PROFESSIONAL SUMMARY

Senior leader of preeminent global financial services company, responsible for credit decisions, risk and portfolio management across all Commercial Real Estate asset classes in the U.S. These initiatives serve more than 100 publicly traded and private clients in various credit programs, supported by +$60 billion of capital and generating +$1 billion in annual revenues. Investments are executed and monitored with Executive Committees, Investment Bankers, and Capital Markets Equity and Debt partners. Credits vary from structured, secured transitional credits and CMBS, including mezzanine tranches, to multi-billion syndicated corporate Revolvers, Term Loans and Bridges. I have built relationships with varied audiences, including auditors, compliance and regulators.

I have a strong reputation for developing talent, who successfully drive and monitor transactions and portfolio management. My team seeks credit worthy, profitable solutions to complex, time sensitive opportunities, through distilling the big picture and complexities into simplified components that are actionable. Success requires that we demonstrate to diverse clients, investors and executives, the confidence and skill, through persuasive communications, recommending solutions, that often compromise preferred terms, that are workable. Seniors nominated me to undertake a leadership study of global managers encompassing more than 1,000 staff; I also serve on advisory boards of universities, and as CEO of my high-rise condo association restructured property management, defeated a hostile attempt to unionize staff, and created a capital plan to rehabilitate deferred maintenance.

CAREER HISTORY

Managing Director-Citigroup-Institutional Client Group, Commercial Real Estate (1998-Present)

- Developed Global Risk and Portfolio Management unit to fit the strategic repositioning of Citibank merger with Travelers/Salomon Brothers/Smith Barney
- Achieved approvals for RE credit offerings with New Product Approval Committee to support capital markets initiatives for Target Market clients
- Produced more than 100+ profitable and credit worthy clients including top tier REITs, Homebuilders and Institutional Investors
- Achieved quality, credit worthy (investment grade), strong ROI portfolios, with top three League Table rankings in IPOs, Equity Underwriting, Unsecured Note Issuances and CMBS
- Recruited and mentored hundreds of professionals, including the development of specialized CRE training programs, case studies and on the job training resulting in building many long term relationships and bonds

Various Citicorp (1979-1998)

Served as chief of staff to CEO of CRE business, and graduated from 9 month corporate credit training program. Managed commercial real estate workouts, assets sales, and originated business transactions.
Consolidated national underwriting and securitization for US consumer residential mortgage business.

Corporate Planning - Midlantic Banks, Inc. (1976-1979)

Planned and participated in the development for NE growth strategy for M&A and retail offices, reporting to CEO.

Assistant to the Commissioner- State of Ohio Banking Department (1973-1976)

Conducted analyses on exams, coordinated legislation, and expansion applications reporting to the State Banking Board.

EDUCATION, LICENSES, and OTHER INTERESTS

Rutgers College, B.A. Economics; Rutgers GSB, MBA
Licenses- Series 24,7,63
Advisor to Business School Deans, Guest Speaker and Member of Advisory Boards: Rutgers U., Montclair State U. and Kean U.
Competitive Tennis, Skiing, Cycling, Travel

Michael Chlopak has more than 40 years of experience in finance, 37 of which have been at Citigroup, where he was a Managing Director responsible for Risk and Portfolio Management. Michael has covered markets in North America with significant interface with global markets in Latin America, Europe and Asia/Pacific. He also has significant experience in the recruitment, development and mentoring of talent and serves as an advisor to several universities.

Michael received his Bachelor's degree in Economics from Rutgers University as well as an MBA from Rutgers Graduate School of Business. He has served as an advisor to the various Business School deans, is often a guest speaker, and has served as a member of advisory boards at Rutgers University, Montclair State University, and Kean University.