

CHRIS CUCCI



Profile

As a CRE lender and commercial banking professional, I have enjoyed a nearly 20 year career in banking with the last decade focused primarily on commercial lending for investors as well as owner-users.

Extensive experience in financial analysis of CRE projects across all asset classes as well as analysis of C&I loans allows me to quickly assess risk of new CRE investment opportunities.

A background in technology and experience in digital media marketing have provided me the foundation to effectively leverage social media and other digital marketing routes to develop and enhance my professional brand.

Contact



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1201 Nottingham Street
Orlando, FL 32803



My Education

CCIM Institute

2020

Earned CCIM Designation in August 2020

UNIVERSITY OF CENTRAL FLORIDA / Bachelor of Arts

1997-2001

Nicholson School of Communication



Work Experience

SVP / CHIEF OF STAFF

2021-Present

Climate First Bank – Orlando, FL

Stand in stead of CEO as needed for various initiatives. Assist CEO with achieving annual goals & objectives. Oversee marketing strategy for entire bank. Consistently develop and originate new commercial loan business focused on complex CRE and C&I opportunities. Develop and execute on new lines of business and other strategic growth initiatives for the bank.

SENIOR VICE PRESIDENT

2015-2021

CenterState Bank – Orlando, FL

SVP and Commercial Relationship Manager for CenterState Bank in the Central Florida market. Develop and originate new CRE loans for investors as well as owner-users. Manage a loan portfolio for the bank including loan structure and credit grading responsibilities.

FOUNDER / OWNER

2004-Present

theDIYteam, a division of Post-Records Publishing

Digital distribution service providing global digital distribution to over 300 recording artists. Through our affiliates, theDIYteam provides distribution to services including Spotify, iTunes, Amazon Music, Pandora, SiriusXM, and over 100 others across the globe.



Professional Skills

- CRE/C&I Analysis
- Commercial Lending
- Strategic Planning
- Business Consulting
- Business Development
- Marketing
- Treasury Management
- Leadership
- Project Management



Indicative Achievements

- ✓ Experience leading the development of new products and launching of departments/lines of business at a de novo bank.
- ✓ Consistent top level performer and mentor to junior team members.
- ✓ Supplemental education coursework through CCIM Institute including Creating Reliable CRE Valuations, CRE Construction Project Management & Analysis, and CRE Syndications & Crowdfunding.



Hobbies

- Reading (economics, history, music)
- Music
- Concerts & Performing Arts
- Mentoring
- Technology
- Homebrewing

Technical

Financial Analysis



Excel



Portfolio Management



Office 365



Wordpress



Social Media Marketing



Project Management



Awards

- 2016 & 2018 CCIM Florida Chapter Scholarship Recipient
- 2015 CRE Affiliate of the Year – Central Florida Commercial Association of Realtors
- 2014 CRE Affiliate of the Year – Central Florida Commercial Association of Realtors
- 2007 Community Builder of the Year – Orlando Weekly Best Of Orlando Awards

Contact Info



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Work Experience (continued)

VICE PRESIDENT

2009-2015

Wells Fargo – Orlando, FL

VP in the Business Banking Group at Wells Fargo covering the Central Florida market. Develop and originate new CRE loans for investors and owner-users. Develop new C&I loans for commercial clients/prospects in the \$5mm to \$50mm revenue segment.

BUSINESS BANKER

2002 - 2009

JPMorgan Chase – Orlando, FL

Managed a portfolio of small business clients in the Central Florida market. Identified and delivered solutions to clients from a full range of commercial banking services including commercial lending, cash/treasury management, SBA lending, depository services.

IT & NETWORKING SUPPORT TECHNICIAN

1999-2002

Independent Contractor – Orlando, FL

IT consultant contracting with clients including Dell, HP, Oracle, Veritas, IBM, and others.

Responsibilities included travel to large scale corporate trade shows to install/maintain computer networks and troubleshooting hardware/software issues onsite during live events.



Community Involvement

DIRECTOR – VICE PRESIDENT

2016 - Present

CCIM Central District – Orlando, FL

The mission of the Florida CCIM Chapter is to provide the highest quality of opportunities, services, and education that will enhance our members' ability to conduct business at the highest level as CRE professionals.

DIRECTOR – BOARD CHAIRMAN

2019 - Present

Osceola Community Health Services – Kissimmee, FL

Serve as chairman for the managing board of a non-profit federally qualified health center in Osceola County, FL. This organization operates 8 medical clinic locations with a variety of services to provide medical care to the uninsured and underinsured residents of Osceola County.

DIRECTOR

2022 - Present

OBT Development Board, Inc. – Orlando, FL

Appointed by the Mayor of the City of Orlando to serve on community development board dedicated to improving infrastructure and quality of living for the north end of Orange Blossom Trail, from I-4 to Colonial Drive in Orlando.

MENTOR

2018 - Present

Valencia College Horizons Program

Mentor a high school student from a local Central Florida school. Upon completion of the program, which includes regular meetings with their mentor, maintaining a minimum GPA, and community service hours, the student earns a scholarship to fund their education at Florida state colleges and universities.

FOUNDING MEMBER

2016 - 2021

CEO Leadership Forums – Orlando, FL

CEO Leadership Forums hosts workshops for middle market C-suite execs in the Central Florida market. These sessions address a variety of topics including finance, strategic planning, risk management, legal, accounting, HR, exit planning, and more.