

Cathie Schaffer

Have lived in UP since 2018 with my partner, Michael Parkinson, year-round since 2019.

Social member.

Member of UPCA Finance Committee for 1 ½ years.

Member of Business Plan Advisory Group for first year of its existence.

Active in UPWC, currently co-chair of one of the Special Interest Groups.

Volunteer extensively at Community Foundation of Sarasota, serving on their Grant Review Committee and the Scholarship Review Committee.

Education: BA, Goucher College, Baltimore, MD.
Columbia University, School of International Affairs, NYC.
MBA, Loyola University, Baltimore, MD.

Licenses: Series 79 and 63

Career Summary:

Thirty plus years in Commercial Banking, the majority at Bank of New York (now BNY Mellon), followed by JP Morgan Chase, followed by a regional bank, and then Bank of America.

Twenty plus years in leadership roles within Commercial Banking, responsible for increasingly larger teams of bankers.

P & L responsibility for divisions/region. Responsible for ensuring comprehensive approach to relationship management: meeting clients' needs with credit facilities, Treasury Services, F/X and other hedging products, and introducing Investment Banking services and other specialists. Significant focus on obtaining new relationships and developing referral sources. Clients were mostly large, privately-held companies across all industries with sales up to \$2B and some publicly-traded companies.

Also responsible for appropriate Risk Management of the loan portfolio in coordination with credit approvers, and Compliance.