



Laurel Taylor <ltaylor@town.irvington.va.us>

Credentials

betsy delph <betsydelph@yahoo.com>

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To: "ltaylor@town.irvington.va.us" <ltaylor@town.irvington.va.us>

Cc: Julie Harris <juliehski@aol.com>

Laurel,

Attached you will find my professional summary for consideration. I would be delighted to serve on Irvington's town council for the remainder of the year by filling Anthony's vacated seat.

Respectfully,

Betsy Delph

 Resume.pdf
110K

BETSY (VARTANIAN) DELPH

932 King Carter Drive, Irvington, VA 22480

Professional

I had a very successful career in commercial real estate finance, with an emphasis on raising capital, lending, capital markets, and distressed debt resolution. My career started in 1985 in Atlanta, GA raising capital (\$3 billion) for John Portman, a world-renowned architect and real estate developer. Due to cyclical market conditions impacting banking, my next six years at Portman were spent entrenched in a highly complex debt restructuring, encompassing 33 lending institutions and numerous Class A trophy assets across the country.

Thereafter, I developed a platform to special service (workout) distressed, securitized franchise loans. I had the platform rated and it was the first rated Franchise Special Servicer. After two years I had an estimated \$4 billion of securitized franchise assets under management. After the platform was sold to GMAC, I accepted a position to oversee a multifamily loan servicing company in Northern Virginia. I had no idea at that time that I would be asked to develop and lead a commercial lending platform.

I was the Executive Vice President for Greystone Funding Corporation, Inc. based in New York, NY for fifteen years. I had direct oversight of multifamily loan origination and underwriting, as well as loan servicing and asset management. Under my leadership, Greystone emerged as a top three lender nationally, in just 3 years and has remained there ever since (with many years in the number position).

Skills

I have proven leadership skills, the ability to motivate and sincere compassion. Being results oriented, I strive to educate, understanding the power of knowledge and confidence. I search for an individual's strengths and compliment their weaknesses, either by pairing or education. I am approachable and encourage collaboration. I am hands on and roll up my sleeves to accomplish the task at hand. I am not above any task. My goal is to get the job done, whatever it takes. I am professional and respectful and have an exceedingly high moral compass. You might think I am a true bore!

I respect intelligence, honesty, compassion, determination, resourcefulness and thrive in a healthy working environment. I am disappointed in those who are self-centered, selfish, narcissistic, greedy and/or boastful. When you are blessed, you bless others.

Personal

I moved to the Northern Neck in September 2015. After spending many years in New York and northern Virginia, I have a huge appreciation for Irvington and feel fortunate to live here with my husband of six years, Richard. I have a daughter who attends Duke Law School and a son who lives in Lisbon, Portugal, who is an expert in cryptocurrency and blockchain applications. I spend most of my time now assisting local residents who are less fortunate with many needs including obtaining affordable housing, managing their finances, creating estate plans, refinancing and/or consolidation debt, etc. I never accept payment for my services.