

## Application for City of Colorado Springs Boards & Commissions

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### Profile

Jesse

First Name

Spaeth

Middle Initial

Last Name

[Redacted]

Email Address

[Redacted]

Street Address

[Redacted]

Suite or Apt

[Redacted]

City

[Redacted]

State

[Redacted]

Postal Code

[Redacted]

Primary Phone

[Redacted]

Alternate Phone

Bank of the San Juans

Employer

Senator or Vice President

Job Title

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### Are you applying to be a Youth Ambassador?

Yes  No

### High School Name / Grade Level

Coronado / 12

### Are you a resident of the City of Colorado Springs?

Yes  No

### Do you own property within the City of Colorado Springs?

Yes  No

### Which Boards would you like to apply for?

Colorado Springs Housing Authority : Submitted

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### Interests & Experiences

#### Why are you interested in serving on a board or commission?

Serving the community I live in and want to grow and succeed. Housing affordability is an important issue our city challenges go on. I would like to be part of a solution.

[Jesse Spaeth Resume.pdf](#)

Upload a Resume

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## Demographics

City Council seeks to have diversity in making appointments to boards, commissions and committees. It is the policy of the City Council to make appointments to the citizen boards, commissions, and committees, based on the needs of the City as well as the interests and qualifications of each applicant without discrimination based on race, color, national origin or ancestry, gender, religious convictions, disability, age, or sexual orientation.

Completion of this section of the application is VOLUNTARY and in no way affects the decision regarding your appointment to a Board, Committee or Commission. This information is confidential and will be maintained separately from your application.

## Ethnicity

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[REDACTED]

## Gender

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[REDACTED]

[REDACTED]

Date of Birth

## How did you hear about this position?

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## Jesse Spaeth



### WORK EXPERIENCE

**Bank of the San Juans / Canon National Bank**      **2012- Present**  
*Senior Vice President*

- Generate and manage commercial loans in the Colorado Springs market. Oversee market that had \$24MM in commercial loans in 2012 to current level of over \$80MM.
- Have been directly responsible for annual commercial loan production averaging \$20MM over the past 4 years. 2018 production expected to be approximately \$24MM.
- Generate average annual loan fees of \$150M. 2018 fees expected to be approximately \$190M.
- Manage \$54MM loan portfolio with a mix of C&I, commercial real estate, residential and commercial construction, SBA and revolving lines of credit. Responsibilities include managing deposit relationships totaling more than \$20MM.
- Assist out of market Regional President with managing 2 commercial lenders and one loan assistant.
- Member of Bank loan committee.
- On Glacier Bank committee to select new Loan Origination Software to be rolled out to 13 divisions over 7 states.
- Responsible for customer leads, negotiating loan terms, underwriting loan presentations and presenting to loan committee. Currently have \$250M in loan approval authority.
- Face of the bank in the Colorado Springs market.
- As an employee of Canon National Bank was a member of the Executive Management Team to help oversee a bank that was at \$140MM in assets in 2012 and ended at \$190MM in 2015 when the bank was acquired by Glacier Bancorp. Member of various committees to oversee the growth of the bank through new product roll-outs.

**Vectra Bank, Colorado** Colorado Springs, CO      **2006-2012**  
*Vice President – Commercial Banker*

- Manage \$50 million loan and deposit portfolio with mix of defense and technology contractors, manufactures, and service professionals.
- Underwrite credits from \$500M to \$10MM including both new loan requests and yearly renewals and reviews.
- Detailed understanding of construction lending – both residential and commercial projects - to include budgets, draws and inspections.
- Detailed understanding of SBA products. Produced the most SBA loans in all of Vectra Bank in 2011.
- Manage higher risk special mention and down-graded credits. Work to restructure loans when appropriate to strengthen bank position and give the bank the best opportunity to collect unpaid balances.
- Consistently meet at least 75% of all annual sales goals.
- Responsibilities also include servicing existing customers on deposit and loan transactions and providing top tier customer service to all existing customers and prospects.
- Have jointly managed various junior loan officers and loan assistants.

**Resource Land Holdings, LLC** Colorado Springs, CO      **2005- 2006**  
*Asset Manager*

- Work with banks to procure operating and real estate loans for various projects around the county. Work with loan officers to outline deal points as well as underwriters to get credit approval.
- Manage \$60 million portfolio spread out among 8 different projects, in different areas of the United States. Assets under management include large tracts of agricultural land and timber and mining operations to name a few. Work with sales agents, attorneys, accountants, and managers to facilitate cash returned to investors.
- Oversee team of 35 to achieve 20% internal rate of return on investments. Use a variety of income producing methods to reach investment goals. Have successfully managed multiple projects to return capital and preferred return to investment group.
- Meet with prospective partners across the county. Ranges of duties include preliminary deal outlines to letters of intent, operating agreements, financial proformas and implementation of business models.
- Prepare decision criteria in a quick and accurate manner to partnership group for purposes of evaluating possible investments. Decision criteria include: cash flow, payback, IRR, NPV and interest carry.

- In charge of coordinating all land sales and closings, including site visits to review access issues, working with counsel to work up buy/sell agreements, and working with title companies to ensure a smooth closing process.

**Elite Properties of America, Inc, Colorado Springs, CO      2001 – 2005**

*Senior Financial Analyst*

- Work with banks to interpret GAAP prepared financial statements for their purposes of determining creditworthiness. Work closely with syndicate bank group to renew yearly \$65MM line of credit, projecting yearly credit capacity needs and reviewing loan documents to insure accuracy.
- Work with multiple banks to procure financing for large-scale development and construction projects. In charge of closing \$10 million construction loan that involved 3 large townhouse communities.
- Work with senior management in Investment Committee roundtable discussions to present and analyze investment opportunities. Discuss opportunities using sound financial backing, such as risk, return and company strengths and weaknesses.
- Co-created and oversee continued upkeep of detailed financial planning and budgeting model, using a detailed Excel based Capital Budget. Interpret GAAP prepared financial statements for purposes of projecting equity, cash flow and debt trends.
- Creation and implantation of detailed risk and return analysis tools for purposes of benchmarking, sales growth, equity trends and variance analysis.
- Prepare and present prompt, reliable conclusions to senior management by independently researching a wide range of financial and business issues. Worked to prepare 5-year projection for purposes of acquiring a bank holding company.
- Responsible for organizing and preparing yearly operating and capital budget for an organization with 5 divisions, over 25 related companies, and over \$200 million in combined revenue.

**Wells Fargo Bank, Colorado Springs, CO      1999 – 2001**

*Credit Analyst*

- Utilized strong financial writing skills to produce precise credit capacity documents used for loan approvals. Underwrote loans for manufacturing firms, wholesale/retail trades, contractors and not-for-profit organizations.
- Conducted multiple meeting with business owners in a variety of industries to discuss banking requirements; including credit, account and merchant needs.
- Performed detailed financial analysis on credit customers including: cash flow, profitability, equity valuation, trend analysis, variance measurement and future earnings projections.
- Oversaw construction portfolio by being responsible for customer meetings, underwriting, collateral perfection, funding and customer account maintenance. Worked with appraisers, inspectors and mortgage professionals to offer complete range of services to contractors.
- Attended and graduated from Wells Fargo “College of Credit” training program. A six-month course intended to assist underwriters in all aspects of proper credit analysis.

**FirstBank of El Paso County, Colorado Springs      1998 – 1999**

*Teller/Management Trainee*

- Individual (consumer) financial analysis to determine personal net worth, debt/income and cash flow.
- Extensive work with customers identifying product needs and overseeing customer service issues.
- Oversaw balancing of teller units, closing accounts, cross selling new products and services, and ATM/vault reconciliation.

**EDUCATION**

**University of Colorado**

- Bachelor of Science in Business, Major: Finance, December 1999  
GPA: 3.4
- Masters Degree in Business Administration, Major: Finance, May 2003  
GPA 3.75
- Graduate ABA Stonier School of Banking 2015
- Wharton School of Business – Leadership Program Graduate 2015

**OTHER**

- Former President and Treasurer of the Board of the ‘Diabetes Community Center’. Local non-profit assisting people who struggle with diabetes.
- Volunteer United Way Stewardship Committee for the past 5 years.
- Winner 2007 “Rising Stars” award, given by the Colorado Springs Business Journal, for upcoming professionals under the age of 40.