

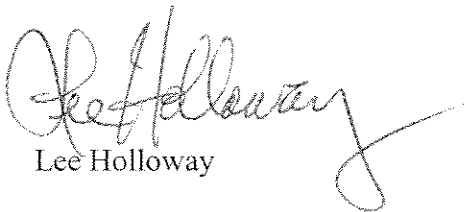
COUNTY OF MILWAUKEE  
INTEROFFICE COMMUNICATION

DATE : March 31, 2011  
TO : Milwaukee County Board of Supervisors  
FROM : County Board Chairman Lee Holloway  
SUBJECT : **Appointment of Donald A. Cohen to Milwaukee County Pension Study Commission**

Pursuant to the provisions of Section 200.01(2), *Milwaukee County Ordinances*, and subject to the confirmation of this honorable body, I am hereby appointing Mr. Donald A. Cohen to the Milwaukee County Pension Study Commission, to fill the unexpired portion of a term ending April 30, 2012. Mr. Cohen is an outgoing member of the Milwaukee County Pension Board where he has served the County well for several years. Under the regulations that guide the Pension Board, Mr. Cohen has reached the maximum of two full terms. It is my intent to not lose his knowledge and expertise in pension related issues.

Mr. Cohen has extensive banking and finance experience and will be a great asset to the Pension Board. Mr. Cohen has also served on the Milwaukee County Transition Committee, which I appointed when I was County Executive. It is anticipated that Mr. Cohen will replace Mr. Dean Muller, whose confirmation to the Pension Board is also being considered by the County Board. Upon that confirmation, should it occur, there would be a vacancy on the Pension Study Commission, which Mr. Cohen would then fill. Mr. Cohen's resume is attached for your information.

I strongly urge your positive consideration of this important appointment.



Lee Holloway

Attachment

cc: Supervisor Patricia Jursik, Chair, Personnel Committee  
Donald A. Cohen  
County Executive Marvin Pratt  
Gerald Schroeder, Manager, Milwaukee County Employee Retirement System  
Jodi Mapp, Committee Clerk, Personnel Committee

**Donald A Cohen**  
4330 South 38th Street  
Greenfield, WI 53221  
414-217-2025,  
dcohen225@hotmail.com

## **Executive Profile**

Motivated individual with demonstrated proficiency in listening to clients needs, and formulating the tactical action plan to achieve results. Constantly explores opportunities to further elevate customer loyalty and boost revenues. Known for honesty, integrity and a genuine passion for achieving goals for self and others. Superior interpersonal dynamics interface seamlessly with others from all levels, backgrounds and cultures. Respected for maintaining a professional and positive demeanor, regardless of the situation. Office Protocol/Practice Compliance. Operations and Financial Analysis. Client Relationship Management. Organization and Administrative Assessment and Resolution. Customer Relationship Management. Financial Leadership. High-Level Relationship Management. Financial Advice/Counseling. Policy Development.

## **Achievements**

- Designed programs for account openings for individuals that have not had banking relationships. Developed and implemented mortgage and lending programs for immigrants using Individual tax identification numbers for those that don't have social security numbers. Developed mortgage programs with Freddie Mac for low to moderate income borrowers.
- Helped develop the T.I.F. District and the Lindsay Heights construction program with Wisconsin Housing and Economic Development Authority for in fill housing in Milwaukee's Central City. Over a hundred new homes have been built.
- Developed North Shore New Neighbors initiative to build "spec" homes to sell in the Lindsay Heights area. Low income central Milwaukee city area
- Became an acceptance agent for the IRS to help obtain ITIN numbers for individuals that can't obtain Social Security Numbers.
- Sponsored the Mexican Consulate Mobile team to come to Milwaukee Waukesha and Green Bay to help individual obtain their Matricula Consular card, this is an ID card that is given by the Consulate. These cards are an acceptable form of ID for use to open accounts
- Helped MGIC, Genworth, and UGIC to develop guidelines for insuring mortgages using ITIN numbers
- Chaired the Mortgage product group for the FDIC's New Alliance Task Force, which developed the products now being used to offer mortgages for immigrant borrowers.
- Developed the curriculum and chaired the Counseling Consortium with UWM Extension, which has trained credit counselors around the state. This curriculum has been used across the country as well.
- Developed "Kids Own Bank" program which was designed for elementary schools to open banks in schools.
- Have been used as an Expert Witness for the Legal Aid Society of Wisconsin to help with predatory lending cases.

- Brought two banks from low Satisfactory CRA ratings to Outstanding and High Satisfactory.
- Helped in the development of the Milwaukee Asset Building Coalition and the volunteer tax sites (VITA) with the IRS.
- Developed and implemented "Directo a Mexico" an ACH program to send remittances to Mexico.

### **Professional Background**

#### **Vice president of Community Development and Lending, 2006 - Present**

Landmark Credit Union, Milwaukee, WI

#### **Vice President of Community Lending, 2000 - 2006**

North Shore Bank, Milwaukee, WI

#### **Manager Community Lending and CRA Officer, 1992 -2000**

Associated Bank, Milwaukee, WI

#### **Insurance Sales, 1991 - 1992**

Met Life, Milwaukee

#### **Sales Person, 1981 – 1991 (Sales person of the year for 1982 through 1989)**

Towne and Country Realty, Milwaukee, WI

#### **Sales person, 1979 – 1981 (Sales Person of the Year 1979-1980)**

Century 21 Real Estate, Milwaukee, WI

#### **Manager New Construction, 1977 – 1999 (Sales Person of the year 1978)**

First American Realty Inc, Brookfield, WI

#### **Partner, 1974 – 1977**

Ben Shumow's Used Truck Sales, Milwaukee, WI

#### **Asst. Manager, 1972 – 1974**

Wisconsin Truck Farm, Milton, WI

### **Education**

**1983** - Business Law and Marketing, Milwaukee, WI

**1972** - UW Oshkosh, Oshkosh WI

**1971** - Edgerton High School, Edgerton, WI (High School Diploma)

## **Boards**

*Chair, 1995 - 2007*

Counseling Consortium of Milwaukee, Milwaukee, WI  
Credit counselor training program with UWM Extension

*Treasurer 1999 - present*

Rebuilding Together Milwaukee, Milwaukee, WI  
Helping low income homeowner

*Board Chair, 2002 - 2005*

New Opportunities for Home Ownership in Milwaukee, Milwaukee, WI  
Program developed by Mayor of Milwaukee

*Treasurer 1999 - present*

Hispanic Chamber of Commerce, Milwaukee, WI

*Chair of Mortgage product group, 2002 - 2006*

New Alliance Task Force, Chicago FDIC  
Immigrant program

*Board member, 2000 - 2004*

Housing Opportunities Partnership of Southern Wis., Milwaukee, WI  
Program with Federal Reserve in Chicago

*Member, 2003 - 2006*

Strategies to Overcome Predatory Practices Committee, Milwaukee, WI  
STOPP program with the Fair Housing Council

*Treasurer 2005-present*

Social Development Commission, Milwaukee, WI  
Social building organization \$40,000,000 organization

*Board member, 2007 - 2007*

Latino Community Center, Milwaukee

*Member, 1996 - 2001*

Underwriting Barriers Outreach Group, Washington DC  
Freddie Mac Consulting group

*Board member 2004-present*

Milwaukee County Pension Board, Milwaukee, WI

*Board member 2004-present*

Milwaukee Asset Building Coalition, Milwaukee, WI  
Working with volunteer tax sites "VITA" sites

*Board member 2006-present*

Hmong American Peace academy, Milwaukee, WI  
K-9 Hmong School

*Board member 2008-present*

Hmong American Friendship Association, Milwaukee, WI

*Prevention committee, 2008*

Mayors Foreclosure prevention committee, Milwaukee, WI  
Created a foreclosure mortgage program with Wisconsin Housing and Economic  
Development Authority

## **Licenses**

**1977** - Wisconsin Real Estate Broker, Wisconsin

**1991** - Property and Casualty, Wisconsin

Insurance license

**1991** - Life and Health

Insurance license

**1992** - Series 6, 22, and 63

Securities license

**Awards**

*Otis Thorpe Award, 1995*

NAREB (Realtists)

Received National Award at Atlanta convention for work in Community lending

*Movers of Mountains Award*

Repairers of the Breach, Milwaukee, WI

Received award for helping with the financing of their building used to help the homeless

*Byron Kilbourn Award, 1996*

Milwaukee Education Trust, Milwaukee, WI

Received award for the "Kids Own Bank" Program

*Special recognition*

NAREB Realtists 1996-1997, Milwaukee, WI

Milwaukee Chapter of the National Association of Real Estate Brokers (Realtists)

*Special recognition, 1997*

Clara Muhammad School, Milwaukee, WI

For helping develop Kids Own Bank program in school

*Affiliate of the year award, 2003*

Greater Milwaukee Association of Realtors, Milwaukee, WI

*Lender of the Year, 2003*

Central City YMCA, Milwaukee, WI

*Finalist, 2005*

(MANDI) Milwaukee Awards for Neighborhood Development Innovation, Milwaukee, WI

Award for the New Neighbors initiative to build spec homes in the Central City

*Corporation of the year award, 2005*

Hispanic Chamber of Commerce of Wisconsin, Milwaukee

Corporation of the year for North Shore Bank

*Proclamation, 1993*

City of Milwaukee, Milwaukee, WI

City Council proclamation for reading program

*Proclamation, 1995*

City of Milwaukee, Milwaukee, WI

Proclamation from City Council for Kids Own Bank

*Governor's proclamation, 1995*

State of Wisconsin, Milwaukee, WI

Proclamation from State of WI for Kids Own Bank

*Mayors proclamation, 1995*

City of Milwaukee, Milwaukee, WI

Mayors proclamation for Kids Own Bank

*Banker of the year 2008*

El Conquistador newspaper

Largest Hispanic newspaper in Wisconsin

*Drum Major Award 2006*

NAACP

Award for service in the community

*Community Service Leadership Award 2008*

Internal Revenue Service

Volunteer income tax site  
*Corporation of the year 2005*  
 Hispanic Chamber of Commerce of Wisconsin  
*Community Involvement, 2008*  
 El Conquistador Newspaper  
*Leadership in the Community, 2008*  
 Social Development Commission Milwaukee  
*Dora Maxwell Award, 2008*  
 Credit Union National  
 2nd place Nationally for Hispanic Initiative. Community Development Award

**Presentations and Public Appearances**

**2004** - Illinois Bankers Assoc.  
 Presented on Immigrant markets  
**2003** - Mexican Consulate, Chicago  
 Presented on FDIC task force Mortgage product for immigrant lending  
**2005** - FDIC, Chicago  
 Presented best practices for FDIC conference in Chicago  
**2005** - FDIC, New York  
 Presented to task force in New York  
 FDIC, Boston, Ma  
 Presented to FDIC task force in Boston  
**2005** - Kentucky Bankers Assoc, Louisville K  
 Presented at a best practices conference on immigrant lending

**Articles**

I have been quoted in more than 25 articles with Milwaukee Journal/Sentinel, Milwaukee Business Journal, Wall Street Journal and Credit Union Monthly magazine.

**Volunteer**

**1999 – 2008** Rebuilding Together, Milwaukee, WI  
 Helping low income homeowners fix their homes  
**2007 -** Social Development Commission, Milwaukee, WI  
 Paint and fix up homeless shelter  
**2002 – 2008** Milwaukee Asset Building, Milwaukee, WI  
 Helped with volunteer tax sites (VITA sites) prepared tax returns  
**1994 – 2007** Wisconsin Housing, Milwaukee, WI  
 Participated and presented in Housing seminars for first time home buyers  
**1995 – 2008** Milwaukee Public Schools, Milwaukee, WI  
 Business partner for Hawthorne, Silver Spring, Thoreau, Clara Muhammad, and Vieau Schools  
**1999 – 2007** UW Extension, Milwaukee, WI  
 Life Smarts program volunteer