



City of Concord, New Hampshire

OFFICE OF THE MAYOR

Byron O. Champlin

TO: Members of City Council

FROM: Mayor Byron O. Champlin

DATE: May 7, 2025

RE: Everett Arena Advisory Committee Appointment

I propose the appointment of the following individual to the Everett Arena Advisory Committee.

- Thomas A. Champagne, 172 School Street, Concord. If approved, Thomas Champagne will serve as the non-hockey skating representative for a three-year term to expire June 30, 2028. Thomas Champagne's application and resume are attached.

In accordance with Section 18 of the City Council Rules, these proposed appointments are being distributed to City Council as information in advance of formal action at the June 9, 2025 City Council meeting.



City of Concord, New Hampshire

41 GREEN STREET

Concord, NH 03301

(603) 225-8500

APPLICATION TO SERVE ON A BOARD, COMMISSION OR COMMITTEE

All fields are required – Please note that all applicants who are appointed will be required to be sworn in

Applicant Name:	Thomas A. Champagne
Street Address:	172 School St., Concord, NH
Mailing Address:	172 School St., Concord, NH 03301
Telephone:	603-490-5480
E-mail:	tom.champagne172@gmail.com

Please specify the Board/Commission sought: Everett Arena Advisory Committee

Please check the field(s) in which you have the requisite training and experience:

<input type="checkbox"/> Architecture	<input type="checkbox"/> Engineering	<input checked="" type="checkbox"/> Other <u>Banking, Finance and real estate</u>
<input type="checkbox"/> Land Use	<input type="checkbox"/> Law	<input type="checkbox"/> Construction <input type="checkbox"/> Mechanical <input type="checkbox"/> Plumbing <input type="checkbox"/> Electrical

Occupation or Place of Employment:	Retired - Commercial Loan Officer
Employer and Employment Address:	St. Mary's Bank 200 McGregor St., Manchester
Employment Telephone:	603-629-1500
May you be contacted at work?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

Education:	B.S. Civil Engineering, MBA
Community Experience and Affiliations (both Concord and elsewhere):	Manchester Community College Advisory Board St. Mary's Bank - Concord Advisory Board Concord Country Club Board of Directors] current
How long have you resided in Concord or the Concord area?	20+ years - Concord () & Bow ()
In Accordance with RSA 91:2, in order to serve on a board, commission, or committee, you must be a citizen of the United States. Are you a Citizen?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No

Why would you like to serve in this capacity?

Include experience or expertise relevant to board or committee for which you are applying.

I was borned and raised in Concord. I learned to play Hockey at White Park and the Everett Arena. I played on Concord Youth Hockey teams, Concord High School and men's league. The Everett arena is important to the city and I would like to help continue to keep it as a great resource

Have you served on any Municipal or Non-Profit Boards or Committees in the past? Which ones and when?	
White Park Skate House Fundraising Committee 2018-2019 Black Ice Pond Hockey Board of Directors 2010-2021 NH Legends of Hockey Board of Directors 2006-2012 Easter Seals Board of Directors, 2006-2012	
Have you contacted the Chair of the Board/Committee to learn about the Board's mission/duties and the expectations of its members (with regard to attendance, time commitment, training, etc.)?	
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Spoke to Jeff Bardwell	
Have you attended any meetings of the Board/Committee on which you want to serve? Yes No <input checked="" type="checkbox"/>	
Can you commit to attend 75% of meetings? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	
Please provide a brief biography? Attach resume, if desired.	
Please see my attached resume. Professional career including sales, marketing and management roles in financial, software and real estate industries. Also includes an active role serving on various non-profit boards and advisory committees.	
Do you have any personal or business relationships with the City or any City officials or employees that could create a conflict of interest while serving on the requested Board or Commission? A conflict of interest is defined by Article 1-6-3 of the City Code of Ethics. If yes, please provide details on the relationship(s).	
None that I'm aware of	

If you do not receive the appointment you are requesting, would you be interested in serving on another Board or Committee?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
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BY SUBMITTING THIS APPLICATION, YOU UNDERSTAND THAT:

1. All members of City Boards/Committees are subject to the City's Code of Conduct;
2. This application is for consideration and does not mean you will necessarily be appointed to this board or committee;
3. You may be contacted to follow-up on any questions pertaining to the application; and
4. This application may be forwarded to the City Council for consideration at the Mayor's and/or City Manager's discretion;
5. All board members are required to be sworn in before they can participate or vote in any meetings;
6. At the end of your term, if you would like to be re-appointed you will be required to submit a new application and be sworn in;
7. This application becomes public record upon submission.


 Applicant Signature

4/29/25
 Date

THOMAS A. CHAMPAGNE

172 School Street, Concord, NH 03301 • Cell: 603.490.5480 • Tom.Champagne172@gmail.com

Summary of Qualifications

Sales and Marketing professional with record of successful sales and business development results in financial services, software and technology industries. Proven skills in delivering diverse and multiple projects on-time and on-budget. Key strengths include “hands on” work style, excellent communication and analytical skills, and the ability to collaborate and lead across functional teams.

Professional Experience

Vice President/Commercial Loan Officer St. Mary's Bank

2014-2023

Dynamic Commercial Loan Officer with over 9 years of proven expertise in growing and managing diverse loan portfolio. Adept at forging strong member relationships and delivering tailored lending solutions that drive profitability and growth. Committed to enhancing operational efficiency and ensuring compliance while maximizing client satisfaction.

- Effectively Managed \$50MM loan portfolio of commercial and investment loans, minimizing turnover while ensuring compliance with all banking regulations.
- Developed new loans and relationships through business development efforts including networking and referrals.
- Review and interpret company financial statements, including income statements and balance sheets, Pro-forma cash flow analysis to inform lending decisions.
- Deliver detailed loan write-ups to Loan Committees, highlighting strengths, weaknesses, and cash flow projections.
- Engage in internal and external audits to ensure compliance and operational integrity.
- Collaborate with loan assistants to maintain accurate and complete documentation for loan closings.

Vice President/Director of Community Outreach St. Mary's Bank

2005-2014

Direct, manage and execute community outreach and public relations activities. Completed many effective marketing and organizational activities and projects. Manage Education Center and deliver financial education programs to schools.

- Managed Community Outreach programs including partnerships with non-profit partners.
- Managed Contribution budget of approximately \$85K
- Managed Annual Shareholders meeting
- Delivered financial education to over 1,200 students
- Created newsletters for members and employees

Marketing Manager Wakefield Thermal Solutions Inc.

2004-2005

Created and implemented marketing and sales programs to increase company visibility and support sales generation efforts through company direct sales team, distributors and third party representatives. Developed marketing materials and tools including sales presentations, collateral, web site, press releases, product packaging and tradeshow programs. Managed outside marketing vendors.

- Created new corporate capabilities brochure for major product line.
- Developed marketing plan and strategic approach to support key customer event at Cisco Systems.
- Re-positioned company website creating a timely and informative tool for customers, employees and business partners.
- Developed and rolled out new corporate logo and identity.

Marketing Manager

2000-2004

EastPoint Technologies (*now Open Solutions Inc.*) enterprise software development

Developed and implemented marketing and sales programs that supported the company's strategic goals including generating incremental revenue from new and existing customers. Responsible for all marketing activities including; product marketing, branding, collateral, website, direct mail, advertising and tradeshows. Authored press releases and placed articles. Managed the preparation of sales proposals and RFP/RFIs including content, packaging and pricing. Managed outside marketing vendors as required.

- Created template for new product launches with customer announcements and internal sales tools.
- Developed and implemented new corporate branding strategy including new company logo.
- Created Competitive Analysis profile database.
- Planned and managed high profile annual customer conference with budget of \$50K.
- Managed outside consulting firm to conduct market research used in market plan development.

Assistant Vice President/Sales Manager

1996-2000

Fleet Bank (*now Bank of America*)

Managed two retail centers with combined deposits of \$60 million and staff of 16 employees. Coached staff to leverage customer interactions increasing sales of bank and investment products, increasing customer retention and operating within expense guidelines. Promoted to larger branch in first 7 months and then to branch cluster after additional 12 months. Appointed interim District Manager, responsible for overall operations of the district when required. Performance measured against income and expense goals.

- Generated \$2 million in new business loans by leveraging new products and targeting prospects.
- Improved customer ranking from 104 to 46 in 5 months by coaching staff and focusing on customer requirements.

Vice President/Marketing Manager

1992-1996

Bank One NH Asset Management Corp.

Department head, with P&L responsibility, and member of the Senior Management team. Managed staff of 20 employees responsible for the acquisition, sale and management of portfolio of real estate and other assets. Company managed the disposition of \$1.7 billion portfolio of loans and real estate for the FDIC. Promoted three times during four-year period.

- Exceeded annual sales goal four years in a row.
- Reduced operating expenses to 10% below budget, saving \$120,000, by maintaining appropriate staffing levels and consistently monitoring expenses.

Sales Manager

1990-1992

Dartmouth Bank

Managed department of 15 employees in the acquisition, sale and management of \$175 million real estate portfolio. Oversaw all marketing, sales and pricing activities.

Sales Representative

1988-1990

Norwood Realty, Commercial Real Estate Division

Sold and leased commercial and industrial real estate by developing and implementing property specific marketing plans based on property type, marketability and advertising budget.

Product Marketing Engineer

1984-1988

Sprague Electric Company, Semiconductor Division (*now Allegro MicroSystems*)

Responsible for marketing, sales support and pricing of Semiconductor product line to customers and distributors located in United States and Europe.

Education

Masters Business Administration, 1983, Southern New Hampshire University
B.S., Civil Engineering, 1981, University of New Hampshire

Community

Manchester Community College, Advisory Board, 2006 - present
St. Mary's Bank Advisory Board Concord, 2025 - present
Concord Country Club, Board of Directors, 2023 - present
White Park Skate House Fundraising Committee, 2018 - 2019
Holy Cross Family Learning Center, Board of Directors, 2011 - 2016
Black Ice Hockey, Board of Directors, 2010 - 2021
Easter Seals NH, Board of Directors, 2006 - 2012
NH Legends of Hockey, Board of Directors, 2006 - 2012, Served as President 2010 - 2012