

Jennifer Cooper, CCIM
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Objective

A challenging and rewarding position utilizing my credit underwriting, market analysis and commercial real estate loan knowledge and expertise.

Experience

2004 - Present

Vice President and Manager
Commercial Real Estate

Bankers Trust Company, Des Moines, IA

Responsible for new business development and cross-selling of all bank products.

Also responsible for all phases of underwriting loans including real estate analysis, cash flow models, profitability models and credit underwriting.

Monitor and maintain new and existing portfolio of 45+ investor-developer clients with over \$700 million in commitments. Includes construction draw requests, covenant compliance, lease review and quarterly updates. Consistently originate in excess of \$125 million in new loans annually and fee income over \$2 million/year.

1990 - 2004

Vice President and Manager
Commercial Real Estate

Wells Fargo Bank (f/k/a Norwest), Des Moines, IA

Began career as credit trainee for one year, then supervised all credit trainees for state of Iowa for two years.

Also worked as CRA Officer for Iowa/Nebraska banks and credit process reviewer.

Promoted to lender in commercial real estate group in 1993 and became manager 2002.

Managed Iowa/Nebraska joint venture residential construction lending group with Wells Fargo Home Mortgage.

Exceeded maximum loan and fee production goals each year.

Education

1990 B.S., Finance

Arizona State University, Tempe, AZ

Concentration: Commercial Real Estate

2008 CCIM Designee

Community

Board and Executive Positions for various affordable housing non-profits in Central Iowa

Neighborhood Finance Corp. 1994-2001 and 2008-2014 – continue to serve on Property Committee

Neighborhood Revitalization Board (City of Des Moines) 1995-1997

Polk County Housing Trust Fund Board (1996-2006) and Development Committee 1996 to present

H.O.M.E., Inc. 2005 to present (currently Treasurer)

United Way of Central Iowa Board Member 2007-2012

Neighborhood Development Corp. Board Member 2013 to present

CREW Iowa Board Member 2012-2013

Iowa CCIM Chapter 2010 to 2016 – Board Member and Treasurer/Secretary

Midwest Housing Equity Group – Investment Committee Member 2014 to present

Iowa Economic Development Authority (IEDA) Board Member and Due Diligence Committee Chair

(appointed by governor for a four year term starting May 1, 2015 expires May 2019)