

# HAROLD FOGELBERG

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## QUALIFICATIONS SUMMARY

Senior level banking industry operational and general management executive with strong capabilities to develop and implement effective strategies to improve operational and financial performance. Possesses significant experience as a strategic planner, successfully executing many plans. Has built and managed various business units into profitable operations. Demonstrated ability to effectively lead and manage both for profit and not-for-profit businesses.

## SELECTED ACHIEVEMENTS

- Led the integration of First American Real Estate operations into the AmSouth Real Estate operations
- Served on 10 member AmSouth/First American Transition Team
- Responsible for an \$11mm, two year process re-engineering venture
- Managed 57 officers in commercial banking division

## PROFESSIONAL EXPERIENCE

**COMPASS EXECUTIVES** **2006 to present**  
*Senior Adviser* of this organization of C-Level Executives who provide management consulting, interim management and leadership development.

**BELMONT UNIV. MASSEY GRADUATE SCHOOL OF BUSINESS** **2001 to present**  
*Visiting Professor* Courses include *Principles of Management* and *Business Ethics*

**CHARACTER COUNTS!, Nashville, TN** **2003 to present**  
**Board of Directors** 2005 to present  
*Executive Director* 2003 – 2005  
Oversees program development, community awareness, fundraising, and organizational structure at this non-profit.

**AMSOUTH/FIRST AMERICAN NATIONAL BANK, Nashville, TN** **1975 – 2002**  
*Executive Vice President* 1999 – 2002  
Set strategy & managed 6 production offices in TN, MS, and LA. Annual production of \$900mm commercial and \$300mm residential; loan outstandings exceeded \$1.3B; fee generation of \$5mm

***Executive Vice President; Senior Manager Commercial Real Estate*** 1998 – 1999  
 Oversaw 4 production offices generating \$3mm. Lead VP for integrating Mississippi and Louisiana real estate operations into First American. Loans totaled \$1B

***Executive Vice President, Commercial Services*** 1995 – 1997  
 Managed Treasury Management Services, including cash management sales, product management, client services and international sales & operations

***Executive Vice President, Corporate Banking*** 1992 – 1995  
 Managed Treasury Management Services and the Transformation Project, a \$11mm, two year re-engineering venture

***Executive Vice President, Commercial Banking*** 1987 – 1992  
 Managed Manufacturing and Services Industry Group, National Division, and Commercial Finance; also responsible for corporate services, including leasing, asset based lending, wholesale automotive floor plan, healthcare, Treasury management, and credit servicing.

***Senior Vice President*** 1986 – 1987  
 Responsible for the organization & implementation of credit policies, procedures and approval in the affiliate bank group

***Senior Vice President, Credit Department; Credit Committee*** 1981 – 1985

***Senior Vice President, COO, Guaranty Mortgage Company*** 1975 – 1981

**ALADDIN INDUSTRIES, INC., Nashville, TN** 1970 – 1975  
*Project Financial Analyst* Focused on investments & real estate

**CUMMINGS ENGINE COMPANY, Columbus, IN** 1967 -- 1968  
*Contract Administrator, Marketing Department*

### **BUSINESS & INDUSTRY**

**The Belmont Center for Business Ethics**, Board Member (2007 – Present)  
**Brentwood Rotary Club**, Board Member and President (1978 – Present)  
**Southern Chapter of Risk Management**, President (1989 – 1990)  
**Risk Management Association, National Commercial Credit Organization**, Member (1981-1999)

### **COMMUNITY**

Family and Children Services, Board Member (1983-1988)  
 McKendree Village, Inc., Board Member and Finance Committee (1994-1999)  
 Brentwood United Methodist Church, Member and Co-chair, Building Committee

### **EDUCATION**

BS, Butler University  
 MBA, Indiana University