



Mayor of Providence

Jorge O. Elorza

January 6, 2022

Honorable Members
Providence City Council
City Hall

Dear Honorable Members:

Pursuant to Sections 302(b) and 814 of the Providence Home Rule Charter of 1980, as amended and Public Law, Chapter 45-50, Sections 1 through 31 passed in 1987, I am this day appointing Jonathan Salinger, of 89 Laurel Avenue, Providence, Rhode Island 02906, as a member of the Board of Tax Assessment and Review for a term to expire on January 31, 2024, and respectfully submit the same for your approval.

Sincerely,

A handwritten signature in black ink, appearing to be "J-O-E", followed by a horizontal line.

Jorge O. Elorza
Mayor

IN CITY COUNCIL
FEB 17 2022

READ
WHEREUPON IT IS ORDERED THAT
THE SAME BE RECEIVED AND APPROVED
Jana L. Martisus CLERK
ACTING

Jonathan B. Salinger

89 Laurel Avenue, Providence, RI 02906

NMLS 441854 Email: jonathan.salinger@gmail.com Voice/Text: (401)524-4900

WORK HISTORY

Branch Manager

Flagstar Bank – Providence, RI 8/19 - Present

Opened Providence RI branch location and built a local market presence for this National Mortgage Lender. In the first two years, added nine new team members; growing market share from nearly unnoticeable to top ten ranking for residential mortgage lending statewide; and top four among lenders with branch offices located in Providence. Maintain a pipeline of personal mortgage production, helping borrowers referred by Realtors, CPAs, financial planners, attorneys, and past clients.

District Manager

Mortgage Network, Inc. – Boston, MA and Providence, RI 12/13 – 7/19

Opened new Providence RI branch location and flagship Boston branch, recruiting the top performing team company wide. Maintained a pipeline of personal production as licensed originator in MA, CT and RI; prospecting purchase and refinance referrals through my network Realtors, financial planners, CPA's, attorneys and personal contacts.

Regional Vice President

Residential Mortgage Services – South Portland, ME 7/11 – 10/13

Opened retail branch locations in RI and MA adding over \$300 Million in annual closed loan volume to this regional mortgage lender. Improved RI purchase market share ranking from 103 to 13th in 17 months. Recruit sales and operations team for our branch network throughout New England. Team included the top performing branch and the top two producing loan officers company wide. Coached branch managers and operations team leaders in the daily routines of developing and achieving team objectives

Area Director

MetLife Bank – MetLife Home Loans - Warwick, RI 9/08-7/11

MetLife Bank, N.A. purchased First Horizon Home Loans on 9/1/08

Managed transition of my team from FH to MetLife. Closed 4 branch locations and consolidated staff into 3 remaining branches to maintain profitability during market contraction. Implemented a responsible growth strategy by eliminating under-performers and focused on key player development; and recruiting veteran loan originators with active referral networks.

District Manager

First Horizon Home Loan Corp/First Tennessee Bank – Warwick, RI 5/02 – 8/08

Developed new territory for this national top 20 federally chartered lender covering RI, Eastern CT and part of South Eastern MA. Opened, staffed, and managed P&L for 8 retail branch locations. Primary products: Agency Conforming, Government (including RI, CT and MA State bond programs), Non Conforming, Jumbo, and one-time close construction loans offered through First Horizon.

RI Branch Manager/District Rehab Loan Manager

Assistant Vice President

North American Mortgage Company - Warwick, RI 10/95 – 4/02

Began employment as a Loan Officer and promoted to Branch Manager in 1997

Recruited, trained, and provided leadership for the sales team and production staff.

Branch team ranked as the top purchase residential lender in Rhode Island for many months of 1999, 2000 and 2001*. Maintained substantial pipeline of personal loan production and was the top FHA 203k producer in RI and for the companies Sothern New

England region.

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WORK HISTORY (CONTINUED)

Loan Officer

Mortgage Network - Warwick, RI

3/95 - 9/95

Originated, packaged and brokered all types of residential loans to an extensive list of investors.

Loan Officer

GMAC Mortgage Corporation - Cranston, RI

8/93 - 2/95

Originated government, conventional and jumbo loans. Prospected referrals from Realtors throughout Rhode Island using sales calls, seminars, Realtor open houses and local Realtor Assoc. committees

PROFESSIONAL ASSOCIATIONS & RECOGNITION

President

BNI Game Changers Chapter – RI/SE MA Region

2018 - 2019

Chairman

1995 - 1998

Kent-Washington Board of Realtors Banking Committee, Rhode Island

Co-Chairman

1997 - 1998

Rhode Island Association of Realtors Banking Committee

Realtor Licensing/GRI/Appraisal Instructor

1996 – 2005

Rhode Island Association of Realtors

Building Champions Coaching Leader – Completed training 2006

SAG/AFTRA – member in good standing since 1983

MetLife President's Club Area Production Award 2009

First Horizon Presidents Club "Chairman's Circle" 2003, 2004

First Horizon President's Club 2005, 2006

First Horizon President's Club Branch and District Performance Award 2003, 2004, 2005, and 2006

Washington Mutual Presidents Club Member 2001**

North American Mortgage Co. Elite Producer Award 2001

North American Mortgage Co. Top Producer Award 1998, 1999

Kent-Washington Board of Realtors Outstanding Affiliate Award 1997

EDUCATION

University of Colorado, Boulder, CO

1980 - 1983

Theater, Communications, and Marketing

Neighborhood Playhouse/NYC

1984 - 1986

Playhouse West/Los Angeles, CA

Bill Alderson Studio/NYC

Completed 2 year professional actor training program

*As listed in The Warren Group market share reports 1999, 2000, 2001

**Washington Mutual purchased North American Mortgage/DiME in 2001