**Chase Young**

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**Executive Summary**

An educational and business development leader with proven success in a wide range of roles involving business management, business planning, business analysis, B2B sales, fundraising, recruiting, hiring, developing and evaluating performance of employees, coaching and mentoring employees and students. An energetic leader with the demonstrated ability and history of developing and managing business relationships and working with diverse students to help students succeed in life and in school.

**EXPERIENCE**

**United Way of Central Iowa,** Des Moines, Iowa

Director, Education Leadership Initiative (ELI) June, 2013 to present

Responsibilities Include:

* Support United Way of Central Iowa’s community impact agenda by developing and implementing creative, customized growth strategies to attract and sustain resources for Education Leadership Initiative (ELI) with effort to consistently keep and exceed pace with general campaign growth.
* Manage chair’s group company relationships (Meredith Corporation 2013-2015 and Athene USA 2016-present), including year-round engagement with key leaders and company influencers, assisting contacts in planning and executing employee campaign and managing accounts through tracking, updating, analyzing and evaluating data.
* Identify prospective donors and ELI members both inside and outside traditional campaign settings and market segments by working closely with UWCI Campaign staff and company executives.
* Track investments and manage acknowledgement and recognition for ELI.
* Conduct market segment research to develop a quantifiable understanding of interests and demographics.
* Customize a year-round action plan for building relationships with current and prospective ELI members to ensure that UWCI is positioned as the ideal partner for making a measurable difference in the community; including defining and executing a defined schedule of events that supports donor and prospects’ interests.
* Collaborate with UWCI marketing staff to develop and implement a comprehensive communication plan that strengthens prospective and current donor’s knowledge of and connection with UWCI.
* Strengthen the value of the UWCI brand experience by identifying and developing ELI volunteer opportunities in collaboration with Volunteer Engagement staff.
* Research interest and implement structure for ELI committees, while maintaining and growing the participation and activity in the current ELI investment committee.
* Collaborate with the Community Impact and partners to understand and effectively articulate the case for youth success in school and graduation in addition to supporting public policy efforts for youth success.
* Identify and assist in securing lead volunteers and executive champions. Support all lead volunteer needs to ensure a positive experience with UWCI.

**REIA Properties L.L.C.,** Des Moines, Iowa

Partner May, 2012 to present

**Des Moines Public Schools,** Des Moines, Iowa

Community Schools Coordinator July, 2009 to June, 2013

Responsibilities Include:

* Establishing and building strategic business partnerships in the community, i.e., Mercy Hospital, Federal Home Loan Bank of Des Moines, Rotary Club, RDG Planning and Design, Greater Des Moines Partnership, other school districts, local Chambers and many other community business organizations
* Coordinating services within the North High feeder pattern (which includes 8 schools in the district) and the community to ensure that efficient and effective services are provided and not duplicated. Providing general support services to diverse students and their families
* Developing a positive working relationship with school faculty, volunteers, and the community by communicating in an open and transparent manner.
* Implementing and analyzing the Early Indicator System (EIS Report) to determine academic progress and where students need assistance. Ensure students are on the right path to succeed in school and beyond.
* Identifying the needs of students and families through observations from teachers, administrators, students, parents and the community. Analyzing qualitative and quantitative data and making recommendations.
* Speaking and presenting to various businesses and groups on the impact of Community Schools, i.e., Wells Fargo, Federal Home Loan Bank, Rotary and Education Leadership Initiative (United Way)
* Assisting in the development and implementation of workshops for parents and students, i.e., Parents Anonymous, Family Literature Night, community service.
* Securing resources and developing partnerships within the community to fill the gaps and needs of the students. i.e., khaki pants, academic support, financial support, and mentoring.
* Coordinating the referral of students to community agencies for specific services not provided on site. Following up regularly with students and community agencies to ensure that goals are established and achieved.
* Implementing transitional programming for students moving from elementary school to middle school and from middle school to high school in collaboration with teachers, counselors, parents and administration.
* Serving as a legislative consultant. This includes arranging meetings with State Legislators to address proposed legislation that could impact Des Moines schools. Communicate information regarding proposed legislative bills to state government contacts and the appropriate school administrators.
* Reengaging students that have dropped out of school by contacting them and arranging a nontraditional schedule to get them back in school in order to help students successfully graduate with a high school diploma.
* Writing Request for Proposals and grants for various projects for select schools in the District. Successfully awarded grants from Dahls, Lowes, Prairie Meadows Race Track & Casino, Target, and Greater Des Moines Leadership Institute.
* Preparing and distributing monthly newsletter to business partners in order to keep them informed on the impact of Community Schools.
* Documenting of required information on proper record keeping forms and ensuring compliance utilizing appropriate technology, i.e. Microsoft Word, Excel, Google Docs, Dropbox, etc.
* Developed and organizing the First Annual Staff Appreciation Banquet at North High School with help and support from local businesses, rotary club, Chamber of Commerce and NHS Alumni Association.

**Prestige Mortgage, Inc.,** Johnston, Iowa

President/Owner October, 2003 to July, 2009

Responsibilities include:

* Developed and grew a mortgage loan business from 0 employees to 21 employees in 3 years.
* Established and managed vendor relationships including banks, mortgage companies, attorneys, realtors, title companies, underwriters, etc. through weekly phone calls, networking events, meetings, emails and letters.
* Managed loan compliance processes to ensure all files are in compliance with State and Federal Guidelines.
* Consulted and advised borrowers on their individual’s needs, analyzed their data and made recommendations on the best possible solution, including refinancing, purchases, home equity lines of credit, foreclosures, bankruptcies and commercial lending.
* Organized and directed weekly staff meetings and individual meetings to outline goals and business practices of the company. Coached employees and conducted quarterly performance reviews of all employees.
* Reviewed and underwrote employee borrower’s files to make sure they meet the guidelines of the Lender. This simplified and sped up the underwriting process.
* Requested financial statements and other documents specified in the loan and followed up with borrowers to ensure receipt. Reviewed financials and other documents as appropriate.
* Developed and managed commercial loan processes and developed commercial lending vendor relationships.
* Customer Service – borrower calls, inquires, request for payoffs.
* Hired, trained, coached, and motivated employees. Employees include telemarketers, loan officers, managers and processors. This required extensive knowledge of applicable employment laws.
* Successfully managed unemployment claims through entire unemployment processes.
* Managed payroll and benefit processes to ensure things were done timely, accurately, and in compliance with appropriate state and federal laws.
* Developed a home vendor strategy and scripts for employees to use in developing their business with borrowers.

**Iowa Funding Corporation,** Des Moines, Iowa

Loan Officer January, 2003 to October, 2003

Responsibilities included:

* Contacted prospective borrowers and analyzed borrower needs
* Originated mortgage loans with borrowers. Included refinancing, purchases, home equity lines of credit, foreclosures and bankruptcies
* Processed borrowers’ loans. Included contacting lenders and insurance agents, verifying bank accounts, setting up appraisals, ordering titles, arranging closings, etc.
* Worked with borrowers to resolve issues arising during the processing phase of the loans and ensured successful and timely closings

**EDUCATION**

B.A., Biology, Biomedical Emphasis (2002)

University of Northern Iowa

Cedar Falls, Iowa

**CERTIFICATES and LICENSES**

* Coaching Authorization (Iowa)

**COMMUNITY INVOLVEMENT ACTIVITIES**

* Iowa Real Estate Investors Association (2013 – present)
* iJAG (Iowa Jobs for Americas Graduates) North High School Advisory Board (2012 – 2013)
* Downtown Des Moines Chamber of Commerce member (2010 – 2013)
* Greater Des Moines Leadership Institute Curriculum Committee (2009 - 2012)
  + Plan, organize and facilitate 3 classes per year for the current class of Greater Des Moines Leadership Institute.
* Johnston Rotary Club (2003 – present)
  + President (July, 2015 – June, 2016)
  + Board of Directors (2012 – present)
  + Program & Community Chair (2012 – 2013)
  + Sergeant Committee Chair (2007 - 2009)
  + Membership Committee Chair (2006, 2010)
* Clicks Networking & Social Group (2007- 2012)

- Co-Founder

* Des Moines North High School Football Coach
  + Freshman/JV Football Coach (2014 – 2016)
  + Varsity Football Coach (2006 – 2012)
* Children’s Cancer Connection (2010)

- Run Rock & Stroll Committee

- Marketed and recruited community partners to ensure the event was

successful and that fundraising goals were met.

* Greater Des Moines Leadership Institute Graduate (2009)
* Broadlawns Hospital Beautification Project benefiting the Mental Health Services

(2009)

* Board of Directors, Iowa Association of Mortgage Brokers (2007 – 2009)
  + Legislative Committee Co-Chair (2008 and 2009)
* Johnston Steering Committee (2007)
  + Outlined future development of commercial and residential areas on Merle Hay Road corridor in the City of Johnston.
* Johnston Chamber of Commerce (2005 – 2007)
  + Teacher Appreciate Banquet Committee (2005 – 2007)

**PERSONAL INTERESTS**

* Coaching, rehabbing houses, traveling and snow skiing

(References Available Upon Request)