



Office of Mayor John Cranley

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September 2021

APPOINTMENT

I hereby appoint Susan Thomas to the Housing Advisory Board for a term of four years. This appointment is submitted to City Council for its advice and consent pursuant to its Rules.

John Cranley

Mayor John Cranley

Contact

www.linkedin.com/in/susanelizabeththomas (LinkedIn)

Honors-Awards

Award of Merit, Stanford Associates

40 Under 40

Excellence in Bond Finance
(National)

Non-Profit Winner for Product or
Service

Susan E. Thomas

Use finance tools and expertise to drive economic development and community impact while providing financial return.

Cincinnati

Summary

I returned to Cincinnati in 2007 having spent 8 years living in the northeast earning my MBA and working as an investment banker in New York City. I wanted to do something that combined my economic development and public policy interests with my finance skills.

I was fortunate to become the first public finance professional at the Port Authority. The next ten years were an amazing and fulfilling adventure - establishing the county landbank in response to the foreclosure crisis, developing innovative ways to use private sector finance tools and expertise to drive economic development and community impact, and actively participating in the transformation of my hometown.

In August of 2017 I returned to the banking world by joining Fifth Third Bank as part of the National Tax Credit Lending team. I am also responsible for the non-tax credit commercial real estate lending strategy across the Bank's 10-state footprint as part of the bank's \$32 billion 5-year Community Commitment.

Experience

Fifth Third Bank

4 years 2 months

SVP, Head of Fifth Third Community Development Company (CDC)
January 2021 - Present (9 months)

Lead the Fifth Third CDC, the wholly-owned subsidiary of Fifth Third Bank that acquires and manages qualified investments that support the Bank's strategic objectives under the Community Revitalization Act (CRA). The CDC's current portfolio includes investments in Low Income Housing Tax Credits (LIHTC), New Markets Tax Credits (NMTCs), Community Development Financial Institutions (CDFIs) and Opportunity Zones (OZs).

Vice President

August 2017 - January 2021 (3 years 6 months)

Cincinnati, OH

Vice President and Commercial Real Estate Director in the National Tax Credit Lending team. Work across the Bank's footprint on tax credit lending transactions including new market tax credits (NMTC), historic tax credits, and low income housing tax credits (LIHTC).

Responsible for the non-tax credit commercial real estate lending strategy across the Bank's 10-state footprint as part of Fifth Third's \$32 billion 5-year Community Commitment.

The Port (Port of Greater Cincinnati Development Authority, Greater Cincinnati Redevelopment)

Executive Vice President

2015 - June 2017 (2 years)

Cincinnati, Ohio

Senior officer responsible for providing strategic direction on a broad range of strategy, policy, program development, and governance matters for both the Redevelopment Authority and the Hamilton County Land Reutilization Corporation (LandBank).

Developed innovative financing products to fund the Redevelopment Authority's industrial revitalization initiative to develop market ready sites to attract modern manufacturing back to Greater Cincinnati.

Directed programs that address abandoned, foreclosed and underutilized properties and other conditions that prevent Hamilton County residents from living in sustainable neighborhoods and from participating in economic prosperity. Partnered with local communities, municipalities, nonprofits, private sector financiers, and developers to return underutilized and foreclosed properties to their highest and best use.

Envisioned and led the Redevelopment Authority's evolution of its public finance work from primarily an issuer of conduit debt to an innovative real estate finance operation that plays a vital role within the development community.

Highly sought after speaker on a range of topics including: Public-Private Partnerships, Real Estate Development and Infrastructure Finance, PACE financing, Public Finance, and Programs to Address Abandoned Properties.

Port of Greater Cincinnati Development Authority

Vice President - Public Finance

2007 - 2015 (8 years)

Worked with businesses, developers, and municipalities to promote economic development in the City of Cincinnati and Hamilton County, Ohio, and drove the evolution of the public finance work from primarily an issuer of conduit debt to an innovative real estate finance operation that plays a vital role within the development community.

Led the Port Authority's bond issuance activities, specializing in structured lease, tax increment financing (TIF) and conduit bonds, issuing over \$500 million in bonds. Transaction experience includes Queen City Square Tower, Kenwood Collection, 5th and Race parking garage, Regency Centers retail and office development on Red Bank Road; and the Oakley Station mixed-use development.

Morgan Stanley

6 years

Vice President, Leverage and Acquisition Finance

2006 - 2007 (1 year)

New York, New York

Project Manager

2005 - 2006 (1 year)

New York, New York

Sale of AWAS (aircraft leasing business) and proposed Discover Card spin-off.

Associate

2001 - 2005 (4 years)

City of Cincinnati

Assistant to the Mayor

1996 - 1999 (3 years)

Cincinnati, Ohio

Assistant to Cincinnati Mayor Roxanne Qualls.



Education

Yale School of Management

Master of Business Administration (MBA), Finance, General · (1999 - 2001)

Stanford University

Bachelor's degree, Public Policy · (1991 - 1995)