

**Daniel R. Brown III**  
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**Skill Set:** Change management with a results oriented management style. Ability to maneuver a group of colleagues during a period of organizational change/restructuring in a manner that keeps them motivated and productive. Ability to find inefficiencies and cost savings while maintaining market share and productivity.

Expertise in real estate investing and lending

**BBVA Compass Bank** ( 11 years of service retired December 31, 2017)

January 2018 – Present: Advisory Board Member – Upon retiring from the Bank, the bank requested I continue as an Advisory Board Member. The job entails presenting the Bank in a favorable light to the community at large and when appropriate refer business to the Bank.

September 2014 – December 2017: Chief Executive Officer South and East Texas – Responsible for *managing the Commercial, Retail and Wealth Management* lines of business for the College Station, East Texas and Corpus Christi markets.

March 2010 – September 2014: Regional Commercial Executive East Texas - Responsible for managing the commercial activities for East Texas and collaborating with 28 branches. In February 2011 the College Station market was added to my responsibilities followed by the Corpus Christi market in January 2012.

September 2006 - March 2010: Area President for Temple/Belton/Salado/Killeen markets - Responsible for managing the commercial team and collaborating with 4 retail locations as the market leader.

**Capital One Bank/Hibernia National Bank/Argent Bank** (24 years of service credit via mergers and acquisitions)

Capital One

July 2004 – September 2006: Central Texas Middle Market Commercial Relationship Officer/Manager (Senior Vice President) – Responsible for establishing and developing the Middle Market Commercial operations for Austin and Central Texas.

Hibernia

2000 – July 2004: Investor Real Estate Department – Area Manager. For the 1<sup>st</sup> two years managed the Baton Rouge, LA area over to Beaumont, TX as a specialist working with approximately 28 Relationship Managers. For the last two years managed North Texas as a specialist working with 11 Relationship Managers and was involved in the Dallas/North Texas, expansion.

1998 – 2000: Worked in Baton Rouge Commercial Region as a real estate specialist.

### Argent Bank (Thibodaux Louisiana Headquarters)

1996 – 1998: Converted Baton Rouge branch office back to a Loan Production Office and continued to grow the portfolio. In 1998 Hibernia purchased ArgentBank.

1990 – 1996: Converted Baton Rouge loan production office to a full service branch. Branch was profitable in that it had stable deposits with little activity, which required little overhead. The loan portfolio continued to grow during this period. In 1996 it was decided to sell the branch and deposits but maintain the loans. I was able to negotiate a sale with Regions bank which resulted in a \$700,000 gain.

1986 – 1990: Opened first loan production office in Louisiana in Baton Rouge. The office exceeded 1<sup>st</sup> year budget goals in 6 months and a 2<sup>nd</sup> office was opened in New Orleans. I was a member of the loan approval committee for the bank. Primary loan types were small business loans, automobile floor plans, marine loans and real estate loans.

1980 -1984: Bank Officer and Branch Manager. The job entailed managing a large branch and I also purchased loan participations from other banks.

(During the gap between 1984 and 1986 I worked for Tuscaloosa Commerce Bank in Denham Springs, La. as a commercial loan officer before being hired back by Citizens Bank)

### **Education History:**

University of Texas – 2011 McCombs Executive Management School

Louisiana State University – 1996 Graduate School of Banking (three year curriculum) – Honors: CEO of the winning bank simulation team contest for graduating seniors.

Nicholls State University – 1980 B.S. in Finance with a concentration in Accounting.

### **Organizations and Associations:**

Established and also served on the board of directors of various non profit and 501-c3 companies. These include foundations, government appointments, CDC's and associations.

### **Interests:**

Four- year letterman at Nicholls State University in football as a punter and still enjoy most athletic and sporting activities, including racquetball, fishing and golf. I also enjoy grass root civic involvement and redevelopment.

Real Estate Investing – I own three LLC's which own NNN properties and residential real estate..

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