

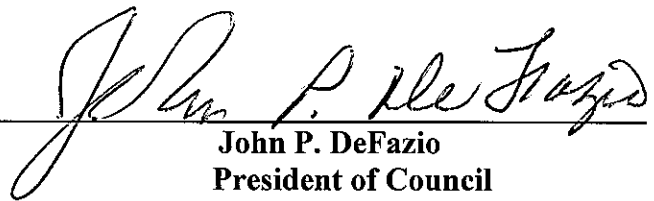
APPOINTMENT

Approving the appointment of Brandon Coney to serve as a member of the following Authorities: Allegheny County Industrial Development Authority, Allegheny County Hospital Development Authority, the Allegheny County Higher Education Building Authority and the Residential Finance Authority, administered collectively through the Finance and Development Commission, for a term to expire on December 31, 2019.

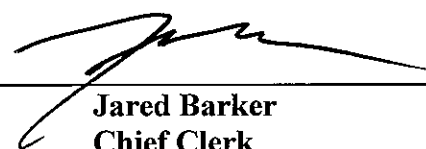
SPONSORED BY CHIEF EXECUTIVE FITZGERALD

In Council MAY 20th , 2015.

Read and approved by Motion of Council.



John P. DeFazio
President of Council

Attest: 

Jared Barker
Chief Clerk
Allegheny County Council

COUNTY OF



ALLEGHENY

RICH FITZGERALD
COUNTY EXECUTIVE

April 16, 2015

Honorable President and Members
Allegheny County Council
119 Courthouse
Pittsburgh, PA 15219

APR16'15 10:22AM

ALLEGHENY COUNTY

COUNCIL

Dear Members of Council:

Please find the attached resume of Brandon Coney, whom I am recommending for appointment to the following Authorities: Allegheny County Industrial Development Authority, Allegheny County Hospital Development Authority, the Allegheny County Higher Education Building Authority and the Residential Finance Authority.

These four Authorities comprise the umbrella Authority that is the Finance and Development Commission. Appointments to the individual Authorities are made separate and there are no direct appointments to the Finance and Development Commission. Reference is made to the Commission, regarding its membership or its meetings, only as a matter of convenience and reference point for the Authorities. I am recommending that Mr. Coney serve a term for each of these Authorities which expire on December 31, 2019.

Mr. Coney is currently the Vice-President of Mortgage-Backed Securities/Corporate Trust for the Bank of New York Mellon Trust Company. He received a bachelor's in business administration from Hampton University. Mr. Coney is involved in various civic and social activities.

I appreciate your consideration, and ask you to act on this appointment as quickly as possible. Mr. Coney will make himself available for review before the appropriate committee if members of Council wish to speak with him.

Sincerely,

Rich Fitzgerald
Allegheny County Executive

CC: Brandon Coney

OFFICE OF THE COUNTY EXECUTIVE

101 COURTHOUSE • 436 GRANT STREET • PITTSBURGH, PA 15219 • PHONE (412) 350-6500 • FAX (412) 350-6512
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BRANDON D. CONEY

4 CROSS STREET • PITTSBURGH, PENNSYLVANIA 15205
PHONE (919) 225-1917 • EMAIL: BRANDON.D.CONEY@GMAIL.COM

SUMMARY

Accomplished and results driven professional with experience in corporate trust, marketing, portfolio management, financial services consulting and product development. Extensive experience advising high net worth clientele across a wide variety of disciplines. Proven ability to compile, analyze and rationalize complex quantitative and qualitative data sets within marketing and financial services arenas. Innovative thought processes and pro-active time management & task completion follow-through. Effectively collaborates with team members to promote and position products, increase brand awareness and product usage, expand market share and cultivate customer loyalty.

EXPERIENCE

The Bank of New York Mellon Trust Company, N.A.

Pittsburgh, Pennsylvania (2010 – Present)

Vice President, Mortgage-Backed Securities – Corporate Trust

- Proactively manage a portfolio of over 140 accounts worth more than \$14 billion through the comprehension, interpretation and analysis of complex legal documents to ensure compliance and mitigate risk
- Duties include the processing of monthly debt service payments, upholding covenants, verifying conditions and rules of the trust instrument to facilitate interaction with clients, legal counsel and industry professionals.
- Directly responsible for the training, mentoring and professional development of four Corporate Trust Administrators as well as the planning & preparation of mid-year and annual performance appraisals.

The Ayco Company, L.P., A Goldman Sachs Co.

Canonsburg, Pennsylvania (2007-2009)

Financial Analyst

- Worked one-on-one with senior level Fortune 500 corporate executives and other high net worth individuals to provide comprehensive personal financial planning, investment planning and tax services
- Prepared tax projections, asset allocation, retirement, insurance, estate-planning & education funding analyses
- Assisted with management of assets in excess of \$85 million

Tax Analyst

- Prepared & reviewed complex multi-state tax returns for senior level Fortune 500 corporate executives
- Acted as a liaison to foster increased dialogue between taxing authorities and taxpayer

Highmark, Inc.

Pittsburgh, Pennsylvania (2007)

Business Analyst

- Responsible for development of business requirements for a corporate-wide web-based client interaction system
- Lead designer of webpage prototypes

The PNC Financial Services Group, Inc.

Pittsburgh, Pennsylvania (2002 - 2007)

Associate Investment Officer

- Rebalanced client portfolios in accordance with PNC policies given current economic environments to ensure growth of trust corpus and its income generating capabilities
- Took part in due diligence meetings concerning asset manager selection & individual security analysis for implementation into client portfolios
- Researched and calculated tax information on corporate transactions as they pertained to securities in client portfolios

Associate Wealth Planning Officer

- Designed wealth management strategies on concepts such as wealth transition, charitable giving & retirement planning
- Developed & implemented market specific strategies to enhance client understanding of the wealth planning process
- Used planning software to create analytical views of clients' net worth, cash flow & residual income

Associate Trust Advisory Officer

- Reviewed legal trust documents in accordance with Pennsylvania's Principal and Income Act to access provisions of discretionary distributions on behalf of beneficiary
- Researched special assets within trust accounts in compliance with PNC's regulations
- Assisted Trust Advisory Officer with the expansion of revenues by profiling customers to identify needs & provided qualified referrals to appropriate sales groups

Associate Banking Advisory Officer

- Facilitated & completed analytical research project for over 100 clients for lines of credit of \$3 million+
- Researched & presented project analysis on two companies vying for PNC's Corporate Jet Fueling business
- Assisted with the management of the sales pipeline through customer interaction & analytical work

Associate Investment Analyst

- Reviewed and co-managed portfolios to keep them within investment objectives
- Researched, analyzed and presented project on mutual fund selections and market share caps

Associate Wealth Management Strategist

- Facilitated project implementation of new software for a corporation-wide initiative
- Researched and presented project proposal to Senior Executives on high-net worth insurance

VIF International Education, Inc.

Chapel Hill, North Carolina (2001)

Local Advisor Program Coordinator

- Financial planner for over 150 employees of the company
- Coordinator of program activities for upcoming 2001-2002 school year

EDUCATION

Hampton University, Hampton, Virginia

- Bachelor of Science in Business Administration
- Dual Emphasis in Finance & Marketing

TECHNOLOGY

MS Office Suite, TAS/GSP/IMMS, ACS, FiRRe Invoicing System, Goldtler, Bloomberg, Morningstar, Naviplan Financial Planning Software, AMTrust, BNA Income Tax Planning Software, FastTax, Siebel, Baseline, Rational RequisitePro

DISTINCTIONS & AWARDS

- *Graduate, PNC Leadership College, Executive Management Leadership Development Initiative Program*
- *PNC Fellows Award Recipient*
- *Opel T. Jones Community Service Award Recipient*

CIVIC & SOCIAL ACTIVITIES

Board of Directors, *The Urban League of Greater Pittsburgh Charter School* (2013 – Present)

Board of Directors, *Coro Center for Civic Leadership* (2006 – 2010)

Volunteer, *Boy Scouts of America*

Tutor & Mentor, *Inspiring Minds Youth Development Center*

Volunteer, *Riverside Convalescent Center*



COUNTY OF ALLEGHENY

OFFICE OF THE COUNTY COUNCIL
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WWW.COUNTY.ALLEGHENY.PA.US/COUNCIL

May 21, 2015

Mr. Brandon Coney
4 Cross Street
Pittsburgh, PA 15205

Dear Mr. Coney:

This is to inform you that at the Regular Meeting of Allegheny County Council held on May 20, 2015 Council approved your appointment to serve as a member of the Allegheny County Industrial Development Authority, Allegheny County Hospital Development Authority, the Allegheny County Higher Education Building Authority, and the Residential Finance Authority, administered collectively through the Finance and Development Commission, for a term to expire on December 31, 2019.

Congratulations on your appointment and best of luck in this undertaking. We look forward to receiving your recommendations and stand willing to assist you in any way you believe appropriate.

Sincerely,

A handwritten signature in black ink that reads "Jan Rea".

Jan Rea, Appointment Review Committee Chair
Allegheny County Council

cc: Bob Hurley, Director, Allegheny County Economic Development Department

JR/sb