

1. What role do you serve at the bank and how can that assist minority/women owned business and diverse suppliers gain access to the bank's financial services and products?

I serve a dual role with PNC; first as a Vice President Branch Manager of one of our retail branches, secondly I'm the Lead Chairman for the Supply Diversity Program under the Diversity and Inclusion African American Sub Committee. Our mission at PNC is to increase awareness and participation when it comes to minority owned businesses finding opportunities right within PNC Bank. We have a specialized team, headed by myself, that goes out to our community businesses and talk about how to register with the Supply Diversity program; but more importantly we meet these businesses one on one and assist them with getting their business properly prepared to take on these types of contracts via products and services geared specifically for our minority businesses.

2. Why did you choose commercial banking as a career?

My passion has always been to work with business owners based on my grandfather being a successful businessman although he started as a sharecropper in the south. To see his climb, his struggles, his victories has fueled my passion to help those who strive for the same – entrepreneurship and leaving legacies. PNC has given me the opportunity to reach the masses that have questions and problems when it comes to their business model that we find solutions for.

3. What steps prepared you for the leadership role you currently enjoy?

I've been in banking for over 20 years starting as an Investment Consultant analyzing businesses cash flow; companies business cycles; income sheets; P&L's...all the things that small businesses deal with everyday...I then added to my skill set working with several business development departments in my career helping companies make better business choices to increase their bottom line. Managing a retail branch is like running your own business and the day to day decisions have to coincide with keeping your clients happy; keeping good employees on the team and making your bottom line grow.

4. What makes PNC stand out among America's best, greatest and strongest financial institutions?

I've been in banking for over 20 years, and worked with several big financial institutions. The one thing I will stand and say is that PNC not only talks the talk, but walks the walk. We believe in investing in the communities we serve and supporting outreach programs in the communities where we live and work whether it's a non-profit organizations that serve the masses or education for young children looking for careers in the financial institution. We believe that strength is in the diversity of the people that come to work here and we leverage that to become one of the premier banks in the country.

5. Why is PNC committed to serving minority/women and diverse supplier owned businesses? And do you have any special loan and credit products, or services earmarked for this special group?

PNC strives to leverage diverse people, diverse thoughts and diverse experiences. This passion rolls into our Supply Diversity Program, for we know the more we bring different

ideas and resources together the more successful we all can become. There are certain products and services that PNC uses based on different parameters, so we just don't do a cookie mold. All businesses are different so depending on what the business is and where they are in their cycle of the business life, the products will be different.

6. Please tell us how minority/women and diverse supplier owned businesses can tap into PNC's vast corporate procurement network? Are the decisions to procure with these special groups concentrated at headquarter level, regionally or locally?

The first step to be considered for contracts with PNC bank is to go the PNC Supply Diversity Website and register your company. This is where you showcase and highlight everything about your company; your accolades; your past customers; your certifications, etc. The procurement decision is made by our corporate office, but we work hand in hand to ensure that all contracts are reviewed fairly.

7. How does one get registered to do procurement business with PNC?

I've included a link to the Supply Diversity website with easy instruction. I ask my clients to contact me and my team after they register so we set up a time to sit with them to get to know their business and assist them with future endeavors.

8. Does PNC set goals for spending with these special groups?

There are no set goals per say; as the jobs and or opportunities come up, that's when the department start to look at the needed requirements for the position and then start to choose from the best candidates.

9. What charges you up to become the best banker in the region?

Every morning, I get the chance to work at an institution that supports me in my passion to help business clients become successful. That's a win win no matter how you look at it. So being the best is easy when you do what you love, and work where you love.