

RESOLUTION NO. 2863


BE IT RESOLVED, by the Council of the City of Salisbury, Maryland that the following individual is appointed to the Revolving Loan Advisory Committee for the term ending as indicated.

Name
Benjamin R Rager


Term Ending
August 2021

THE ABOVE RESOLUTION was introduced and duly passed at a meeting of the Council of the City of Salisbury, Maryland held on August 27, 2018.

ATTEST:



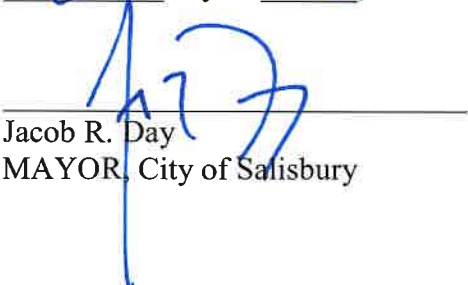
Kimberly R. Nichols
CITY CLERK



John R. Heath
PRESIDENT, City Council

APPROVED BY ME THIS

28th day of AUG, 2018



Jacob R. Day
MAYOR, City of Salisbury



MEMORANDUM

To: Julia Glanz, City Administrator
From: Alyssa Massey, Administrative Office Assistant
Subject: Revolving Loan Advisory Committee
Date: August 23, 2018

Mayor Day would like to appoint the following person to the Revolving Loan Advisory Committee for the term ending as indicated.

<u>Name</u>	<u>Term Ending</u>
Benjamin R Rager	August 2021

Attached you will find information from Benjamin Rager and the Resolution necessary for their Appointment. Please forward this information to the City Council so it may be placed on their agenda at the next Council meeting. Please let me know if you have any questions.

Attachment

cc: Mayor Day

M&T Bank

August 22, 2018

Mayor's Office

Attn: The Honorable Jake Day, Mayor of Salisbury
125 N. Division Street
Salisbury, MD 21801

Dear Mayor Day,

As a new member of the Greater Salisbury community (having relocated here as part of M&T Bank), I am beginning my search for how I can make an impact in my new community. I was honored to be contacted by Laura Soper, Director of Business Development, in reference to the Salisbury Revolving Loan Fund Committee.

As indicated on my resume (attached), I have been working with small businesses for over 18 years. I believe that my experience and knowledge will be helpful as part of the group and I appreciate your consideration.

I look forward to the opportunity of playing a part in helping the business growth in Salisbury. I am also open to other opportunities of involvement and would be happy to speak further.

Please feel free to contact me at 410-548-7287, or via email at brager@mtb.com.

Regards,



Benjamin R Rager
Vice President
Business and Professional Banking

BENJAMIN R. RAGER

2 Starboard Court

Berlin, MD 21811

Tel: 717-479-2817

Email: brager@mtb.com

WORK HISTORY

M&T Bank (2004 – Present)

Feb 2018 **Vice President – Business Banking Team Leader**
to Salisbury, Maryland
Present

As the Business Banking Team Leader, I provide leadership and direction to team of six (6) Business Banking Relationship Managers in the Eastern Shore and Southern Delaware areas. As a team, we focus on the development of new business banking relationships and on the servicing of our existing client base. It is critical for us to understand what is important to our clients/prospects in order to help them achieve their business and financial goals. We work closely with internal business partners, as well as external business leaders, to stay engaged and involved within our communities.

Feb 2017 **Vice President – Business Banking Team Leader**
to Carlisle, Pennsylvania
Feb 2018

Prior to my relocation to the Salisbury area, I held a similar role as above. As referenced, my team and I were responsible for developing new business banking relationships throughout our communities.

May 2013 **Vice President – Retail/Business Banking Performance Consultant**
to Hanover, Pennsylvania
Feb 2017

As the Retail/Business Banking Performance Consultant, I was responsible for a team of 18 individuals. This included two Training and Development specialists, with a focus on Business Banking, two Retail Training Managers and 14 Retail Corporate Training Specialists. The responsibilities of the Retail portion included a focus on strategy and implementation of new hire training, special initiative training and acquisition training for the entire branch network. The responsibilities of the Business Banking portion included working with the Retail and Business Banking Leadership to determine and deliver training programs related to Credit, Sales and Strategy.

Jun 2010 **Vice President - Senior Corporate Training Specialist**
to Hanover, Pennsylvania
May 2013

In this position, I was responsible for training Business Banking credit, process, systems and procedures. This included an audience composed primarily of Branch Managers and Business Banking Relationship Managers. In addition, I worked with the Performance Consultant to co-manage the RMSP training program. As the program co-manager, I provided all credit and sales training, as well as feedback and direction for the participants.

WORK HISTORY (Continued)

Benjamin R Rager

Jan 2004 **Vice President - Business Banking Relationship Manager**
to York, Pennsylvania
Jun 2010

As a Business Banking Relationship Manager, I was responsible for increasing the profitability of my portfolio, acquiring new households and providing relationship banking. This included loan growth, managing the deposit relationship, treasury management, and merchant services.

ACNB Bank (1999 – 2004)

Sep 2001 **Commercial Loan Officer**
to Gettysburg, Pennsylvania
Jan 2004

In this position I was responsible for growing my portfolio by acquiring new households, new deposits and managing current relationships. I was also a member of the Senior Loan Committee.

Sep 1999 **Credit Analyst and Document Preparation Specialist**
to Gettysburg, Pennsylvania
Sep 2001

The responsibilities included; analyzing financial statements and completing loan memo packages. Additionally, I prepared loan documents and reviewed with the commercial loan officers.

Nov 1996 **Teller**
to Gettysburg, Pennsylvania
Sep 1999

EDUCATION

Aug 1995 Penn State University
to York, Pennsylvania
Aug 1997 Business Administration

COMMUNITY INVOLVEMENT

As a new member of the community, I am beginning my search for appropriate community involvement. As evidenced below, community involvement has always been important to me.

Past Involvement:

- Carlisle PA Family YMCA – Board Member
- Leadership Cumberland – Board Member
- Margaret E. Moul Home (York County Cerebral Palsy Home) – Treasurer
- 2009 Leadership York Graduate
- Annunciation of the Blessed Virgin Mary School – Board Member
- RMA, South Central PA – Board Member