

TODD M. FRYE

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FINANCIAL & GENERAL MANAGEMENT EXECUTIVE Chief Financial Officer • Controller • General Manager • Project / Product Manager

Results-oriented, team-focused and innovative leader with excellent communication skills, strategic vision and tactical execution for delivering timely business results and creating organizational and shareholder value.

-----CORE COMPETENCIES AND GENERAL MANAGEMENT STRENGTHS-----

Strategic planning, project management, product development, team building & leadership, relationship management, business development, profit & loss management, revenue & profit growth, and continuous process improvement.

Mature, High-Growth, and Start-Up Business Environment Experience

-----PROFESSIONAL EXPERIENCE-----

COUNTRY BANK Aledo, IL

(March 2008 – October 2011)

President & CEO of Bank and Holding Company

(May 2010 – October 2011)

- Promoted to President from CFO position as part of succession plan and led implementation of management team structure from previous co-CEO structure.
- Responsible for staff of 35 employees and their professional development across two branch locations.
- Implemented bank's policies and procedures incorporating appropriate regulatory changes.

Chief Financial Officer, Executive Vice President & Board Member

(March 2008 – May 2010)

- CFO at time of rapid growth (assets grew \$65 million over two years) which included securing capital of nearly \$10 million and liquidity to support growth.
- Led liquidity and funding strategy including margin management and deposit pricing, development of contingency funding plan, implementation of wholesale funding management process, and initiated Deposit Task Force to re-focus and drive core deposit gathering efforts which resulted in an average 5% (\$6 million) annual core deposit growth.
- Led annual strategic planning efforts with Board and management team as well as budget creation, adherence and reporting.
- Managed Bank's security portfolio including purchase / sale analysis, allocations and performance, pledging, monthly reconciliation, and daily journal entries. Portfolio was consistently above 70th percentile compared to peer group.
- Led Investment and Asset / Liability Committee as well as Compensation Committee; participated on Audit Committee; participated on Officers' and Directors Loan Committees; Led Deposit & Liquidity Committee.
- Developed and implemented incentive compensation plan utilizing global and individual performance targets.
- Served as liaison to regulators, accountants, correspondent banks, vendors, and consultants.

BANK OF AMERICA (formerly LaSalle Bank Corporation) Chicago, IL

(March 2002 – March 2008)

Vice President / Product Manager – Treasury Management

(May 2005 – March 2008)

• **Wholesale Lockbox Product Manager**

- Manager for LaSalle's wholesale lockbox service with \$38 million in annual revenue.
- Responsibilities included strategic planning, profitability management, customer pricing, marketing, roadmap development, operations coordination and sales support.
- Worked closely with sales, operations, IT, and marketing to drive tactics behind strategy to deliver revenue enhancement, through cross-sales and new customer acquisition, as well as cost reduction activities.

• **Remote Deposit Product Manager**

- Led the launch of a new cash management receivables product targeted at small, middle market, and large corporate companies.
- Product went from concept to live and in production in five months.

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- Specific responsibilities included vendor analysis and selection, contract negotiation, and relationship management; product roadmap development; market segmentation, targeting, and positioning; pricing strategy and tactics; sales training, communication, and support; and business development.
- Sold to and implemented 180 new customers in the first twelve months of the product being generally available.

Business Strategies Group – Project Manager

(March 2002 – May 2005)

- **Payment Strategy Development**

- Led the development of a payment strategy white paper that internally communicated the importance of the Bank's payment franchise and enabled the Services Company to prioritize future investment opportunities and maximize shareholder returns as it relates to the bank's payment franchise in light of the passage of Check 21.
- The paper was well-received internally by senior management and was reviewed by several members of ABN AMRO's managing board in Amsterdam.
- Managed an external consulting team that gathered and analyzed company-specific payment data from all areas of the bank and developed the conceptual design of a process and technology solution to continually monitor the bank's payment processing metrics and report on it for decision making purposes.

- **Operational Analysis**

- Led the financial analysis of the outgoing returns process for ABN AMRO North America and its affiliates, LaSalle and Standard Federal Banks.
- Annual cost savings in excess of \$200,000 were identified and realized as well as processing efficiencies.

-----**EARLY POSITIONS**-----

DELOITTE CONSULTING, Supply Chain Consultant (2001)

ARTHUR ANDERSEN BUSINESS CONSULTING, Supply Chain Consultant (1998-2000)

-----**COMMUNITY INVOLVEMENT**-----

Aledo Area Chamber of Commerce - 2nd Vice President

Aledo Area Kiwanis member

Big Brother Big Sister volunteer

St. Pius Catholic Church parishioner

-----**EDUCATIONAL BACKGROUND**-----

Master of Business Administration • Finance, Marketing, and Management & Strategy • Northwestern University, Chicago, IL

Bachelor of Business Administration • Finance & Economics (cum laude) • University of Notre Dame, Notre Dame, IN

Bachelor of Arts • Computer Applications • University of Notre Dame, Notre Dame, IN

-----**TECHNICAL SKILLS**-----

Proficient in Microsoft applications including Access, Excel, Outlook, PowerPoint, Word, Live Meeting and Visio.

-----**REFERENCES**-----

Available upon request.