

Steven Anthony

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Qualifications

18+ years of business and economic development experience:

- Sales/Business Development Management Expertise
- Economic Development Management, Analysis & Research
- Generating Fee Income
- Loan Origination/Processing, Underwriting and Management
- Relationship Management
- Financial Analysis (Both Business & Real Estate)

Professional Experience

Economic Development Corporation of Kansas City Economic Development June 2021-Present
Vice President of Business Development

- Manage the Business Development department of EDCKC to generate and close economic development projects. Maintain expertise in the application of federal, state and county economic development programs. (Have won new business development projects totaling over \$3 Billion in capital investments, producing almost 5000 jobs that average \$76,000 in wages within the first 3 years including the attraction of Meta & Google to Kansas City, MO)
- Staffed up the business development department and effectively transitioned new staff into the organization.
- Finalized a review of the various software used and worked to transition to a collection that allows for more efficiency and enhanced services for businesses.
- Implemented a strategy for Business Retention & Expansion to better support existing KCMO companies.
- Developed an enhanced focus around territories for Business Development Officers to capitalize on relationships within their respective areas.
- Maintained an active working knowledge of local, state and national economic trends and strategies as well as opportunities, concerns and trends in various industries.
- Developed and worked to build strong working relationships with state, county and municipal key personnel as well as local economic development organizations, chambers of commerce and business advocacy groups. Enhance the strong working relationships with member/investor firms, targeted private sector companies, real estate and site location consultants.
- Represented the organization at numerous state and local events/conferences.

Anthony Global Holdings Private Equity June 2014- Present
Chairman

- Provided strategic direction, acquired and/or expanded and retained client/portfolio company relationships to generate a greater share of revenue for the firm.
- Invested firm capital into businesses within a variety of industries and commercial real estate that focused on new development projects as well as office and multifamily assets.
- Handled the origination, financial analysis, negotiation and documentation of credit and non-credit products and services regarding portfolio companies such as Turning Point Capital (now known as AGH Advisory Services)
- Lead the creation of the UPLIFT Capital Accelerator Program powered by AGH Advisory Services which partners with local nonprofit and government stakeholders and serves as an intensive 8-week program that provides an ecosystem of support to catalyze growth and strengthen business models for entrepreneurs, with a special focus on minority, women and service-disabled veteran entrepreneurs.
- Performed all sales and marketing training for the staff of the company.
- Worked with business clients and/or real estate investors/developers to obtain capital to start, grow or expand their businesses totaling \$20 million.
- Provided short term financing for real estate investors on properties of \$600k or more

Pepco Holdings Inc (An Exelon Company)

Economic Development

October 2019- June 2021

Senior Economic Development Manager

- Manage economic development activities through all jurisdictions for Pepco Holdings which consist of Washington DC, Maryland, Delaware & Southern New Jersey to attract and retain businesses and generate new revenue streams.
- Developed the budget and staffing for all support personnel within the economic development division of PHI.
- Created the first economic development management model for Pepco Holdings Inc (PHI) which lays out the overall economic development vision, goals, strategies and policies for all of PHI.
- Launched the data center strategic initiative that worked with local and state economic development agencies to attract large scale data centers to jurisdictions within the Pepco service territory.
- Led economic recovery task force within Pepco jurisdictions that focused on efforts to sustain small, medium & large businesses during the Covid 19 pandemic.
- Served as a liaison with state, local and county officials regarding issues of economic concern, development proposals & projects.

Washington Area Community Investment Fund

Community & Economic Development April 2018 - October 2019

Business Advisor

- One on one confidential client consultations in the areas of small business development (business formation, business planning, marketing, sales, financing & procurement). Exceeded goal of total new clients by 80%
- Performed business analysis and prepare clients for loan packaging. Performing underwriting and loan analysis for each client under my portfolio. Generated 30% of the loan origination goal for 2018
- Coaching to entrepreneurs and business owners on educating them around market feasibility, cash management and access to capital.
- The Program Manager for the Ascend Capital Accelerator which provides underrepresented entrepreneurs with the ability to accelerate business growth, access and obtain capital, and pursue government contracting opportunities.
- Have spoken on numerous panels as a subject matter expert in scaling for growth and financing businesses with either equity or debt.
- Worked with the organization and other community development financial institutions to conduct research around business trends in underrepresented communities.

HSBC

Wealth Management/Lending

June 2016-March 2017

Vice President-Premier Relationship Advisor

- Provide total financial planning for affluent clients and businesses, which consist of investments, insurance and both personal and business credit, with clients that are within the total book of business for a total of 3 branches within Tysons Corner, VA and Washington, DC.
- Led the regional area with regards to both managed money and small business insurance of \$16 million throughout the 3rd Quarter of 2016 and the first quarter of 2017.
- Ranked in the top 10 advisors nationally for HSBC in terms of managed money and increasing their book of business overall by over 200%

SunTrust Bank

Wealth Management/Lending

December 2013- January 2015

Vice President-Premier Banker

- Provide total financial planning for affluent clients and business owners, which consist of investments, insurance and both personal and business credit products, with clients that are within the total book of business for a total of 5 branches within Pikesville and Baltimore, MD.
- Led the regional area with regards to total deposit dollars of \$6 million for 2nd Quarter 2014 and was in the top 10 in the areas of personal and business loan production, growth and investments for the entire market.
- Managed a loan portfolio for both consumer and small business clients

Wells Fargo Bank
Regional Bank Private Banker

Wealth Management/Lending

April 2013- December 2013

- Led the Washington DC area with regards to total investment dollars of \$1.8m for 3rd Quarter 2013.
- Provide total financial planning for affluent clients and businesses, which consist of investments, insurance and both personal and business credit, with clients that are within the total book of business for a total of 2 branches within Silver Spring and Bethesda, MD.
- Managed a loan portfolio for both consumer and small business clients

Education

Georgetown University – Masters in Real Estate
Dillard University – Bachelors in Business Management

May 2017
May 2007

Professional Affiliations

DCBIA / AAREP / ULI / ICSC / Mortgage Bankers Association

Board Appointments

Central City Economic Development Sales Tax Board (Chair) / The AGH Foundation (Chair) / DeLaSalle Education Center Charter School (Board President)

Awards

2018 Dillard University 40 under 40 / 2023 DCI Top 40 under 40 in Economic Development / Kansas City Tomorrow Class 45 Alumni

Certifications

Certified Banking & Credit Analyst (CBCA)TM

Technical Skills

Microsoft Office / Life & Health Insurance / Adobe Photoshop / Excel/ Argus / WordPress / ArcGIS