



BERKS COUNTY  
COMMUNITY FOUNDATION

March 11, 2021

Ms. Rosemary Chiavetta  
Secretary for the PUC  
Pennsylvania Public Utility Commission  
North Office Building  
P.O. Box 3265  
Harrisburg, PA 17105-3265

RECEIVED

MAR 18 2021

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

Re: Docket Number: M-00031715F0004

Dear Ms. Chiavetta:

On behalf of Kevin Murphy, President of Berks County Community Foundation, and Michael Kane, President of the Community Foundation for the Alleghenies, I am submitting the name of Jennifer Schade to serve on the Advisory Board of the Metropolitan Edison Company/Pennsylvania Electric Company Sustainable Energy Fund. Ms. Schade currently holds the position of Regional Manager and Vice President at Citizens Bank in Erie, and has a variety of experience relevant to the advisement of the fund, including financial expertise. Ms. Schade will represent the commercial customer position on the Advisory Board.

On February 17, 2021, the Metropolitan Edison Company/Pennsylvania Electric Company Sustainable Energy Fund Advisory Board unanimously approved Ms. Schade's nomination. This position was advertised through a variety of sources, including the fund website and on the PUC's website. The Advisory Board respectfully requests that the Pennsylvania Public Utility Commission approve the appointment of Jennifer Schade to the Metropolitan Edison Company/Pennsylvania Electric Company Sustainable Energy Advisory Fund Board.

Sincerely,

A handwritten signature in cursive script that reads "Heidi Williamson".

Heidi Williamson  
Vice President for Programs and Initiatives

cc: Scott Gebhardt, PUC  
Kevin Murphy, Berks County Community Foundation  
Mike Kane, Community Foundation for the Alleghenies  
Angie Berzonski, Community Foundation for the Alleghenies  
Marybeth Smialek, First Energy

**JENNIFER L. SCHADE**

5960 Wyndemere Dr. Erie, PA 16505 (814) 397-1654 jennlsch7@gmail.com

**JOB EXPERIENCE**

**Regional Manager, Vice President  
Citizens Bank, Erie PA**

**August 2019 - Present**

- Creating a culture of client relationship building through coaching and development.
- Assessing and leveraging the strengths of the colleagues & partners.
- Assessing opportunities and building a strategic plan to improve them.
- Recruited and onboarding four new Branch Managers.
- Introducing new prospects to Citizens Bank.

**Area Retail Leader, Vice President  
Key Bank, Erie PA**

**October 2016 - July 2019**

- Lead the successful conversion from First Niagara to Key Bank expanding my 13 branch Area into Ohio. As a result, leading an area combined of Legacy First Niagara Branches and Legacy Key Branches.
- Worked closely with Middle Market, as an influential leader, to retain Business Banking & Branch Clients.
- Embraced a culture of change and excelled at educating the team to deliver Financial Wellness to clients; finishing the year ranked 3rd in investment revenue to goal in the company.
- Designed innovative cross functional partner strategies to spur market growth by utilizing client advocates.

**Area Manager, First Vice President  
First Niagara Financial Group, Erie PA**

**September 2009 – October 2016**

- Lead the successful conversion from National City to First Niagara as well as HSBC to First Niagara & built a successful strategy to regain lost customer relationships and split customer relationships.
- Grew total deposit portfolio over \$450 million in combined Retail & Corporate deposits through collaboration with Treasury Management, Corporate & Business Banking & aligning ourselves as one team to our clients.
- Grew consumer loan portfolio from \$20 million to \$120 million over 6 years.
- Grew business loan portfolio from \$5 million to \$30 million 6 years.
- Through talent planning, regimented coaching, and management realignment was able to promote, retain, & recruit the strongest talent in the area finishing in the top 10% of all First Niagara Areas each year.
- Created an environment to learn, grow, & thrive for our employees; leading the bank in employee engagement scores.
- Finished in the top 5 of all Area's in Retail banking over the last 6 years. We were number 1 in the company in 2010 and ranked number 2 in the company in 2014. We finished 1st in Western PA 2013-2015.
- Received Exceptionally High Performance Reviews over the last 5 years.
- Recognized as Top Region in 2013 & 2014, Top Partnership Award in 2010, First Niagara Investment Services achievement awards in 2011, 2012, & 2015.

**District Sales Executive, Senior Vice President  
National City Corporation, Erie PA**

**July 2004 – September 2009**

- Drove the deposit, loan and profitability growth of a three county, 9 branch district with core deposits of \$395 million, loan/line outstanding of \$150 million and over \$10 million in annual net contribution.
- Quickly stabilized an underperforming district through talent planning, management realignment, increasing the part-time mix, and hiring external talent.
- Energizing a team by doing weekly employee coaching, recognition, added touch base routines with management and daily sales accountability.
- Foster new partnership plan to engage wealth management, retail investments, wholesale banking, and mortgage banking.
- Manage two highly engaged Small Business Banking Officers by helping them network in the community to create a pipeline of business opportunities for the branches.
- Recognized as #1 Area in Community Banking & District Sales Executive of the year in PA.
- In late 2007, I was promoted to Sr. Vice President & moved to Erie, leading the team of Erie, Warren, & Crawford Counties, 15 branches in total.

**RECEIVED**

MAR 18 2021

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

**Small Business Banking, Vice President  
National City Corporation, Erie PA**

**January 2004-June 2004**

- Made 1,650 customer calls, 254% of YTD goal.
- Opened 86 personal and business deposit accounts for \$3.9 million, 443% of YTD goal, generating over \$41,000 in revenue also helping the branches achieve over 100% of their deposit growth goal.
- Closed 69 business loan/lines and credit cards with balances totaling over \$3.8 million, 140% of YTD goal generating over \$86,550 in revenue also helping the branches achieve over 100% of loan/line growth goal.
- Closed 170 referrals to the branch network, 236% of YTD goal. 29 of these referrals were closed consumer loan/lines totaling over \$2.5 million.
- Developed and strengthened relationship with Small Business Credit Services, including underwriting, portfolio management, due diligence, and documentation.
- Recognized as MVP in first and second quarter, recognized as loan leader and account accumulator in March and June. Awarded first place in referrals and deposit units in Community PA.

**Market/Regional Manager, Vice President  
National City Corporation, Erie PA**

**September 2000 – December 2003**

- Started as the Market Manager for a three branch district, grew capacity to six branch district, which grew to responsibility for all ten Erie Branches.
- Grew a ten branch district to achieve annual growth in core deposits of 10% and over 25% annual loan/line growth.
- 2003 year-end portfolio consisted of \$382 million in deposits and \$230 million in loan/lines.
- Recognized as 2001 Sales Champion, recognized as 2002 Market/Regional Manager of the Year, three-time Excel Award Nominee, 2002 Partnership of the Year Nominee, 2001 Market Manager of the Year Nominee.

**EDUCATION**

**Business of Banking School**

National City Corporation, Cleveland OH

**September 2004**

**Masters in Business Administration**

Gannon University, Erie PA

**December 2002**

Q.P.A. 3.72 – Magna Cum Laude Honors

**Bachelor of Science, Finance**

Gannon University, Erie PA

**May 1998**

Minors: Computer Science and Accounting

Q.P.A. 3.83 – Magna Cum Laude Honors

**ACCOMPLISHMENTS**

**Graduate of National City's Retail Management Development Program**

**Gannon Lady Knight Varsity Softball Team**

**NSCA All-American Scholar-Athlete**

**National Champion named to the 1997 and 1998 GTE Academic All-American Team**

**Sigma Beta Delta International Business Honor Society**

**Founders Day Award in Finance, 1998 (Top QPA of all Graduates in Finance)**

**COMMUNITY INVOLVEMENT**

**March of Dimes Walk America Co-Chair**

**March of Dimes Team Recruitment Leader**

**Volunteer for Trinity Center working with Inter-City children**

**Women Business Advocate**

**Athena Powerlink Board Member**

**Gannon University Scholarship Board Member**

**Gannon University Business Ambassador President**

**United Way Board of Directors**

**United Way Income Impact Council Chair**

**United Way Community Building Committee**

**Crime Victim Center Fundraising Board**

**Board of Electors Eagles Nest**

**Lakeshore Country Club Membership Committee**

237 COURT STREET, READING, PA 19601



BERKS COUNTY  
COMMUNITY FOUNDATION

HARRISBURG PA 171

RECEIVED 11 MAR 2021 PM 6 L



MAR 18 2021

PA PUBLIC UTILITY COMMISSION  
SECRETARY'S BUREAU

*Ms. Rosemary Chiavetta  
Secretary for PUC  
PA Public Utility Commission  
North Office Building  
P.O. Box 3265  
Harrisburg, PA 17105-3265*

17105-326565

