



To: Downtown Memphis Commission (DMC) Board of Directors  
 From: DMC Staff  
 Date: November 17, 2022  
 RE: Recommendation for new CCDC Appointments

**Background:**

The Center City Development Corporation (CCDC) is the nonprofit affiliate of the Downtown Memphis Commission (DMC) with a nine-member volunteer board, including the chair, vice chair, and secretary of the DMC Board, and six others appointed by the DMC Board of Directors. Each CCDC member is appointed to a three-year term, with a maximum of two consecutive terms.

Chartered by the City of Memphis, Shelby County, and the State of Tennessee, the CCDC is a community development corporation that promotes redevelopment, commercial vibrancy, and combats deterioration and blight in the Central Business Improvement District (CBID). Currently, the CCDC offers an innovative suite of economic development tools and programs designed to help attract investment in commercial property and small businesses Downtown. The current incentive offerings include a Development Loan, Exterior Improvement Grant, Retail Tenant Improvements Grant, Sidewalk Repair Grant, and the Good Neighbor Grant.

**Current CCDC Membership:**

Member	Position	Service End Date
<i>Michael Chance</i>	<i>Regular Board Member &amp; Current Chair</i>	<i>Term Now Expired</i>
<i>Julie Lansky</i>	<i>Regular Board Member</i>	<i>December 18, 2022</i>
Anton Mack	Regular Board Member	July 30, 2024
Kevin Brewer	Regular Board Member	February 17, 2027
Carl Person	Regular Board Member	July 30, 2025
Tanja Mitchell	Regular Board Member	February 17, 2027
Elizabeth Low	DMC Board Representative (DMC Secretary)	N/A
Benjamin Orgel	DMC Board Representative (DMC Chair)	N/A
Demar Roberts	DMC Board Representative (DMC Vice Chair)	N/A

**Staff Request**

By the end of 2022, the board terms for Mr. Chance and Ms. Lansky will have expired. To fill these upcoming vacancies, staff is recommending that the DMC Board select Ms. Angel Price and Ms. Dacquiri Baptiste as the newest members of the CCDC Board. Ms. Price is the Regional Director of Commercial Lending & Vice President at Liberty Bank & Trust Company. She is also a former member of the CCDC. Ms. Baptiste serves as Vice President & COO of the Orpheum Theater Group. Resumes for both nominees are attached to this memo.

**Staff suggests making these appointments effective as of January 1, 2023.** With the appointment of these new members, the overall diversity profile of the CCDC will be 78% MWBE, 78% MBE, and 44% WBE.

# ANGEL L. PRICE

(901) 576-2370 | aprice@libertybank.net

Strategic leader with 25 years of banking experience managing diverse loan portfolios and client relationships. Results-driven with a focus on community banking, economic growth, and diversity.

## EXPERIENCE

### **LIBERTY BANK & TRUST COMPANY** \*acquired Tri-State Bank of Memphis (2021 – PRESENT) **Regional Director of Commercial Lending, Vice President**

Responsible for leading and developing the commercial banking team in Memphis to acquire and grow business relationships. Lead the execution of commercial loan product offerings, develop relationship strategies, and manage the commercial client portfolio. In addition, the role builds and maintains strong relationships with Centers of Influence referral sources and internal business partners through external community involvement to ensure the Bank's strategic objectives are met.

### **TRI-STATE BANK OF MEMPHIS (2018 – 2021)** **Senior Lending Officer, Senior Vice President**

Responsible for the overall management of the Bank's lending-related activities, loan portfolio, and asset quality. Oversaw underwriting, credit quality, workouts, loan reviews, loan processing and loan operations functions.

Directed retail banking functions, including branch operations and oversight. Involved in product development and provided profitable and competitive service offerings.

### **REGIONS BANK (2014 – 2018)** **Portfolio Manager, Vice President**

Managed a complex and profitable commercial loan portfolio totaling \$225MM. Conducted industry research for preparation and execution of client calls. Performed in-depth analysis of financial statements, company performance, and projections to determine credit strategy, risk ratings, and loan structures. Underwrote credits to ensure compliance with bank loan policy, external regulatory requirements, and credit risk policy.

Conducted ongoing risk management, including monitoring of risk ratings, covenant compliance, vulnerability to industry risk, and other significant risk drivers. Identified revenue opportunities, including treasury management, swaps, private wealth, insurance, and mortgage. Communicated with internal and external credit reviewers on matters requiring attention.

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**FIRST ALLIANCE BANK (2001 – 2014)**

Managed large, profitable loan portfolio and a significant number of client deposit relationships.

**Credit Administration/Relationship Management, Assistant Vice President**

Managed loan portfolio consisting of commercial, real estate, and construction loans. Performed construction and rehab inspections. Managed and grew deposit relationships. Performed underwriting and presented recommendations to lending committee and/or Board of Directors. Minimal delinquency and runoff in loan portfolio. Participating member of Bank's loan committee and website design committee. Processed residential mortgage loans.

**Portfolio Management/Risk Management/ Special Asset Manager**

Monitored financial performance of substandard credit relationships, managed bank owned properties, and performed reviews for compliance with loan terms and covenants. Demonstrated ability to successfully reduce troubled and underperforming credits.

**Business Development**

Solicited new business and expanded business with existing customers. Identified, cultivated, and maintained strong relationships with referral sources. Participated in joint calling efforts with commercial lenders and senior management. Cross-sold bank products and services and advised customers on financing options. Originated residential mortgage loans.

**EDUCATION**

The University of Memphis, Memphis, TN, Bachelor of Business Administration  
Paul W. Barret Graduate School of Banking (target completion date 2023)

**CERTIFICATIONS**

Advanced Commercial Lending Program, Southeastern School of Commercial Lending, Nashville, TN (May 2009)  
Southeastern School of Commercial Lending, Nashville, TN (May 2004)  
Executive Leadership Program, Leadership Memphis (2009)

**BOARD SERVICE**

Finance Committee, Edge Development Growth Engine (2020-Present)  
Board Member, Risk Management Association "RMA" (2013 – 2016)  
Board Member, Center City Commission Development Corporation (2005 – 2012)

Dacquiri Baptiste has worked in nonprofit arts for over 21 years. She worked at the Alvin Ailey American Dance Theater for 19 years. She worked in various roles within the company, starting as Merchandise Manager in 2000, transitioning to Company Manager for 10 years, and finally assuming the role Director of Production in 2014. June 2019, Dacquiri became the Vice President and Chief Operations Officer for the Orpheum Theatre Group in Memphis, TN. Dacquiri is responsible for managing all operational aspects of the theater and aligning them with growth and expansion. This includes developing and implementing strategies for theater operations, ensuring the safety and well-being of performers, staff, and volunteers, and negotiating contracts with partners to make sure financial goals are met.

Dacquiri is currently a Fellow for both the LACNA BIPOC Executive Leadership program and the Broadway League.

She and her husband Daven reside in Memphis, TN with their 2 children, Denver (7) and Duke (5). Dacquiri enjoys traveling and spending time with family.

Dacquiri is passionate about reminding people that the arts are a fundamental part of life not an extra. She understands the importance of arts accessibility and the need for industry-shifting arts leaders such as herself.

# Dacquiri S. Baptiste

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## Skill Highlights

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*Performing Arts Management • Contract Negotiations • Human Resource Management  
Operations and Budget Management • Nonprofit Organizations • Strategic Planning*

## Professional Summary

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Success-driven and highly committed professional equipped with a focused background in providing direction and leadership within performing arts organizations; complemented with expertise in business development, organization structuring, and community outreach. Expert at planning and setting long-term strategic plans, as well as optimizing organizational efficiency, managing budgets, and surpassing business objectives. Recognized for exceptional leadership capabilities in establishing high-performing productions while maximizing human and financial resources.

## Professional Experience

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### Vice President & Chief Operations Officer

Orpheum Theatre Group, Memphis, TN

June 2019 - Present

As the Vice President and COO of the Orpheum Theatre Group, I lead the charge in improving the theater and stage operations of the Orpheum and enhancing the customer experience at the historic Downtown theater. Focusing on all front-of-the-house and stage operations as well as security, housekeeping, and facility engineering development and improvement.

- Managing the day-to-day operation of the theater and aligning the growth and expansion of the theater with the Orpheum Theatre Group goals.
- Assessing and evaluating the operational performance of the theater's long-term goals and providing insight and recommendations to evolve the long-term growth of the theater.
- Participating in pivotal strategic initiatives and operational models and implementing operational policies, procedures, and processes deemed appropriate by the President and CEO.
- Engaging and interacting with the Board of Directors, President, CEO, as well as the community of Memphis at large to plan and manage the construction, renovation, and capital improvements of theater properties.
- Hiring and managing operations staff; specifically, FOH Operations, Maintenance, Security, Concessions, Facility Engineering, and Stage Crew

## **Director of Production**

Alvin Ailey Dance Foundation, New York, NY

July 2014 – June 2019

Served as the liaison between the Executive Director and Artistic Director, bridging the gaps between the artistic team, and the stakeholders of the company to ensure that the financial and creative goals were met, and that the annual seven figure budgets were maintained. Building and developing external relationships with domestic and international presenters and venues while negotiating the acquisition of rights for each production. Partnering with the Artistic Directors, we worked jointly to create schedules and working budgets for each season, determining project expenses for all aspects of production ranging from the hiring of administrative and creative personnel to set, costumes, and lighting. Negotiating performer contracts with agents, as well as handling all internal relations concerning union and personnel matters and coordinating performance reviews on behalf of the Artistic Directors.

- Serve as the primary point of contact for commissioned choreographers and collaborators regarding the mounting of their works, including all aspects of scheduling and logistics.
- Communicate commissioned artists' operational needs with the Operations and Production teams.
- Facilitate in-take meetings with commissioned artists and Alvin Ailey American Dance Theater staff members.
- Manage all aspects of AAADT performance platforms, including scheduling and performance activity.
- Work with the Executive Director and Senior Directors of Marketing and Public Relations to effectively market all AAADT productions.
- Work with the Executive Director and Director of Development to effectively create and track fundraising efforts for all AAADT activities.
- Maintain the highest level of both internal and external communications.
- Oversee and track all AAADT internal and external contracts.
- Union contract negotiations for AGMA, IATSE and USA

## **Company Manager**

Alvin Ailey Dance Foundation, New York, NY,

July 2004 - June 2014

Transitioning into the role of Company Manager from Assistant Manager, my administrative responsibilities expanded to working directly with the Artistic Team and administrative staff to develop, to coordinate and to implement a full schedule of performances, programs, events, residencies, and touring engagements. I was responsible for the overall administration of Alvin Ailey American Dance Theater activities and I oversaw multiple areas of involvement.

- Manage all touring and residencies including overseeing contracts, booking flights, accommodation, and vaccinations.
- Cultivate and build relationships with domestic and international presenters and theaters.
- Maintain the highest level of both internal and external communications.
- Serve as the point of contact for Artistic staff on matters such as scheduling and event timelines, rehearsal and performance space bookings, tour itineraries, payroll and benefits issues, attendance, sick leave, and vacation records.
- Create, submit, and track all budget expenses for AAADT activity.

## **Education**

University of Phoenix - May 2009

Certificate in Dance

The Ailey School, New York, NY – December 2000

## **Accomplishments and Affiliations**

- LACNA Fellow 2022
- Broadway League Fellow 2021-2023
- Co-Chair of Orpheum Theatre Group Strategic Plan, 2019
- Speaker at the International Association of Blacks in Dance Conference, 2018
- Co-Chair of Alvin Ailey Dance Foundation Strategic Plan, 2018

## **Additional Skills**

MAC & PC literate, Microsoft Office Suite, Google Docs/Drive, LUA Business Messaging Software, Room Master Accommodation System, Adobe, Vectorworks, Ceridian, Dayforce, Paychex. IATSE, AGMA and USA union methods and contracts, Leadership, payroll, policies, strategy, budgeting