

A. WAYNE JOHNSON

PROFESSIONAL EXPERIENCE

U.S. Department of Education, Office of Federal Student Aid, Washington, DC 2017 2019
CHIEF STRATEGY AND TRANSFORMATION OFFICER
CHIEF OPERATING OFFICER

Led and directed operations and support functions as well as policies and programs of this Performance-Based Organization with 1,300 employees and 12,000 contract employees to ensure best-in-business results regarding all aspects of Title IV funds. Developed the vision and strategy of the FSA Next Generation Financial Services Environment to transform FSA to a world-class organization including state-of-the-art technology used to deliver financial aid. Advised the Secretary of Education as to the operations and programs of FSA, managed a \$1.4 trillion portfolio of loans and communicated directly with Congress, the Secretary of Education, the White House, other governmental agencies, consumer advocacy groups, the press, various organizations and contractors to orchestrate changes to the new NextGen Financial Services Environment to improve outcomes for students and taxpayers.

First Performance Corporation, Atlanta, GA 2013 - 2017
CHAIRMAN & CEO

Formed a business to bring to market a proprietary mobile application which allows an End User to authorize transactions, set spending limits and spending rates over a defined timeframe, limit transactions to either or both card-present and card-not-present transactions on a selected payment card (credit, debit, and general purpose reloadable cards, and all other types of payment instruments), limit to either or both of ATM transactions and payment card transactions, and limit to user selected geographic locations.

Reunion Financial Services Corporation / Reunion Student Loan Finance Corporation, Macon, GA 2012 - 2017
CHIEF EXECUTIVE OFFICER & BOARD CHAIRMAN

Established a specialty finance company to address the underserved, premium quality credit segment of the private student loan market. Reunion targets these specific borrowers by offering them a simple process to substantially lower their monthly private student loan payment burden through a refinancing and consolidation program. In 2014, merged with Student Loan Finance Corporation, a 35+ year old student loan servicing company and formed Reunion Student Loan Finance Corporation.

Global Education Partners, LLC & International Education Partners, LLC, Macon, GA 2012 - 2017
MANAGING PARTNER

Established business to assist universities in attracting and recruiting international students. Initial efforts focused on South America, specifically Brazil, targeting the Ministry of Education's Scientific Mobility Scholarship Program which has the objective of sending 25,000 students per year from Brazil to the US.

BV Card Assets, Atlanta, GA 2011 2012
PRESIDENT, CEO & BOARD CHAIRMAN

Led the team to acquire an agent bank program from the FDIC including financial assets and Visa/MasterCard accounts. Directed and built the business which supported over 550 agent bank credit card programs. Successfully sold the business in 2012.

TSYS, Columbus, GA 2009 2011
MANAGING DIRECTOR

Responsible for developing and packaging for product delivery the ability of TSYS, a world leading payment systems technology provider, to bring payment systems processing and full turn-key program solutions to credit unions and mid-tier banks.

- Implemented a new line of business, the TSYS Program Solutions Group.
- Actively engaged in leading the efforts of TSYS with regard to establishing reseller and referral relationships with payment industry leaders to include Visa, MasterCard, Discover, and multiple industry recognized Group Service Providers as well as payment system industry vendors and channel partners.

Alterra Bioenergy Resources Corporation, Macon, GA 2006 2009
FOUNDER, PRESIDENT and CEO

Conceptualized and managed the establishment, development and growth of Alterra Bioenergy Resources Corporation.

- Developed a global strategic understanding of alternative energy opportunities.
- Established a partnership relationship with the City of Plains, Georgia in cooperation with President Jimmy Carter for the purpose of building an alternative energy production and commercialization capability.
- Coordinated business practices and engineering efforts to design, construct and operate a significant scale biodiesel plant in Gordon, Georgia.
- Created high level and broad recognition for Alterra Bioenergy as a leader in the biofuels industry.
- Initiated and participated in academic research at UGA regarding bioenergy technology and production practices.

Universal Savings Banc Holdings, Inc., Universal Savings Bank, F.A, Milwaukee, WI 2002 - 2006
PRESIDENT, CEO & MEMBER OF THE BOARD

Strategically created and operationally developed **UpFront Rewards**, a unique Visa/MasterCard credit card issuing program.

- Led and managed the marketing team of credit card professionals which generated \$750+ million in new, high FICO score credit card outstandings within twelve months.
- Led and managed the team which commercialized the transfer of proprietary credit card issuing knowledge to financial institutions outside the United States, including Brazil, Argentina and South Africa.
- Established contractual relationships with **UpFront Rewards** fulfillment partners: Dell, HP, IBM, and Callaway Golf.
- Authored and filed USA and international patent and trademark claims for **UpFront Rewards**.

Providian Financial, S.A., Providian Bank, S.A., Buenos Aires, Argentina 1999 - 2002
PRESIDENT, CEO & BOARD CHAIRMAN

Directed the establishment of a new MasterCard and Visa issuer in Argentina and grew the business to being the number one credit card issuer in Argentina.

- Established the organizational structure and recruited the entire bi-lingual management team.
- Coordinated appropriate knowledge transfer between Providian USA and Providian Argentina.
- Engineered the acquisition of a retail banking charter from Deutsche Bank.

Financial Industry and Private Equity Consulting, Atlanta, GA 1997 1999
PRINCIPAL

Provided consulting services to USA based and international private equity and credit card companies.

- Participated in buyout negotiations and ownership transfer of international and US companies.
- Led the market repositioning of MasterCard (ArgenCard) in Argentina.

First Data Corporation, Omaha, NE 1992 - 1997
EXECUTIVE VICE PRESIDENT

Led and managed the areas of strategic planning, product development and corporate marketing.

- Provided executive management oversight to customer service and receivables management outsourcing.
- Developed and implemented the Group Service Provider model as a strategy for capturing mid-tier financial institutions as distribution partners for processing services.

QualiTec Performance Corporation (Sold to First Data), Atlanta, GA 1991 - 1992
FOUNDER, CHAIRMAN & CEO

Founded and directed the establishment of this credit services augmentation company.

- Provided executive management for services delivery to several of the nation's largest credit card issuers.
- Directed the development of a card activation product which continues to be recognized as the industry standard.
- Negotiated Cooperative Marketing Agreements with MasterCard International and Visa USA.
- Effected strategic sales of outsourced support services to major credit card issuers.
- Sold Company to First Data Resources, a division of First Data Corporation.

INTEGRATEC, Inc., Atlanta, GA 1987 - 1991
FOUNDER, CHAIRMAN & CEO

Developed this organization from inception to a 1,500 person corporation encompassing seven subsidiary companies.

- Established the concept of full turn-key outsourced program solutions for credit card issuers; working in conjunction with First Data Corporation, Total Systems and EDS.
- Partnered with Payment Systems for Credit Unions (PSCU) to develop, launch and implement PSCU Service Centers.
- Initiated an innovative team oriented concept to bankcard, retail and healthcare receivables management.
- Directed the acquisition, servicing and sale of multi-million dollar portfolios.

VISA USA, San Mateo, CA 1986 1987
EXECUTIVE VICE PRESIDENT

Directed marketing, product development, finance and member relations for VISA USA.

- Established Issuer's Clearing House (ICH) which services all VISA and MasterCard member banks.
- Envisioned and initiated VISA's involvement with the Olympics and the National Football League.
- Led the development of the VISA Gold Credit Card product
- Pioneered the development of VISA debit card product.

First Interstate Bancard, Simi Valley, CA 1984 - 1986
PRESIDENT, CEO & MEMBER OF THE BOARD

Led the executive management team for this, the sixth largest credit card issuing company in the USA.

- Directed portfolio servicing for twenty-three (23) affiliate banks.
- Managed a 1,500 person facility involving credit, collections and customer service.
- Created and implemented new banking products, which aided profitability of affiliates.
- Successfully engineered a financial and operations turnaround for this company.

First Interstate Bancorp Results Group (Sold to First Interstate), Atlanta, GA 1983 - 1984
FOUNDER, PRESIDENT & CEO

Served as chief executive of this profit and productivity improvement consulting firm.

- Established profit improvement plans for banks within the First Interstate Banking System.
- Executed acquisition analysis for credit card portfolio purchases.
- Developed innovative targeting and acquisition programs for obtaining new banking customers.

ADDITIONAL PRIOR EXPERIENCE SUMMARY

Deloitte, Haskins & Sells (Deloitte & Touche), Atlanta, GA 1981 - 1983
PARTNER, Served as Senior Partner for the Financial Institutions Consulting Practice.

Results International (Sold to Deloitte, Haskins & Sells), Atlanta, GA 1980 - 1981
FOUNDER, CHAIRMAN & CEO, Directed the development of this profit and productivity consulting firm.

Bank Earning International, Atlanta, GA 1979 - 1980
VICE PRESIDENT, Conceptualized and directed strategic product development and business plans.

Peat, Marwick, Mitchell & Co (KPMG), Atlanta, GA 1978 1979
SENIOR CONSULTANT, Consulted in the areas of operations and cash management and profit improvement.

EDUCATION

PhD HIGHER EDUCATION LEADERSHIP, Mercer University, Atlanta, GA
MASTER OF BUSINESS ADMINISTRATION, Emory University, Atlanta, GA
BACHELOR OF ARTS, Mercer University, Macon, GA

ADDITIONAL INFORMATION

Recognized by State of Georgia for Jobs Creation
Named by the Governor of Georgia to the Executive Committee on Improving
Efficiency in Government for Reducing Fraud, Waste & Abuse
Real Estate Developer of Retired Living Communities
Chairman of United Way Campaign
U.S. Army Officer
Eagle Scout

CONTACT INFORMATION

Dr. Wayne Johnson

([REDACTED]) [REDACTED] - [REDACTED]

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James L. Yeargan, Jr.

Atlanta, Georgia 30309

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Education

Law School **Mercer University, Walter F. George School of Law**, Macon, Georgia
J.D., May 2003

College **Emory University**, Atlanta, Georgia
B.A., May 2000
Majors: Political Science and English

Oxford College of Emory University, Oxford, Georgia
A.A., May 1998

Employment

Legal

Yeargan & Kert, LLC., Atlanta, Georgia 2006-Present
Owner/Attorney, Defend individuals accused of driving under the influence of drugs or alcohol, drug possession and/or distribution, defend individuals accused of breaking traffic laws in Georgia, and other violations of Georgia law.

Solicitor General's Office, Muni. Court of Atl., Atlanta, Georgia 2005-2006
Assistant Solicitor, Prosecute traffic offenses, drug charges, misdemeanors, and city code violations through bench trials, appellate writing and research, prosecute probation violations, conduct preliminary hearings, conduct discovery, draw accusations, write and argue motions

Solicitor General's Office City Court of Atlanta, Atlanta, Georgia 2004-2005
Assistant Solicitor, Prosecute traffic offenses and related misdemeanors through bench and jury trials, appellate writing and research, prosecute probation violations, conduct preliminary hearings, conduct discovery, draw accusations, write and argue motions

Fulton County District Attorney's Office, Atlanta, Georgia 2000
Legal Intern, Conducted research, wrote motions and legal memorandums, interviewed victims and witnesses, conducted discovery

DeKalb County Solicitor's Office, Decatur, Georgia 1998
Investigative Intern, Gathered and organized evidence, prepared case files for court; assisted in investigating misdemeanors

Certifications

Field Sobriety Testing
Intoxilyzer 5000 Operator
Radar Operator

DUI Drugs
Laser Operator
Marijuana Examiner



Norm Cooper

Blairsville, GA 30514

Publisher

- ♦ Publisher, editor of *Union County GA Magazine*, 3-times a year 2013 to current. Website: www.unioncountymag.com
- ♦ Publisher, editor, photographer, layout/design historical magazine *Union County Georgia, The Golden Years* - 2013
- ♦ Publisher, editor, photographer and designer *Cedartown Sports Weekly* 1988 - 1990.
- ♦ Publisher, editor of independent publications 1982 - 2005

Author

- ♦ *Union County, Georgia, Pre-1970*
- ♦ *Union County, Georgia, 1970-2003*
- ♦ *Observations*
- ♦ *Where To From Here*
- ♦ *Union County Museum Guide*
- ♦ *A True Warrior*
- ♦ *Union County Georgia, The Golden Years*
- ♦ *Survivor T-Bone Hill*
- ♦ *Coyote Betrayed*

Newspaper

- ♦ *Cedartown Sports Weekly*, Cedartown, GA
Owner, Publisher, writer, editor, page designer, photographer, advertising director.
- ♦ *North Georgia News*, Union County, GA
News editor, sports editor, news reporter, sports reporter, website editor, editorial columnist, sports columnist, special editions editor, page designer, news photographer, sports photographer.
- ♦ *Cherokee Citizen*, Canton, GA
Sports editor, sports reporter, sports photographer, feature writer.
- ♦ *Cedartown Standard*, Cedartown, GA
Sports editor, sports photographer.

Radio

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|------------------------------|----------------------------------|
| Blairsville / Tri-State Area | WCNG - WCVP News (current) |
| Young Harris | WJRB/WJUL - News |
| Blue Ridge | WPPL - News |
| Canton | WLGA - Morning Sports Show |
| Cedartown | WGAA - High School Sports Events |
| Morrow | W??? - On air DJ |

Other items

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| Associated Press | Election results reporter |
| Farmers Almanac | Photos published |
| Official Baseball Annual | Listed as Official Baseball Scorer |
| Nationally distributed newspaper | Photos published |
| Nancy Grace TV Show | Interviewed as a guest on the show |
| Georgia Trend Magazine | Photo/interview part of article about county |

Organizer of Pre-Game Events with Atlanta Braves

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|--------------------|------------------------------|
| Union County Night | at Turner Field - twice |
| Cedartown Night | at Atlanta Stadium - once |
| Rangers Night | at Atlanta Stadium - 5 times |

Journalism Awards

- ♦ Georgia Press Association - 21 awards (8 different categories)
- ♦ National Newspaper Association - 2 awards
- ♦ Georgia Sportswriters Association - 56 awards
- ♦ Magazine Association of the Southeast - 1 award

Awards & Recognitions

- ♦ Atlanta Braves "Community Leader Award" 2004
- ♦ Georgia School Boards Association "Beacon Award" 2001
- ♦ Historical Society Preservationist of the Year 1999
- ♦ Georgia Assoc. Agricultural Agents Media Award 2000
- ♦ American Red Cross Above & Beyond Award 2006
- ♦ American Red Cross Charles A. Matthews Award 2008
- ♦ American Red Cross Community Awareness Award 6 times
- ♦ WSB Radio High School Reporter of the Year for Georgia - 1972
- ♦ Sons of the American Revolution - Outstanding Support - 2004
- ♦ Georgia Special Olympics - Outstanding Support - not dated
- ♦ Photography Awards other than print material - more than 20 awards
- ♦ Several others

Community Involvement (present/past)

- ♦ American Red Cross Board of Directors
- ♦ American Red Cross Union County Committee
- ♦ American Red Cross Disaster Responder
- ♦ Union County Anti-Drug Coalition (chairman / founding member)
- ♦ North Georgia Technical College Adult Education Advisory Board
- ♦ Union County Historical Society Board of Directors
- ♦ Ninth District Opportunity Board
- ♦ Northeast Georgia Run Race Director
- ♦ Family Connection Executive Committee (founding member)
- ♦ American Heart Association (county director)
- ♦ Little League Baseball Senior League Director
- ♦ Master of Ceremonies at numerous community events
- ♦ Newspaper advisor & mentor for high school publications

Background Actor

- ♦ Movies - appeared in 29 movies filmed in Georgia & Tennessee (1)
- ♦ Television - appeared in 24 television shows filmed in Georgia

Education

- ♦ Gordon High School, DeKalb County, Georgia
- ♦ Atlanta Area Technical School

Military

- ♦ United States Army
- ♦ Army-Air Force Exchange Services, Ft. Gillem (civilian work)