



Contra Costa County

Please return completed applications to: Clerk of the Board of Supervisors 651 Pine St., Room 106 Martinez, CA 94553 or email to: ClerkofTheBoard@cob.cccounty.us

BOARDS, COMMITTEES, AND COMMISSIONS APPLICATION

First Name: Kevin, Last Name: Donovan, Home Address - Street, City: Danville, Zip Code, Phone (best number to reach you), Email, Resident of Supervisorial District: 2 (C. Anderson)

EDUCATION Check appropriate box if you possess one of the following: [X] High School Diploma, [] CA High School Proficiency Certificate, [] G.E.D. Certificate

Table with 3 columns: Colleges or Universities Attended, Course of Study/Major, Degree Awarded. Rows include UC Berkeley (AB - Economics) and University of Southern California (MBA - Finance).

Other Training Completed:

Board, Committee or Commission Name: Advisory Council on Aging, Seat Name: Member at Large

Have you ever attended a meeting of the advisory board for which you are applying? [] No, [X] Yes, If yes, how many? 20 + meetings

Please explain why you would like to serve on this particular board, committee, or commission. The ACOA has a unique advocacy role for the senior community within Contra Costa County. Through my involvement with the Planning Committee I have developed an appreciation for the many non-profit groups that the County contracts with to provide services to needy seniors. The Committee's challenge is to make sure the grant funds received from Federal and State programs is used as efficiently as possible.

Describe your qualifications for this appointment. (NOTE: you may also include a copy of your resume with this application) Through my initial term on the ACOA I have been able to leverage my prior business experience and education to begin making a contribution to the larger group. Additionally through my participation in volunteer commissions and activities with the Town of Danville I am aware of the thorough and deliberate nature of the government decision making process. My resume is attached.

I am including my resume with this application: Please check one: [X] Yes, [] No

I would like to be considered for appointment to other advisory bodies for which I may be qualified. Please check one: [X] Yes, [] No

Are you currently or have you ever been appointed to a Contra Costa County advisory board?

Please check one: Yes No

List any volunteer and community experience, including any boards on which you have served.

ACOA of Contra Costa County and its Planning Committee and Technology Workgroup.
Parks, Recreation and Arts Commission of the Town of Danville and its Arts Advisory Board.
Previously a board member of Monte Vista High School Athletic Boosters and a Board Member
of the Mustang Youth Soccer League.

Do you have a familial relationship with a member of the Board of Supervisors? (Please refer to the relationships listed below or Resolution no. 2011/55)

Please check one: Yes No

If Yes, please identify the nature of the relationship:

Do you have any financial relationships with the county, such as grants, contracts, or other economic relationships?

Please check one: Yes No

If Yes, please identify the nature of the relationship:

I CERTIFY that the statements made by me in this application are true, complete, and correct to the best of my knowledge and belief, and are made in good faith. I acknowledge and understand that all information in this application is publicly accessible. I understand and agree that misstatements and/or omissions of material fact may cause forfeiture of my rights to serve on a board, committee, or commission in Contra Costa County.

Signed:

Allen J. Onda

Date:

Sept 10, 2020

Submit this application to:

Clerk of the Board of Supervisors
651 Pine St., Room 106
Martinez, CA 94553

Questions about this application? Contact the Clerk of the Board at (925) 335-1900 or by email at ClerkofTheBoard@cob.cccounty.us

Important Information

1. This application and any attachments you provide to it is a public document and is subject to the California Public Records Act (CA Government Code §6250-6270).
2. All members of appointed bodies are required to take the advisory body training provided by Contra Costa County.
3. Members of certain boards, commissions, and committees may be required to: 1) file a Statement of Economic Interest Form also known as a Form 700, and 2) complete the State Ethics Training Course as required by AB 1234.
4. Meetings may be held in various locations and some locations may not be accessible by public transportation.
5. Meeting dates and times are subject to change and may occur up to two (2) days per month.
6. Some boards, committees, or commissions may assign members to subcommittees or work groups which may require an additional commitment of time.
7. As indicated in Board Resolution 2011/55, a person will not be eligible for appointment if he/she is related to a Board of Supervisors member in any of the following relationships: mother, father, son, daughter, brother, sister, grandmother, grandfather, grandson, granddaughter, great-grandfather, great-grandmother, aunt, uncle, nephew, niece, great-grandson, great-granddaughter, first-cousin, husband, wife, father-in-law, mother-in-law, daughter-in-law, stepson, stepdaughter, sister-in-law, brother-in-law, spouse's grandmother, spouse's grandfather, spouse's granddaughter, and spouses' grandson, registered domestic partner, relatives of a registered domestic partner as listed above.
8. A person will not be eligible to serve if the person shares a financial interest as defined in Government Code §87103 with a Board of Supervisors Member.

KEVIN D. DONOVAN

Danville, California

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PROFESSIONAL EXPERIENCE:

East West Bank

First Vice President

August 2018 – May 2019

Focused on business development with US subsidiaries of the Bank's China based publicly traded clients and introduced the Bank to Employee Stock Ownership ("ESOP") opportunities.

- Generated \$100MM in opportunities with US subsidiaries of Chinese clients.
- Developed referral relationships with leading CPA and ESOP advisory firms leading to \$25MM in potential opportunities

US Bank Equipment Finance

Area Manager, Pacific Northwest, Senior Vice President

January 2016 – September 2017

Responsible for the identification, proposing and closing of equipment finance transactions in the Pacific Northwest.

- 2016 funded volume of \$140MM exceeded annual goal by 75%, \$75MM funded volume for the first nine months of 2017.
- Completed a \$97.7MM equipment financing, the largest transaction in the history of the equipment finance business unit which generated a \$977,000 closing fee.
- Highest volume and revenue producer of business unit's 22 area managers in 2016.

Western Region Manager, Senior Vice President

2006-December 2015

Supervised recruitment, development and support of a five-person Western Region sales team.

- 2015 regional volume of \$370MM exceeded annual goal by 25% and led the business unit.
- Extensive support in pre-call planning, sales presentations and transaction management provided to regional sales team members.
- Guided region's entry into two new markets, corporate aircraft and alternative energy, which generated 2015 new business volumes of \$166MM and \$23MM respectively.
- Worked closely with senior US bank leaders to promote equipment financing products to their banking teams and clients.

RBS Lombard, Inc. /Royal Bank of Scotland ("RBS")

Senior Vice President, RBS Asset Finance

2002-2006

Responsible for deal origination and managing a three-person regional sales team in new RBS venture.

- Successfully introduced the RBS brand to equipment finance markets on the West Coast.
- Through aggressive marketing the region led RBS in both volume and spread of funded transactions for two of its first three years with average annual funded volumes in excess of \$200MM.

Heller Financial Inc.

Senior Vice President, Commercial Equipment Finance

1992-2002

Provided structured financing solutions to leveraged companies through a three-person sales team.

- Annual funded volume during last three years averaged over \$200MM.
- Targeted middle market and non-investment grade corporate entities for structured lease and equipment secured financing transactions.
- Promoted Heller Financial's re-entry into the equipment finance market.

Chrysler Capital Corporation

Area Manager

1982-1992

Business unit manager responsible for business development, credit analysis and documentation.

- Grew annual funded volumes from \$12MM in 1982 to over \$90MM in 1991.
- Responsible for all aspects of the business unit's success including new business volume, profitability, portfolio performance and administration.
- Focused on highly structured transactions for lower middle market credits.

United States Leasing Corporation

Senior Credit Manager

1979-1982

Supported a national sales team and major vendor financing program.

- Analyzed financing opportunities ranging in size from \$100,000 to \$10MM+.
- Managed documentation negotiation and transaction closing.

VOLUNTEER ACTIVITIES:

Parks, Recreation and Arts Commission; Danville, California

23+ year commissioner advising Town Council on park development and recreational programming.

Advisory Council on Aging; Contra Costa County, California

Formulate recommendations to County Board of Supervisors for the funding of non-profit senior focused service organizations.

EDUCATION:

University of Southern California

Master of Business Administration - Finance

Beta Gamma Sigma Honor Society

University of California, Berkeley

Bachelor of Arts - Economics

Graduated with Distinction