



**LaTonya Keaton**  
**Vice President**  
**CoBank**

**Financial Services**

*Sales, Credit Structuring, and Debt Origination*

**Board Experience**

Center for Work Empowerment and Education

*Board Secretary*

*Executive Committee*

*Leadership Council Board Liaison*

**LaTonya Keaton** is a Senior Relationship Manager for CoBank, one of the largest private providers of credit to the rural economy, delivering loans, leases, and other financial services to agribusiness and rural infrastructure companies in all 50 states. LaTonya pursues lending and credit services relationships that grow and expand the bank's central and eastern region agribusiness portfolios. In this role, she is responsible for developing relationships with food processing and consumer products companies, banks, private equity firms, and consultants in Chicago.

In prior roles, LaTonya served as an Asset & Credit Examiner with CoBank, and Senior Vice President, Risk Lead with PNC. As a lead examiner of retail, wholesale, and finance company portfolio reviews, she identified specific areas of risk and recommended process and risk management enhancements. As the Senior Vice President, Corporate & Institutional Banking (C& IB) Group Risk Lead, LaTonya oversaw the PNC C&IB group's internal audit issue remediation process and related regulatory reporting, served as a line of business subject matter expert for Leveraged Lending, and led the Financial Stability assessment program as a part of the bank's Third-Party Risk Management process.

LaTonya has extensive experience with tax-exempt organizations - private schools, colleges and universities, healthcare, and government entities. LaTonya's deep understanding of how boards are structured, the role of the board, and the ethical requirements of board members. LaTonya is the Board Secretary and Executive Committee member of the Center of Work Empowerment & Education Board of Directors. As a board member, she actively engaged in the multi-year Strategic Planning process, operating and budget oversight, and the organization's multi-faceted response to the novel Coronavirus.

LaTonya is a Doctoral of Business Administration candidate. She holds a Master's in Professional Accountancy from Georgia State University, a Master's in Business Administration from Butler University, and a Bachelor of Arts in English from the University of Notre Dame.

# LaTonya Keaton

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## PROFILE

Talented, dedicated professional with 22 years of experience working with organizations to assess needs, deliver solutions, manage change and evaluate outcomes. My areas of expertise are risk management, debt/capital structuring, and regulatory compliance. I have deep knowledge of banking regulations and the types of programs and policies that regulators (FDIC, SEC, and FCA) require across various risk areas and industries – vendor management, lending, and credit. I am seeking opportunities to serve on the corporate board of a small/mid cap company building innovative platforms to streamline accounting and data management of organizations and enhance their ability to make data driven decisions.

## EXPERIENCE

**CoBank**, Greenwood Village, CO  
Senior Relationship Manager – Vice President  
12/2019 - Present

- Sales, credit structuring and debt origination including leveraged loan originations, and capital markets strategies including primary and secondary loan syndications.
- Provide capital structure analysis and advisory services to new and existing middle market agribusiness including processing, distribution and consumer products companies.
- New business development, transaction review, deal lead management, and customer relationship management to meet strategic growth goals.

Asset & Credit Lead Examiner  
2/2018 - 12/2019

- Lead examiner of retail, wholesale and finance companies portfolio reviews.
- Expert financial statement analysis, modeling, and loan/legal documentation review to assess and evaluate regulatory compliance.
- Identify specific areas of risk and initiate process, and credit administration enhancements.
- Present review findings to executive management, the bank board and the Federal regulator.

**Indianapolis Public Schools**, Indianapolis, IN  
Director of Financial Services  
7/2016 - 4/2018

- Oversaw school district wide project plans, timelines, and milestones.
- Collaborated in the development and review of general operating budgets for all school district departments.
- Co-lead the new Student Based Budgeting development and review process.
- Created procedures; implemented process improvements affecting all administrative departments and schools.

## SKILLS

Business Development

Leadership

Project Management

Strategic Planning

## EDUCATION

**Doctorate of Business Administration**  
(matriculating)

Franklin University  
Columbus, Ohio

**Master's in Professional Accountancy**

Georgia State University,  
Atlanta, GA

**Master's in Business Administration, Concentration - Leadership**

Butler University,  
Indianapolis, IN

**Bachelor of Arts in English, Concentration - Medieval Studies**

Notre Dame University,  
South Bend, IN

## AWARDS/RECOGNITIONS

**CoBank Ambassador**  
2020

**CoBank Service Award nominee**  
2019

**Eli Broad Urban Education and Leadership Fellow**  
2016

**PNC Performance Award nominee**  
2013

**Girl Scouts of Central IN Appreciation Pin**  
2011

**PNC Bank, Atlanta, GA**

Underwriting Risk Lead – Senior Vice President

1/2014 - 7/2016

- Coordinated the underwriting group's role in bank wide and Corporate & Institutional Banking compliance projects and activities.
- Managed project teams to deliver compliance data that responds to internal and external regulatory, audit and data review requirements.
- Led the Third Party (Vendor) Management Financial Stability assessment program developing processes, procedures to meet FDIC and SEC
- Heightened Regulatory Standards including successfully expansion of the program to manage a 160% increase in number of financial risk analysis reports prepared per year.
- Served as a single point of contact on compliance topics, which involved risk analysis and assessment of the Corporate & Institutional Banking portfolio risk metrics - Leveraged Lending and Reporting and Covenant trends.

Underwriting Manager – Vice President

6/2011 - 1/2014

- Developed the knowledge, skills, and abilities of our senior underwriting team to advise on business, transactional, and credit risks, coordinated the approval process and managed a portfolio of client relationships.
- Shared ideas, best practices, and resources to improve the efficiency and effectiveness of the underwriting group and our partners by soliciting feedback, evaluating processes, and identifying solutions that deliver value to our customers, communities, and PNC.
- Collaborated with sales and credit leaders to ensure working relationships are strong and production and quality standards remain high; as well as participate in Special/Team Projects as requested involving underwriting, credit and line initiatives.

Credit Officer – Vice President

11/2010 - 6/2011

- Structure and underwrite complex corporate transactions.
- Collaborate with bankers, risk analysts, treasury and capital markets partners to attract, retain and grow corporate banking relationships.
- Analyze balance sheet, income and cash flow statements to evaluate business and market risks incorporating economic, industry, and analyst reporting for a variety of industry segments.

**JP Morgan Chase, Indianapolis, IN**

Relationship Manager – Vice President

1/2004 - 4/2010

- Served as a trusted advisor for middle market organizations. I researched industry, business and economic trends, met with clients to share best practices, and proposed services and solutions to reach the organization's' strategic goals.
- Coordinated 15 product and service implementation processes in a portfolio of 38 clients representing annual revenue of \$3.2 million. Specialties: public finance; bond financing solutions; financial products and services
- Chaired Diversity task force that researched the declining retention rate of diverse staff and authored an action plan submitted to the state Diversity committee.

**Outstanding Volunteer - Girl Scouts of Central IN**  
2010

**Chase Indianapolis Minority Achiever Award**  
2008

**Indianapolis' Best & Brightest finalist**  
2004 and 2005

**PROFESSIONAL ORGANIZATIONS**

**Advisory Cloud**  
2020

**Nurole Limited**  
2020

**CoBank African-American and Women Associate Resource Groups**  
2018 - Present

**Risk Management Association Member**  
2018 – Present

**COMMUNITY SERVICE**

**Center for Work Education and Employment**  
*Board Secretary*  
*Executive Committee Member,*  
*Leadership Council Liaison*

**Meals on Wheels**  
*Volunteer*

**PROJECTS**

**Internal Credit Audit Issue Management**  
Remediation plan development and process management; Quality control testing and reporting; and Training.

**Third Party (Vendor) Financial Stability Management**  
Lead Financial Stability assessment program; Developing processes procedures to meet Heightened Regulatory Standards.