

SECTION: 9
DATE: December 14, 2018

BOARD OF REGENTS
EASTERN MICHIGAN UNIVERSITY

RECOMMENDATION

APPOINTMENT/REAPPOINTMENT OF CHARTER SCHOOLS BOARD MEMBERS

ACTION REQUESTED

It is recommended that the Board of Regents re-appoint Danielle Lang to a three-year term on the Board of Directors of Detroit Public Safety Academy and appoint Jennifer Kotwicki to a three-year term on the Board of Directors of Grand Blanc Academy.

STAFF SUMMARY

According to the resolutions which establish these public school academies (charter schools), vacancies on the Boards of Directors shall be filled by the Eastern Michigan University Board of Regents.

Detroit Public Safety Academy

Danielle Lang has been employed as a Servicing Agency Credit Risk Leader at Quicken Loans in Detroit, Michigan since 2013. She earned a Bachelor of Arts degree in Communications from Michigan State University in East Lansing, Michigan. This is a re-appointment.

Grand Blanc Academy

Jennifer Kotwicki is employed as Personal Lines Account Manager at Peabody Insurance Co. in Fenton, Michigan. She earned a Bachelor of Business Administration in Marketing and Management from Northwood University in Midland, Michigan. She works as a volunteer for the Shelter of Flint and the YMCA. She is the aunt of two students who attend Grand Blanc Academy. This is a new appointment.

FISCAL IMPLICATIONS

None.

ADMINISTRATIVE RECOMMENDATION

The proposed Board action has been reviewed and is recommended for Board approval.

[Redacted Signature]

University Executive Officer
Rhonda Longworth, Ph.D.

11/15/18
Date

Danielle N. Lang

QUICKEN LOANS

April 2015 – Present

Servicing Agency Credit Risk Leader, Capital Markets

- Oversee team responsible for analysis and execution for Fannie Mae and Freddie Mac product initiatives.
- Determine project plans that address all implementation from creation through final delivery.
- Responsible for professional development of 2 product managers and 2 product analysts.
- Maintain relationships with Fannie Mae and Freddie Mac contacts to influence policy making.

QUICKEN LOANS

December 2013 – Present

Servicing Agency Product Manager, Capital Markets

- Drove Fannie Mae Servicing product development, implementation and sustainability for the 10th largest Mortgage Servicer.
- Interpreted, maintain and evaluate all product guidelines for Fannie Mae & Freddie Mac.
- Managed project phases, coordinate communication, facilitate decisions, and follow through on the execution of projects.
- Informed business units and stakeholders of progress, changes and potential company risk.

QUICKEN LOANS

January 2013 – December 2013

Executive Assistant, Servicing Team

- Managed day to day schedule, travel arrangements and expenses for 4 senior leaders overseeing 300 team members.
- Coordinated weekly consultation between investor representatives and Servicing team leaders.
- Established agenda and delegated action items for leadership development meetings.
- Maintained confidential records including team member data, performance assessments and portfolio metrics.

MICHIGAN HOUSE OF REPRESENTATIVES

January 2009 - December 2012

Chief of Staff, State Representative Dr. Jimmy Womack

- Primary liaison for all state departments, lobbyists, business and labor organizations, interest groups, media and constituency base.
- Oversaw yearly budget averaging \$90,000 per year; managed financial operations in the midst of midyear 5% budget cut.
- Daily manager of office staff comprised of 2 direct employees.

MICHIGAN HOUSE OF REPRESENTATIVES

August 2003 - December 2008

Chief of Staff, State Representative Virgil Smith

- Assisted in the formulation and drafting of legislation, content and development of newsletters and all written communication.
- Lead contact to assist constituents in personal affairs with state departments, local organizations and celebratory affairs.
- Established weekly agenda from legislation referred to the Michigan House of Representatives Standing Committee on Insurance.

EDUCATION

Michigan State University, Bachelor of Arts, Communications

Degree Completed July 2009

Danielle Lang
Detroit Public School Academy
Additional Responses

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Government or Non-Profit Experience – List on a separate sheet any experience in, or association with, local, state or federal government (exclusive of elective public office but including advisory, consultative, honorary, or other part-time service or positions), with dates of service.

- May 2003 - August 2003: Michigan House of Representatives Page
- August 2003 - December 2008: Staff member for State Representative Virgil Smith
- January 2009 - December 2012: Staff member for State Representative Dr. Jimmy Womack

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Other – Please provide any additional information, favorable or unfavorable, which you feel should be considered in connection with your appointment.

Growing up in Flint, Michigan education was one of the outlets that allowed me to see beyond the surroundings in my city. I was introduced to activities that cultivated my hunger for knowledge and pushed me to strive for greatness. As an adult that drive has carried me through the peaks of promotions and professional success as well as the valleys of job loss and the death of a parent. Education has helped transform my life and I would be honored to serve on this board and help influence the lives of another young person.

Jennifer Kotwicki

Dedicated and detail-oriented sales and marketing professional with over 18 years of experience contributing to the expansion of productivity and business development opportunities

PROFESSIONAL EXPERIENCE

Peabody Insurance 2018 - Current

Personal Lines Account Manager

- Responsible for providing excellent customer service to external and internal clients
- Manage \$200,000 in annual business
- Provide sales assistance to agents by cross selling and soliciting
- Licensed in Property/Casualty, Life, and Health

Michigan Farm Bureau Insurance 2011 - 2018

Office Support/Coach

- Responsible for providing excellent customer service to external and internal clients
- Lead and coach insurance agents and office staff
- Provide sales assistance to agents by cross selling and soliciting
- Licensed in Property/Casualty, Life, and Health

Pepsi Beverages Company 2009 - 2010

Sales Representative

- Responsible for the promotion and sales of Pepsi products
- Exceeded goals as defined by Pepsi (can you be more specific about what goals were met/accomplished?)
- Responsible for merchandise inventory with specific accounts
- Successfully promoted new and innovative products to various customers
- Provided guidance to store owners and managers to help them grow their business

Proctor & Gamble/Ventiv Health 2008

Pharmaceutical Sales Representative

- Responsible for the promotion and sales of Proctor & Gamble products
- Increased market share by 3%
- Captured the highest number of writers in the history of the product in the Saginaw territory

Takeda Pharmaceuticals 2005 - 2008

Pharmaceutical Sales Representative

- Achieved 100% of targeted goals (can you be more specific about what goals were met/accomplished?)
- Responsible for launching and marketing new product
- Successfully promoted a product that was the seventh entrant to a highly competitive market

Jennifer Kotwicki



Ventiv Health 1998 –2005

Medical/Pharmaceutical Sales Representative

- Responsible for the sales and promotion of durable medical equipment, pharmaceutical products and medication programs
- Earned #1 top sales for 17 consecutive months
- Responsible for creating and presenting a variety of sales proposals
- Developed sales training programs and material for various branches
- Achieved 2nd in national ranking of Champions Club
- Successfully launched two new products
- Earned #1 ranking in district for “overall” market share increase
- Successfully developed creative strategies to reach physicians
- Increased market share by 6.33%

EDUCATION

Northwood University Midland, MI

Bachelor's Business Administration - Marketing and Management

- Dean's List
- Co-Captain Team Imports - Northwood Auto Show

COMPUTER/SOFTWARE SKILLS

Microsoft Office, Siebel, Win Touch, Force Mobile, Sync Man, ACT, and many internet based programs, Healthcare Homebase

Proficient with installation and use of laptops, PDA's, desktops, and voicemail

COMMUNITY INVOLVEMENT

Shelter of Flint Flint, MI

Volunteer

Provide tutoring, mentoring, transportation and friendship to women in the shelter

YMCA MI

Volunteer

Provide coaching and instruction to students to help with literacy and comprehension