

Bill No. 4899-09

## APPOINTMENT

Approving the appointment of Amy Kuntz to serve as a member of the Community College of Allegheny County Board of Directors for a term to expire on December 31, 2012.

In Council July 7<sup>th</sup>, 2009.

Read and approved by Motion of Council.

Rich Fitzgerald  
Rich Fitzgerald  
President of Council

Attest:   
Allegheny County Council



# COUNTY OF ALLEGHENY

4899.09

## OFFICE OF THE COUNTY EXECUTIVE

101 COURTHOUSE • 436 GRANT STREET  
PITTSBURGH, PA 15219

PHONE (412) 350-6500 • FAX (412) 350-6512  
[WWW.ALLEGHENYCOUNTY.US](http://WWW.ALLEGHENYCOUNTY.US)

DAN ONORATO  
COUNTY EXECUTIVE

May 28, 2009

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

Dear Council Members:

Please find the attached resume of Amy Kuntz, whom I am recommending for appointment to the Community College of Allegheny County Board of Directors.

This Board broadens the base of educational opportunity and human resource development for the citizens of Allegheny County through continued development of campuses and centers that are committed to quality, diversity, social responsibility and career direction. I am recommending that Ms. Kuntz fill a vacant seat on the Board previously held by Andrew Russell, who has resigned from the Board. This term will expire on December 31, 2012.

Ms. Kuntz is the current Market Director for PNC Institutional Investments, where she manages PNC Institutional Investments Business Development and Portfolio/Relationship Management Team. Ms. Kuntz received her Bachelor's degree from Westminster College, where she majored in Elementary Education and Minored in English.

I appreciate your consideration of Ms. Kuntz and ask that you act on this appointment as quickly as possible. Ms. Kuntz will make herself available for review before the appropriate committee if members of Council wish to speak with her.

Sincerely,



Dan Onorato  
Allegheny County Executive

ALLEGHENY COUNTY COUNCIL

09 MAY 28 PM1207

129 Pinto Court  
Bethel Park, PA 15102

Phone (H): 412-595-7272  
Phone (W): 412-762-2445  
Email: amy.kuntz@pnc.com

# Amy M. Kuntz

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<b>Experience</b>	09/07-present	PNC Institutional Investments	Pittsburgh, PA
	05/05-08/07	PNC Institutional Investments	Washington, DC

## **Market Director**

- Manage PNC Institutional Investments' Business Development and Portfolio/Relationship Management team. Responsible for sales and service of investment management, trust, custody, escrow and ancillary services. Responsible for \$1.7mm new revenue/\$30mm net revenue goals in 2008. Consistently exceeded sales goals ('06 through '08).
- Orchestrated Institutional Investments' post-acquisition transition of Riggs Bank clients and products. Process involved retention of critical employees, hiring key team members to spearhead growth in a highly competitive market, building a de novo pipeline, displacement of eight employees (with no client attrition attributable to staffing changes), and termination of a product line.
- Worked collaboratively with senior management to spearhead rollout of escrow product across PNC II. Product introduction resulted in over \$1mm in new revenue across the PNC II footprint during first full year of availability.

04/02-04/05	PNC Advisors	Pittsburgh, PA
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## **Vice President; Internal Wholesaler – Institutional Investment Group**

- Developed and implemented a process for analyzing and capitalizing on PNC's existing relationships with over 1500 clients for purposes of new business development.
- Provided periodic analytics, product information and talking points on institutional investment products to over 75 internal partners via written communications and formal presentations.
- Top-performing Internal Wholesaler (as measured by generation of new revenue) in PNC's Institutional Investment Group in 2003 & 2004.

9/99-3/02	PNC Advisors	Pittsburgh, PA
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## **Vice President; Product Support Manager**

- Responsible for managing 22 employees in PNC Advisors' Sales Support and Employee Education Departments. Education department conducted enrollment and continuing education seminars for PNC clients' employees to provide retirement planning education. Sales support created presentations, proposals, and RFP responses for entire Institutional Investments product set.
- Implemented inter-departmental brokerage referral program; generated over \$13mm in assets in an 18 month period.
- Wrote and designed multiple sales brochures to promote PNC's Retirement & Investment Services area.
- Co-authored an article published in *The Employee Benefits Journal*, a national publication.

9/97-3/02                    PNC Advisors                    Pittsburgh, PA

**Assistant Vice President; Manager, Employee Education**

- Responsible for developing and delivering retirement planning education solutions to PNC's 401(k) "Vested Interest" clients, as well as communicating these capabilities to prospects.
- Hired, trained, and managed a staff of 12 Education Consultants in five cities.
- Oversaw the writing, production and legal approval of a quarterly participant newsletter, as well as all other participant-oriented educational pieces.
- Significantly increased "excellent" client satisfaction ratings in the following areas:
  - Options for Training and Education Meetings – From 46% to 73%
  - Overall Quality of Education Services & Materials – From 52% to 69%
  - Quality of Participant Education Materials – From 63% to 76%
- Featured speaker for International Foundation of Employee Benefit Plans (IFEBP) at two regional conferences and one national conference.

11/96-9/97                    PNC Advisors                    Pittsburgh, PA

**Employee Education Consultant**

- Responsible for presenting retirement planning seminars and writing and designing materials for demographically diverse audiences throughout the U.S.
- Managed approximately 50 client relationships.

**Education**                    1995                    Westminster College                    New Wilmington, PA

- B.A., Elementary Education; Minor in English
- Graduated Summa Cum Laude and with College Honors in Education

**Professional Certifications**                    • **RPA (Retirement Plans Associate)** — a specialty designation focusing on all aspects of retirement plans. The RPA designation is bestowed as part of the CEBS (Certified Employee Benefit Specialist) program, which is cosponsored by the International Foundation for Employee Benefit Plans (IFEBP) and the Wharton School of the University of Pennsylvania.

**Other Activities**                    • Chair, PNC's Charitable Trust Grant Review Committee

**Honors and Awards**                    • 2004 IIG Excellence Award for Sales  
• 2000 Bankwide Exceptional Sales Trip  
• 3<sup>rd</sup> place in the National Profit Sharing Council of America (PSCA) "Signature Awards" for an educational campaign implemented on behalf of my client

**Personal**                    • **Married (husband Michael)**  
• **Three children: Logan (6), Nathan (4), and Mallory (1)**  
• **Member, St. Louise de Marillac Parish**



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June 22, 2009

Amy M. Kuntz  
129 Pinto Court  
Bethel Park, PA 15102

Dear Ms. Kuntz:

This is to inform you that an Appointment Review Committee Meetings have been scheduled for 4:00 PM, Wednesday, July 1, 2009 and 4:00 PM, Thursday, July 2, 2009 in Conference Room One, 119 County Courthouse.

Your presence is requested at either of the meetings to discuss before the committee your nomination by the Chief Executive for appointment/reappointment to the Community College of Allegheny County Board of Directors.

Please be advised that failure to attend either meeting will result in the withdrawal of your appointment and possible resubmission by the Chief Executive at a later date.

Please contact Fomeeka Bey Darwin at 412-350-4303 to inform her of which meeting you will be able to attend.

Sincerely,

John DeFazio, Chairman, Appointment Review Committee  
Allegheny County Council



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July 14, 2009

Ms. Amy M. Kuntz  
129 Pinto Court  
Bethel Park, PA 15102

Dear Ms. Kuntz:

This is to inform you that at the Regular Meeting of Allegheny County Council held on July 7, 2009, Council approved your appointment to serve as a member of the Community College of Allegheny County Board of Directors for a term to expire on December 31, 2012.

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,

John DeFazio, Chairman, Appointment Review Committee  
Allegheny County Council

JD/fbd