University of Salamanca, Salamanca, Spain
- Member of the Spanish Honor Society

BAR ADMISSIONS AND ACTIVITIES

- Tennessee, 2006
- Member of Memphis and Tennessee Bar Associations
- Memphis Leadership Academy, Fellow, Graduated April 2009
- Member of Board of Directors, Boys and Girls Clubs of Memphis, Sycamore View Branch

LANGUAGES

- Proficient in Serbian and Spanish

**MEMPHIS & SHELBY COUNTY
CENTER CITY REVENUE FINANCE CORPORATION BOARD
9 Member Board**

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6 Year Term

Process joint appointment after County completes process.

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Person, Walter O. (City)	M/B	12-31-14	6yr. Term
Sokolov, Marija (City)	F/W	12-31-14	6yr. Term
Spence, Robert L. J. (City)	M/B	12-31-14	6yr. Term
Ward-Johnson Ann Brandy (Joint Appointment)	F/B	12-31-14	6yr. Term

Attendance Records

M/SC Center City Revenue Finance Corporation Board

From January 1, 2014 to December 31, 2014 Total No. of Meetings

Member	Present	Absent
Carla Peacher-Ryan	5	2
Walter Person	7	0
Marija Sokolov	7	0
Brandy Ann Ward-Johnson	6	1

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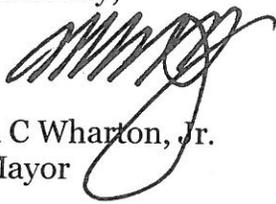
Subject to Council approval, it is my recommendation that:

Carla Peacher-Ryan

be reappointed to the Memphis and Shelby County Center City Revenue Finance Corporation with a term expiring December 31, 2020.

I have attached biographical information.

Sincerely,


A C Wharton, Jr.
Mayor

ACW/lar

c: Council Members



City of Memphis

**BIOGRAPHICAL INFORMATION
APPOINTMENT TO BOARD/COMMISSION**

**Memphis Center City Revenue Finance
BOARD/COMMISSION**

Name: Carla Peacher-Ryan Race C M F

E-Mail Address: cpeacher@bakerdonelson.com Fax 901-577-0760

Profession/Employer: Baker Donelson Bearman Caldwell & Berkowitz, P.C.

Business Address: 165 Madison Avenue, Suite 2000 Zip 38103 Phone: 577-2268

Education: University of Memphis School of Law

Name of Spouse: Holmes Peacher-Ryan Number of Children: 2

Home Address: 1607 North Parkway Phone: 725-9533

City: Memphis State: TN Zip: 38112

I certify that I am a resident of the City of Memphis (Unincorporated areas and surrounding counties are not considered). Yes or No If yes, how long? 47 years

Professional Organization/Associations:

Memphis Bar Association, Association of Women Attorneys, Tennessee Bar Association

Other Organizations/Association:

Board Member, Benjamin L. Hooks Institute for Social Change,
Pro Bono legal counsel, Community L.I.F.T. and River City Capital

Other Interests:

Signature Carla Peacher-Ryan Date 1-12-15

Carla Peacher-Ryan

1607 North Parkway
Memphis, Tennessee 38112
901.577.2268
cpeacher@bakerdonelson.com

Professional Accomplishments

An attorney in private practice for 25 years, I am a shareholder at Baker, Donelson, Bearman, Caldwell & Berkowitz, a large regional law firm with offices throughout the southeastern United States and in Washington, D.C. I have concentrated my practice in real estate, finance, and corporate law. I have also represented nonprofit organizations in governance and operational matters.

Professional Honors & Activities

- Listed in *The Best Lawyers in America*® in Real Estate and Structured Finance Law – 2006-2009
- Member – American (Real Estate and Business Law Sections), Tennessee (Member, Access to Justice Committee, 2006-present) and Memphis Bar Associations
- Member – Tennessee Lawyers Association for Women
- Member – Association for Women Attorneys
- Member – Tennessee Bar Foundation IOLTA Grant Review Committee (2001-2003)
- Law clerk for the Honorable Charles E. Nearn, Tennessee Court of Appeals (1983-1984)

Education

B.A., *cum laude*, University of Memphis, 1978
J.D., University of Memphis School of Law, 1983
Moot Court Chief Justice
Member, University of Memphis Law Review
Admitted to practice in Tennessee, 1983

Community Involvement

- Leadership Memphis, Executive Program, Class of 2010
- Community Legal Center, Board of Directors (2005 – present), President (2006-2008)
- Benjamin L. Hooks Institute for Social Change – Advisory Board member and secretary (2008 – present)
- Recipient, Benjamin L. Hooks Institute for Social Change - Certificate of Recognition for pro bono work representing the Fayette County Civil Rights Museum
- Midsouth Comfort Care Coalition – Board of Directors, Treasurer (2002-2006)
- Chair, Baker Donelson Task Force, University of Memphis Law School Fundraising Drive (2007)

Political Activities

- Election Protection Attorney, Miami, Florida (2004), Memphis, Tennessee (2006 – Coordinator of election day effort, November 4, 2008)
- New Path Memphis, Member (2007- present)

**MEMPHIS & SHELBY COUNTY
CENTER CITY REVENUE FINANCE CORPORATION BOARD**

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M/SC Center City Revenue Finance Corporation Board

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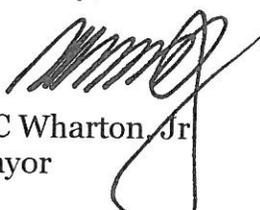
Subject to Council approval, it is my recommendation that:

Walter O. Person

be reappointed to the Memphis and Shelby County Center City Revenue Finance Corporation with a term expiring December 31, 2020.

I have attached biographical information.

Sincerely,


A C Wharton, Jr.
Mayor

ACW/lar

c: Council Members



City of Memphis

BIOGRAPHICAL INFORMATION
APPOINTMENT TO BOARD/COMMISSION
Memphis and Shelby County Center City
BOARD/COMMISSION

Name: Walter O. Person Race African Am M F

E-Mail Address: Woperson@yahoo.com Fax: 901-523-4596

Profession/Employer: Banker / First Horizon National Corporation

Business Address: 165 Madison Avenue - 6th Floor
Memphis TN Zip: 38103 Phone: 901-523-4757

Education: MBA - The Wharton School of Business, BA - Harvard College

Name of Spouse: Not Applicable Number of Children: 0

Home Address: 171 Perkins Ext. Phone: 901-337-0863

City: Memphis State: TN Zip: 38117-3126

I certify that I am a resident of the City of Memphis (Unincorporated areas and surrounding counties are not considered). Yes or No If yes, how long? 29 Years

Professional Organization/Associations:
American Banker's Association

Other Organizations/Association:

Other Interests:
Adjunct Professor - Business Statistics - ADCP Program - LeMoyné-Owen College

Signature Walter O. Person Date 01-12-15

WALTER O. PERSON

200 PERKINS EXT
MEMPHIS TN 38117-3127
(901) 337-0863 (mobile)
(901) 683-5232 (home)

EDUCATION: **THE WHARTON SCHOOL, University of Pennsylvania, Philadelphia, PA**
MBA in Finance. Other concentrations in Real Estate and Operations Management.

HARVARD UNIVERSITY, Cambridge, MA
AB in Statistics.

**WORK
EXPERIENCE:**

Enterprise Risk Reporting & Model Validation Officer

First Horizon National Corporation – Senior Vice President

- Manage all aggregation, reporting and analysis for the Corporate Enterprise Risk / Return Management Committee and Corporate Operational Risk Committee
- Manage the scenario analysis process, and mitigation planning efforts for Corporate Level Operational Risk
- Manage and produce the calculation of Operational Risk Capital for the enterprise
- Manage and produce the calculation of Business Risk Capital for the enterprise using Monte Carlo Simulations, and other Stochastic tools
- Manage the Basel II Operational risk data capture and analysis process
- Manage Board of Directors reporting process for all enterprise level risk exposures
- Lead the Corporate Model Validation Effort for the Mortgage, Capital Markets, and Commercial Banking businesses

Manager, Operational Risk Analysis & Reporting

First Horizon National Corporation – Vice President

- Manage all aggregation, reporting and analysis for the Corporate Operational Risk Committee
- Manage the scenario analysis process, and mitigation planning efforts for Corporate Level Operational Risk
- Manage the calculation of Operational Risk Capital for the enterprise
- Manage the Basel II Operational risk data capture and analysis process
- Manage Board of Directors reporting process for all enterprise level risk exposures
- Lead the Corporate Model Validation Effort for the Mortgage, Capital Markets, and Commercial Banking businesses

Master Black Belt, Quality & Productivity

Bank of America – Vice President

- Led two Green Belts Teams (approximately 10 candidates) through Design for Six Sigma Projects to enhance a key Capital Markets information system
- Led a key trading desk thru a Lean Design map and remodel effort to reduce cycle time and defects in the customer intake process

Six Sigma Master Black Belt

Storage USA, A division of GE Commercial Finance

- Developed a reimbursement model for corporate late fee, producing over 500k in incremental late fee reimbursement annually
- Developed of New Competitor Database through the Improve and into

①

the operational phase; the database saves several hundred hours in data capture and reconciliation time as well as increasing competitor data accuracy by over 100%

- Mentored eight Six Sigma Green Belt candidates successfully through the Trained and Tested Phase and one Black Belt candidate to the Control phase of Six Sigma
- Designed statistical modeling and execution plan for the Conversion Rate project to Design of Experiment (DOE) stage; estimated benefit of \$2 MM in incremental revenue.
- Completed a Corporate Turnover Analysis for Human Resources, leading to the identification of vital x's driving turnover by market; new turnover practices will result in \$100k reduction in turnover costs

Manager of Performance Analysis
Storage USA, A division of GE Commercial Finance
Reporting

Responsibilities included:

- Development of 10-Q and 10-K financial reporting information including:
 - Properties under development
 - Acquisitions and divestitures over the period
 - Sq. Ft. held in Company-owned, franchise, and Managed Properties
- Generation and Maintenance of Corporate Model – predicting Cashflow, Balance Sheet, and Income Statement positions for entire firm on a monthly basis for up to a 36 month rolling time horizon

Geographic Information Systems (GIS) Support

Throughout tenure with the firm, Responsibilities include:

- Development and maintenance of all GIS programs within the firm
- Evaluation of Competitive marketplace conditions, including sphere of influence determination for different types and ranges of competitors
- Production of acquisition and divestiture modeling to reflect management changes

Six Sigma Quality Finance Lead

Since Acquisition in May 2002, I have performed the quality tasks:

- Completed Six Sigma Green Belt Training
- Developed Design Documentation for a Relational Database to support, Finance, Revenue Management, Marketing & Sales, and Acquisition, Construction, and development
- Conducted "Brown Bag" mentoring sessions in Six Sigma
- Mentored several current Greenbelts through Phases of the "tollgate process"

Senior Financial Analyst
Federal Express Corporation

Project Management

Developed Project Timelines, Program Management, & Tactical Planning for Federal Express Corporation. The Corporation's effort to create a new Corporate Services Company providing customers with a unified Air and

Ground Transportation, Logistics, and Electronic Commerce solutions. The project deliverables provide a detailed strategic plan for the new operating division. In addition, the project developed a detailed operating plan and divisional outlook for the initial 18 months of a new \$1.3 B subsidiary for Federal Express Corporation. The Project, announced publicly January 19th 2000, has been extremely well received by analysts.

New Product Development

Participated in a cross-functional team to develop service enhancements for the Federal Express Corporation Revenue Quality Team. The program implementation considered the revenue and profitability impact of converting qualifying large express packages to freight. The net profitability impact was projected to be \$20 M annually. Developed the pro forma business plans providing financial justification for several FedEx e-Commerce initiatives, including a joint venture, nationwide program combining services of FedEx with Kinko's.com.

Breakeven Analysis

Developed analysis determining the impact of FedEx Mass Scanning Dimensioning System from existing revenue stream. The program represents over \$150 M in incremental profit to FedEx. The analysis involved analyzing the growth & decline characteristics in key customer segments, and determining the key impacts of the test vs. the control population. Presented analysis to CFO and implemented in FY00 tactical planning.

Budget Planning

Developed initial expense and capital projections for the Corporate Services Company. The analysis involved month-by-month analysis at the hierarchy point level. The analysis included determining one-time costs, costs reduction opportunities, and growth areas for the new \$1.3 B organization.

Project Manager

Independent Consulting, Memphis, TN

Healthcare - Worked on engagements for major healthcare providers and Managed Care Organizations within Tennessee. Project work included the following:

- Certificate of Need development and planning through the hearing phase for Shelby County's largest Medical Center
- Critical Care hospital funding – grant received in excess of \$20 M.
- Development of a South African demographic profile and marketing plan for international expansion for a major TN HMO
- HMO competitor analysis profiles – including 10k, 10Q analysis, and competitive benchmarking
- Strategic Planning and budgeting for new business ventures

Assistant Vice President
Financial Planning & Analysis
Chase Manhattan Bank, Houston TX

Developed an activity-based management and strategic modeling system for a major revenue producing area of the bank. The model is designed to produce pro forma financial models based on potential market growth and variable and fixed expense base growth. The modeling systems focused on the following areas of the bank:

- **Investment Management Group** - Managing in excess of \$20 Billion in Equity, Bond, and derivative holdings. The model was used to bid on a large fixed income asset management project. Using the model, the bank won the bid.
- **Personal Trust Services Group** - Managing over \$50 Billion in Equity, Bond, Real Estate, and Personalty properties. The new Fiduciary Trust pricing model incorporates some elements of this model.
- **Letters of Credit** - Development of a differentiated pricing model for activity based pricing of letter of credit services, issuance, review, and amendment services.

Senior Consultant
Deloitte & Touche Consulting Group, Houston TX

- **Healthcare** - Worked on an engagement for a major Northeastern Healthcare System. The team developed a detailed strategic plan, operations improvement, and facilities standards.
- **Operations Process Improvement** - Worked with California Public Works Procurement department. Developed a reengineering effort through the visioning and rationalization stage.

Management Development Program
United States Postal Service, Washington DC

- **Director of Mailing Operations** - Managed both mail processing and delivery installations within the USPS framework.
- **Sales Support Manager** - Developed two market research studies that served as blueprints to determine future National Account office sites and sales deployment.
- **Labor Relations Specialist** - Represented management interests in hearings, arbitration, and settlement activities.
- **Financial Analyst** - Developed a concept paper addressing the adaptation of the USPS internal accounting practices to a more activity based costing structure.

Risk Management & Insurance Analyst
Guardsmark, Inc., Memphis TN

Developed models to estimate future loss experience based on working environment, geographic location, and workforce composition. Produced comprehensive studies of competitor activity within the manned security industry.

AFFILIATIONS: Harvard Club of New York City, Harvard Club of Memphis, KAΨ fraternity

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CENTER CITY REVENUE FINANCE CORPORATION BOARD
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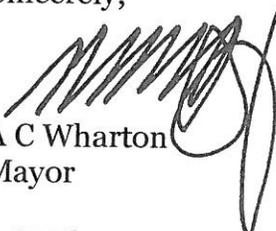
Subject to Council approval, it is my recommendation that:

Brandy Johnson-Ward

be reappointed to the joint position of the Memphis and Shelby County Center City Revenue Finance Corporation with a term expiring December 31, 2020.

I have attached biographical information.

Sincerely,


A C Wharton
Mayor

ACW/lar

c: Council Members



City of Memphis

**BIOGRAPHICAL INFORMATION
APPOINTMENT TO BOARD/COMMISSION**

Memphis and Shelby County Center City
BOARD/COMMISSION

Name: Brandy Johnson-Ward Race Black M F

E-Mail Address: brandy.ward@harvestons.com Fax _____

Profession/Employer: Investment Banker ; Harvestons Securities, Inc.

Business Address: 8301 E. Prentice Ave, Suite 305 Zip 80111 Phone: 901-230-4597

Education: University of Memphis ; Bachelor of Arts in Political Science with minor in English

Name of Spouse: Marcus Ward Number of Children: 2

Home Address: 8690 Riverwood Farms Parkway Phone: 901-753-8344

City: Cordova State: TN Zip: 38016

I certify that I am a resident of the City of Memphis (Unincorporated areas and surrounding counties are not considered). Yes or No If yes, how long? 18

Professional Organization/Associations:

Junior League of Memphis ; Leadership Memphis, Class of 2006 Alumni

Other Organizations/Association:

Other Interests:

Signature

Brandy Johnson-Ward

Date

1-30-15

BRANDY ANN JOHNSON-WARD

8690 Riverwood Farms Parkway

Cordova, TN 38016

(901) 230-4597

Brandyann21@hotmail.com

SUMMARY OF QUALIFICATIONS

Investment Banker:

Performance driven, insightful investment banker with a proven track record of advising companies, institutions and municipalities on how to achieve their financial goals and implement their strategic plans in a highly competitive and complex investment environment.

Financial Analysis:

Proficient in accessing market conditions and developing complex financial data as a basis for decision making to achieve desired results based on historical analysis and financial modeling. Able to utilize computer technology to develop and present appropriate financial results and solutions to clients.

Research Coordinator/Business Liaison:

Extensive experience in developing long-term business relationships with clients by researching and structuring investment opportunities to help them achieve their investment goals. Coordinates teams of professionals to obtain relevant information and market intelligence on detailed terms of investment deals. Serves as the liaison between clients, underwriters, and executive management in identifying new business opportunities.

PROFESSIONAL EXPERIENCE

DUNCAN-WILLIAMS, INC. – Memphis, Tennessee

Vice President – Investment Banking – TN, 2006 – 2009

- Responsible for providing investment banking services to public sector clients, which include, but are not limited to municipalities, housing authorities, airports, and public sector utility companies.
- Responsible for thoroughly researching market conditions and developments for clients in helping achieve their investment strategies.
- Representative clients include: Memphis, Light Gas, and Water (MLGW), City of Memphis, Shelby County Tennessee, State of Tennessee, Tennessee Housing Development Authority, and other municipal entities.

Investment Banker 2003 - 2006

- Responsible for examining financing alternatives, and developing financial solutions for government entities based on market trend analysis.
- Responsible for utilizing financial modeling tools to develop and present financial solutions to clients.
- Successfully worked on the underwriting of several multi-million dollar municipal transactions.

Financial Analyst 2002 - 2003

- Responsible for using MUNEX database and other financial systems to provide structural analysis on municipal bond issues.
- Served as a liaison for communications between bond counsel, rating agencies, and financial advisors.
- Duties also included preparing issue data and materials for all public finance closings, as well as creating and compiling the policies and procedures for the Public Finance Department.

PROFESSIONAL ACHEIVEMENTS

- Secured Duncan Williams, Inc. as an underwriter in a public utility bond issue for MLGW, which was the largest transaction handled by the firm in its 40 year history.
- Successfully negotiated the promotion of Duncan Williams, Inc.'s role in transactions issued by the State of Tennessee from selling group to co-manager.
- Expanded Duncan Williams Inc.'s client base in West and Middle Tennessee, including Nashville and Chattanooga.

LICENSES and CERTIFICATIONS

- Series 7 General Securities Registered Representative; Series 63 Uniform Securities Agent Law State of Tennessee; Department of Commerce and Insurance Producer.

EDUCATION

The University of Memphis, 1997-2001 (Summa Cum Laude)

- Bachelor of Arts Political Science with a minor in English - 2001; National Deans List; Recipient of the Outstanding Student Award(awarded to the student with the highest GPA in Political Science); Member of the Golden Key Honor Society.

PROFESSIONAL ORGANIZATIONS

- Leadership Memphis, Executive Leadership Class of 2006; Government Finance Officer's Association; NAACP Silver Life Member; Fundraising Representative, Civitan, Inc.; Junior League of Memphis; Tennessee Government Finance Officers Association; Member; Tennessee Gas Association; Member, Tennessee Municipal Electric Power Association; Tennessee Association of Utility Districts

**MEMPHIS & SHELBY COUNTY
CENTER CITY REVENUE FINANCE CORPORATION BOARD**

9 Member Board

(4) City & (4) County & (1) Joint Appointment

6 Year Term

Process joint appointment after County completes process.

Peacher-Ryan, Carla(City)	F/W	12-31-14	6yr. Term
Person, Walter O. (City)	M/B	12-31-14	6yr. Term
Sokolov, Marija (City)	F/W	12-31-14	6yr. Term
Spence, Robert L. J. (City)	M/B	12-31-14	6yr. Term
Ward-Johnson Ann Brandy (Joint Appointment)	F/B	12-31-14	6yr. Term

Attendance Records

M/SC Center City Revenue Finance Corporation Board

From January 1, 2014 _____ to December 31, 2014 Total No. of Meetings ___

Member	Present	Absent
Carla Peacher-Ryan	5	2
Walter Person	7	0
Marija Sokolov	7	0
Brandy Ann Ward-Johnson	6	1