

# WAYNE R. TROTMAN

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## VP / MANAGING DIRECTOR - FINANCE / BUSINESS DEVELOPMENT

**Growth Strategies / Corporate & Strategic Development / Investment Banking / Capital Markets / Operations  
Corporate, Commercial & Small Business Banking / Asset & Portfolio Management / Cash Management  
Compliance / Blockchain / FinTech / Debt & Equity Financing / Startups / Turnarounds**

Highly sought after, results-driven global financial leader who has consistently driven revenue and profit growth, turned around dysfunctional businesses and spearheaded startups to growth and success for diverse industry leaders, including **JPMorgan Chase, Merrill Lynch, Fleet Boston** and **SEPTA**. Leveraged solid finance, banking and FinTech background with experience as a member of corporate and charitable boards.

Whether successfully founding and building regional businesses, transforming local banks into regional financial institutions, managing multi-billion dollar commercial loan portfolios, building customer-focused cultures, cultivating and retaining talent or maintaining compliance, can lead and contribute to an organization's financial objectives by:

- ☐ **Implementing Fintech strategies to improve operating efficiency and access to capital**
- ☐ **Delivering strategic insight and tactical results with short-term wins and long-term benefits**
- ☐ **Aligning personnel, systems and processes to positively impact the bottom line**
- ☐ **Achieving results by taking long-term view of business goals and objectives**
- ☐ **Influencing and gaining consensus and cooperation at all levels**

Effective leader who motivates cross-functional teams to accomplish superior results. Seasoned strategist with ability to find financial and business solutions in troubled times and organizations. **BBA**, Management Science, CUNY, Bernard M. Baruch College. Negotiation and Executive Influence Leadership Series at Harvard University. **FINRA Series 24, 79, 7 and 66**. Chase Manhattan Global Capital Markets Program, Basingstoke, England.

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## CAREER HISTORY & SELECTED ACCOMPLISHMENTS

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**Managing Principal**, Trotman Capital Advisors, 2015-Present. Provided advice, debt and equity capital placement to middle market companies seeking capital through US Citizens and Immigration Service (USCIS), EB-5 employment based investment program. Collaborated with hedge fund to structure and market a \$500M EB-5 Mezzanine Fund to Chinese and Indian Institutional Investors and family offices to support Brevet Capital's portfolio companies utilizing EB-5 investment program for growth.

- **Raised \$500M of Chinese and Indian capital for investment in US.** Developed and presented complex capital pitches at Homeland Security Employment Initiative in Beijing, China. Contributed to successful Capital Raise of Mezzanine Fund focused on investing in companies that met criteria for sustainable job growth.
- **Innovated financing program, reducing Philadelphia small business financing costs 40%.** Companies providing products and services to City faced liquidity gaps due to lengthy payment terms. Leveraged City's strong investment grade credit ratings to obtain very attractive discounting/financing rates.

**J.P. Morgan Securities Inc., Commercial Banking**, 2007-2015.

**Market President, Mid-Atlantic Region** (Philadelphia, Baltimore, Richmond and Northern Virginia, Washington, DC, North and South Carolina). Focused on companies with annual sales of \$20M to \$500M. Team of 22, including Bankers, Underwriters, Marketing and Client Service support.

- **Propelled startup JPM commercial banking business to \$38M in revenues/\$11.5M profits.** Charged to create new commercial banking business in Mid-Atlantic Region. Completed market diligence, presented business case and obtained buy-in. Built s one of fastest growing regions in National Middle Market segment.
- **Integrated JPM business units, strengthening brand and leveraging franchise.** Established JPM Market Leadership Team to align firm's interests with communities firm did business in. Leveraged JPMorgan Foundation to target key Regional initiatives. Increased cross-referrals ten-fold, quadrupling closed business.
- **Spearheaded JPM/Brookings Institute Global Cities Initiative in Philadelphia.** Provided leaders from 100 largest U.S. metropolitan areas with in-depth research, analyses and guidance on how to build economic relationships with international peers. Helped Philadelphia become more globally competitive.
- **Led JPM "do well by doing good" initiative, increasing brand awareness.** Co-founded Outstanding Board of Directors Leadership recognition series with National Association of Corporate Directors and Washington Business Journal. Focused on socially responsible issues. Promoted excellence/transparency in Board Room.

- **Worked with CGI to develop health food financing programs for distressed communities.** Worked with Clinton Global Initiative (CGI) on hunger and poverty, focusing on access to health food in distressed communities. Created greater understanding of financing vehicles and solutions to this problem.
- **Significantly expanded JPM charitable investment in local educational non-profit.** Obtained three-year \$25K funding commitment from JPMorgan Foundation for Stepping Stone Scholars, Not-For-Profit organization dedicated to helping educationally underserved students achieve academic success in Philadelphia.

**Market Manager, Financial Institutions.** Led team of seven senior bankers in coordinating investment banking coverage, corporate finance and treasury services solutions to Mid-Cap financial institutions with assets of \$50B or less on East Coast (Maine to Florida).

- **Reversed \$3.2M Group loss, boosting revenues from \$15M to \$60M and profits to \$12M.** Built strategic partnership with JPM's Financial Institutions Investment Bank. Restructured East Coast Mid-Cap Financial Institutions Group into niche investment banking advisory and capital markets business.
- **Strengthened JPM Trusted Advisor team, improving corporate financing/securities solutions.** Led development, training, supervision and FINRA licensing of Senior Bankers who became capable of having strategic securities-based discussions with clients/prospects.

**Business Financial Advisor, Vice President,** Merrill Lynch Global Private Client Group, Merrill Lynch & CO., Inc. 2003-2007. Directed Merrill Lynch Middle Market lending activities in New Jersey, Pennsylvania and Delaware.

**Executive Vice President,** Summit Bank, 1997-2001. Managed Line of Business with \$5.2B in loan commitments for \$30B community bank. Led division of five Managing Directors and staff of 87, marketing and structuring financial solutions to mid-market and large companies in CT, NY, NJ and PA markets with annual sales of \$50M+.

- **Transformed commercial business into Middle-Market regional financial institution.** Established strategic plan that focused on effective client selection of industry winners. Upgraded talent of bankers with proven customer focus and corporate finance skills. Generated \$100M+ in annual revenues and pre-tax profit of \$34M.

**Director,** Southeastern Pennsylvania Transportation Authority (SEPTA), 1995-1997. Managed division of 192 management and union employees with an operating budget of \$7.7M.

- **Reorganized SEPTA revenue operation, significantly reducing processing costs.** Hired and developed talent with core competencies to drive efficiencies, reduce waste and improving employee morale. Automated and improved customer experience. Outsourced processes, creating economies of scale to reduce costs.

**Vice President,** Chase Manhattan Bank, N.A., 1984-1995. Progressively responsible leadership opportunities ranging from Management Associate in 1984 to European Corporate Finance Training Manager in 1995.

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## PROFESSIONAL & PERSONAL

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### Board Directorships and Affiliations:

- UpLift Solutions.
- The Reinvestment Fund.
- The Mural Arts Program.
- People For People Inc.

### Public Speaking Engagements:

- 2015 Homeland Security (USCIS) US Employment Based Initiative Symposium, Beijing, China.
- The First Annual Tianfu (Western China) Hedge Fund Forum, ChengDu, China (2015).
- Member of Mayor Nutter's Greater Philadelphia Redevelopment Plan for the renewal of the Waterfront and Historic North Broad Street (2013 & 2014).
- Spoke in Washington on Healthy Food Financing initiatives as part of CGI Food Desert Initiative in 2013.
- Hosted Business Journal Outstanding Directors events in Philadelphia and Washington, DC in ('12 & '13).
- Hosted and Moderated Global Cities Series with The Brookings Institute in Charlotte, NC and Philadelphia, PA (2012 & 2013).