

Thomas E. Phelan

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SUMMARY

A highly experienced municipal official and financial expert with a proven record of achievement and success.

EXPERIENCE

The Village of Oak Lawn, Oak Lawn, IL

Village Manager / Elected Trustee, 2005 - Present

- After serving three terms as an elected Trustee and 2 years as volunteer co-Village Manager with our Police Chief was appointed Village Manager for a town of 60,000 residents and a \$100+ million budget
- As Chairman of the Finance Committee led restructuring that resulted in operating savings of more than \$4 million dollars and several years of tax-freezes and balanced budgets
- Led the restructuring of the \$120 million Police and Fire pension funds that prevented almost \$40 million in market losses (in 2007-2008) and reduced fees by almost \$500,000 per year
- As Chairman of the Technology Committee spearheaded financial software conversion (to Sage/MIP) and an overhaul of Village's website and community newsletter
- As Chairman of the Special Events Committee turned the Village's *Fall on the Green Festival* from an event that lost \$75,000 each year into an event that nets \$50,000 to \$75,000 in profit each year
- Initiated plans to bring an upscale, \$150 million retail development to the corner of 111th & Cicero
- Communicated with more than 6,000 residents via my "Neighborhood Updates" e-mail newsletter

Harbor Lighthouse Wealth Management / LPL Financial / LaSalle St Securities, Orland Park, IL

Independent Financial Consultant, 2016 - Present

- After 20 years of corporate financial consulting, I moved my practice to a firm that was better aligned with my business model and clients' needs
- Consult with businesses, organizations, and individuals in the areas of financial and retirement planning, asset & liability management, and income tax and estate tax minimization

Wells Fargo Advisors (and predecessor acquired companies), Orland Park, IL

Financial Advisor, 2001 - 2016

- Strategic financial advisor to businesses, organizations, and individuals in the areas of financial and retirement planning, asset & liability management, and income tax and estate tax minimization
- Advise clients on strategic planning issues related to mergers, acquisitions, and sales
- Actively managed almost \$50 million in assets and had advisory role on an additional \$300 million

Merrill Lynch Pierce Fenner & Smith, Chicago, IL

Financial Consultant / Senior Account Executive, 1997 - 2001

- Member of a 3-person financial consulting team that managed \$400 million in assets and liabilities for more than 250 high net worth clients
- Our efforts were the driving force behind *Branch Office of the Year*, *Complex of the Year*, and *District of the Year* awards.
- Negotiated and structured commercial transactions totaling almost \$30 million in my first year, and our team led the Chicago region in mortgage originations for several years
- Developed and maintained financing programs and vendor relationships with franchise systems, equipment manufacturers, and wholesalers/distributors throughout the United States

Central Drum Company, Chicago, IL

Vice President, 1995 - 1997

- Managed family-owned business that bought, reconditioned, and sold industrial containers
- Responsible for all aspects of the business including marketing, sales, accounting, and finance

Castle Enterprises, Champaign, IL

Co-founder and President, 1992 - 1995

- From a graduate school assignment in small-business consulting, co-founded a contracting and property management company with 6 full-time and 14 seasonal employees and more than 200 customers
- Contracting responsibilities included incorporation, marketing and sales, estimating, and accounting
- Property management responsibilities included marketing and leasing, cost control, and tenant relations
- Our company won several historic preservation awards and was featured in several media stories
- Sold interest in company to return home to manage family-owned business

The University of Illinois College of Commerce & Business Administration, Champaign, IL

Instructor, 1990 - 1992

- Taught Management courses to Juniors and Seniors at the University of Illinois
- Prepared lesson plans, gave lectures, assigned homework and group projects, and administered exams
- Rated *Outstanding Instructor* (top 5%) for the 1991 and 1992 school years

First Chicago Bank, Chicago, IL

Commercial Lending Officer, 1988 - 1990

- Managed a portfolio of 100+ commercial clients and 500+ prospects for First Chicago's middle-market bank, *The American National Bank & Trust*
- Performed financial and risk analysis with emphasis on lending laws and liability, loan documentation, and the perfection of collateral positions
- Promoted 2nd out of a field of 32 *Credit Analysts* to the position of *Commercial Lending Officer*
- Left bank to pursue MBA full-time, paid for by a university teaching position

EDUCATION

M.B.A., May 1992

University of Illinois, Urbana-Champaign

Concentration: Finance & Organizational Behavior

Bachelor of Science, December 1988

University of Illinois, Urbana-Champaign

Major: Finance

DESIGNATIONS / ACTIVITIES / HONORS

Series 7 and Series 65 licenses

Board Member - Lawn Aqua Swim Club

Former Board Member - St. Catherine's Men's Club

Former Board Member - Phi Kappa Psi Fraternity

Former Chairman - The United Way Illini Bike Classic

Solon E. Summerfield Scholar

Co-founder & Past President - The Irish Illini (University of Illinois Social Club)

Co-founder & Past President - The Brother Rice Maroon & Orange Athletic Boosters

Current & Former Volunteer - St. Catherine of Alexandria Parish, Park Lawn, Misericordia & Habitat for Humanity