

JOHN CHADRICK COLLIER

EXECUTIVE PROFILE

Financial executive with extensive public agency and Fortune 500 company leadership experience. Diversified financial expertise in financial/regulatory reporting, strategic and financial planning, treasury management, and corporate taxation. Key areas of expertise and accomplishments include:

- Developing innovative financial modeling and forecasting techniques.
- Structuring complex debt, derivative and investment contracts and negotiating key banking relationships.
- Creating and leading strategic planning process, increasing employee participation and communications.

PROFESSIONAL EXPERIENCE

Louisville & Jefferson County MSD

2012-Present

Chief Financial Officer and Secretary/Treasurer

Responsibilities include financial reporting, purchasing, revenue and rate increases, operating budgets, debt/derivative and investment management. Developed a new strategic planning process; improved relationships with new Board and led external presentations to Metro Council and rating agencies.

- Developed detailed monthly Financial Board report and projections to support Board rate increases.
- Refunded three outstanding bonds saving \$126 million over 23 years and terminated seven derivative contracts, with a slight gain, saving \$14 million over 9 years.

AEGON Institutional Markets, Louisville Ky.

Director – Treasury Management

2004-2009

Directed treasury, strategic planning and tax analysis activities for marketing organization with a multi-billion dollar investment portfolio. Structured and managed three commercial paper programs; relationship manager for FHLB, investment banks and the rating agencies' structured products divisions.

- Structured commercial paper program and arranged syndication of 16 international banks for a \$1.8 billion liquidity facility. Developed an extendable commercial paper program and negotiated FHLB LOC facility which reduced our overall liquidity risk profile.
- Improved cash management operations reducing cash balances from 5% to 0.5% and generating additional revenue of \$7 million annually.
- Developed financial planning model to project 5 year earnings based on marketing and profit margin expectations resulting in identifying long term earning's gap and decisions to pursue new initiatives.

Director – Financial Reporting

1999-2004

Managed internal and regulatory reporting of monthly/quarterly results using GAAP, Statutory and IFRS. Developed strategic planning process and financial planning model for investment income and credited interest.

- Developed strategic planning process that was routinely judged as the best in the company, facilitated the involvement of middle management, enabled senior management to identify and focus on key strategic issues and was widely communicated so all employees could build into their personal objectives. One result attributed to this process was the division hitting or exceeding most objectives over 8 consecutive years.
- Developed financial planning model to project investment income and cost of funds resulting in more accurate financial projections.

LG&E Energy Corp., Louisville Ky.

1996-1999

Director – Trade Finance, Credit and Cash Management

Developed and led activities associated with Credit, Investment and Funds Transfer Policies with a professional staff of 8. Managed bank relations, developed financing alternatives and counterparty credit solutions.

- Consolidated 2 Energy Credit Departments, 4 systems and 1400 counterparties. Recruited and hired credit manager and staff and instituted new credit policy and procedures which reduced exposures by over 200%.
- Incorporated systems enhancements to track various physical and financial commodities and derivatives, including risk-based mark-to-market values providing the ability to monitor daily credit exposures.
- Instituted a \$700 million credit facility including a Commercial Paper Program. Reissued two 30 year tax exempt municipal bonds from fixed to variable rates reducing interest expense by \$5 million annually.

Providian Corporation, Louisville Ky.

1982-1995

Vice President – Planning

1991-1995

Developed and managed the operational and strategic planning process for Agency Group organization with a staff of 14 professionals. Coordinated financial plan and annual budget, identified disjoints and formulated alternatives.

- Designed and instituted a structured planning process, incorporated strategic goals with detailed action plans and integrated marketing initiatives into the financial plans resulting in enhanced performance.

Second Vice President and Controller

1988-1991

Hands on management of 36 professional and clerical positions. Developed financial statements using GAAP, statutory and internal metrics for 3 insurance companies and for the consolidated business unit. Produced filings and facilitated discussions with regulators, rating agencies and stock analysts.

- Developed automated process for calculating financial measures resulting in more efficient capital deployment.

Second Vice President – Operational Planning

1987-1988

Led planning, budgeting and special project staff of 6 professionals. Reviewed and analyzed 3 individual company and staff plans and consolidated them into an overall corporate plan improving consistency and performance.

- Developed an integrated financial forecasting process in first month on the job indicating a \$25 million earnings shortfall and developed business solutions to close the gap.

Assistant Vice President – Tax Planning

1985-1987

Created and implemented innovative strategies to minimize tax payments and maintained the lowest effective tax rate in the industry for 5 years. Developed 5 year tax projections and participated with various industry trade associations and company lobbies to develop tax legislative initiatives.

- Generated an annual \$3.5 million tax reduction by restructuring a \$350 million loan within an LLC.

Tax Manager

1982-1985

Managed 3 professional positions to prepare income tax returns for 5 separate and 1 consolidated insurance company. Prepared tax provisions, tax footnotes and coordinated annual IRS audits.

- Promoted marginal tax rates and equivalent yields increasing after-tax profits by \$8 million.

State Farm Life Insurance Company, Bloomington, IL.

1981-1982

Tax Analyst

Prepared federal income tax returns for 2 life insurance companies and a consolidated non-life return, state premium and franchise tax returns. Developed tax accounting, reporting and accrual procedures and tax planning ideas that resulted in \$20 million in tax savings.

Kentucky Central Life Insurance company, Lexington, KY

1976-1981

Tax Accountant

Prepared all federal and state corporation income and franchise tax returns, premium and intangible property returns for Life and P&C corporations. Defended issues raised by the IRS on audit saving \$4 million in taxes.

EDUCATION

Bachelor of Science in Accounting, University of Kentucky

1976

Fellow Life Management Institute (FLMI)

IRS Enrolled Agent

Completed 20-40 hours per year of courses qualifying for continuing professional education credit including:

Investment Analysis: CFA Review

Corporate Tax: KY CPA

Treasury Management: TMA

Strategic Planning: AMA

Systems Dynamics: MIT

Credit Practices: IEAC

Various financial programs sponsored by the AICPA and other national organizations

MEMBERSHIPS

American Securitization Forum (ASF)

Treasury Management Association (TMA)

Minority Venture Capital Corp. – President

Louisville Water Foundation – Board of Directors

Louisville Convention Center – Finance Committee

Senior Citizens East – Board of Directors