

# Westchester County

George Latimer  
County Executive

January 16, 2024

Westchester County Board of Legislators  
800 Michaelian Office Building  
148 Martine Avenue  
White Plains, New York 10601

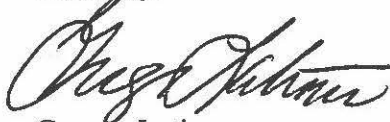
Dear Members of the Board of Legislators:

In accordance with Section 110.21 of the Laws of Westchester County, transmitted herewith for your confirmation is a resolution to appoint, effective January 1, 2022, Lawrence C. Soule as the Budget Director of the Westchester County Department of Budget for a term to commence on January 1, 2022 and expire on December 31, 2025.

I have made a thorough review of Mr. Soule's credentials and experience, and have determined that his appointment as Budget Director is in the best interests of the Department of Budget and of the County, generally.

Therefore, I most respectfully recommend and urge your Honorable Board to adopt the attached resolution confirming the appointment, effective January 1, 2022, of Lawrence C. Soule as Budget Director of the Westchester County Department of Budget for a term to commence on January 1, 2022 and expire on December 31, 2025.

Sincerely,



George Latimer  
County Executive

GL/nn

# Westchester County

George Latimer  
County Executive

January 16, 2024

Lawrence C. Soule  
43 Bittersweet Trail  
Wilton, CT 06897

Dear Mr. Soule:

It is my pleasure to appoint you, effective January 1, 2022, as Budget Director of the Westchester County Department of Budget. Please be advised that while this appointment authorizes you to immediately assume the duties and responsibilities of said office, your appointment is subject to confirmation by the Westchester County Board of Legislators. Once confirmed, your term of office, pursuant to the Laws of Westchester County will expire on December 31, 2025.

As you know, the Budget Director is responsible for, among other things, the preparation of the budget for submission to me, as County Executive, as well as performance of such other duties as I direct pursuant to law.

Pending your confirmation by the Board of Legislators and in accordance with New York State law, you must take and file an oath of office in the Office of the Westchester County Clerk. Please be advised that your failure to take and file such an oath within thirty days of the date of this appointment letter, or within thirty days after the commencement of your term, will result in the office of the Budget Director being deemed vacant. If you have any questions with regard to these legal requirements, please contact the County Attorney.

Thank you for your previous service to Westchester and I look forward to continuing to work with you.

Sincerely,



George Latimer  
County Executive

GL/JN/nn

# Lawrence C. Soule

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## BUSINESS BACKGROUND

- 1/10-Present      WESTCHESTER COUNTY, WHITE PLAINS, NY  
**Budget Director**
- Responsible for the County's operating, special districts and Community College budget as well as the County's 5-year Capital Plan.
  - Oversee the preparation of quarterly revenue and expenditure forecasts and make recommendations as necessary during the year to stay within budget
  - Assist with County General Obligation bond issuances including developing the plan of finance as well as rating agency presentations.
  - Chair of the Westchester County Deferred Compensation Board
  - Review and Approve fiscal impact statements for all legislation introduced by the County Executive and the Board of Legislators
  - Member of the Board of Acquisition and contract
  - Provide assistance in negotiating several of the largest County Contracts, including for the Bee Line Bus System
  - Have a key role in the oversight and administration of relief/fiscal recovery funds under CARES and ARPA programs
- 1/09-12/09      NEW YORK STATE SENATE, ALBANY, NY  
**Deputy Secretary Finance**
- Manage a staff of 34 professionals with responsibility for various aspects of the State budget
  - Played a Central role in negotiating a budget of \$130 billion and closing a budget gap of over \$17 billion on behalf of the New York Senate
  - Oversaw the preparation of revenue projections on behalf of the senate for the consensus revenue forecast
  - Briefed senators on all aspects state budget including recommendations for eliminating the budget deficit
  - Developing a new budget system to help to streamline the budget process in the Senate
  - Creating a new revenue forecasting model to more accurately project state revenues
- 1998-2008      BANC OF AMERICA SECURITIES LLC, BANK OF AMERICA, NY, NY (2002-2/08)  
**Vice President, Investment Banker, Public Finance/Housing Finance Group**  
Continued assignment as Financial Advisor to the USVI and Government of Guam established at Wachovia Securities, described below. Assigned additional responsibilities as Housing and Northeast Banker.
- Housing Banker (2002-4/07)/Northeast Banker (4/07-2/08)**
- Banker for 7 State Housing Finance Agencies including Maine Housing, Rhode Island Housing, MassHousing, Mississippi Home Corp., N. Carolina HFA, and CT HFA
  - General Government Banker for Northeast including issuers within MA, ME, and RI
  - Prepared complex restructuring analyses and proposals for MA Water Resources, Turnpike, and School Building Authorities, State of Rhode Island and State of Maine
- FIRST UNION CAPITAL MARKETS/WACHOVIA SECURITIES (1998-2002)**  
**Financial Advisor, U.S. Virgin Islands and Government of Guam**
- Member of USVI Governor's Fiscal and Economic Recovery team preparing weekly cash flow projections of revenues and expenditures
  - Financial Advisor on \$1+ billion in Municipal bond transactions for USVI including tobacco Securitizeds, Garvee Bonds, BANs, TANs, Revenue and G.O. Bonds
  - Provided ongoing advice to government leaders on such issues as tax and pension fund reforms, funding alternatives, and the creation of a territorial municipal bond bank

# Lawrence C. Soule

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## BUSINESS BACKGROUND (Continued)

- Trusted advisor to territory testifying before local legislature on bond bills
- Secured financings for port facilities, a cancer treatment center, historic restoration, hotels, highways, school renovations, and economic revitalization projects

### **Achievements:**

- Co-author of Governor's Five Year Economic and Fiscal Recovery Plan
- Obtained USVI's 1<sup>st</sup> investment grade G.O. credit rating from all 3 rating agencies
- Instrumental in USVI government turnaround by analyzing local laws/politics and developing refinancing plans and initiatives to resolve cumulative and structural deficits
- Assisted government in securing cost effective credit enhancement and terms for bonds through negotiation with insurers, bond underwriters, and financial institutions

1995-1998

MOODY'S INVESTORS SERVICE, New York, NY

### **Analyst, Structured/Public Finance**

Analyzed bond structures and cash flows to assign credit ratings to various money market eligible securities and mortgage revenue bonds. Interacted with clients, underwriters, bond counsels and issuers.

- Securities rated include variable rate demand obligations, notes, derivatives, tax-exempt mortgage revenue bonds, industrial development revenue bonds and commercial paper
- Reviewed such structures as letter of credit secured transactions, insured and inverse floaters, municipal strips and custodial receipts
- Gained in-depth knowledge of securities law relating to money market funds
- Prepared credit reports and wrote articles on rating criteria for publication to investors
- Policy Committee member developing rating criteria and monitoring industry trends

1991-1995

BANKERS TRUST COMPANY, New York, NY

### **AVP/Product Manager, Corporate Trust-Loan Services Div. (1992-95)**

Directed a staff of 5 personnel providing fund accounting, record keeping, custodial and cash management services to clients with loan assets of \$1.5+ billion.

1988-1989

COLONIAL GROUP, INC., Boston, MA

### **Mutual Fund Analyst/Internal Auditor**

Performed internal audits on mutual funds and prepared annual-semi-annual financial statements, SEC documentation and Board of Directors reports.

1986-1988

PUTNAM COMPANIES, Boston, MA

### **Staff Accountant**

Responsible for daily pricing of a U.S. Government securities mutual fund with investment in treasuries, GNMA's, and treasury options/futures.

## EDUCATION

NORTHEASTERN UNIVERSITY, Boston, MA

**Master of Business Administration (1990)**

LEHIGH UNIVERSITY, Bethlehem, PA

**Bachelor of Science, Finance and Economics (1986)**

RESOLUTION - 2024

TO THE COUNTY BOARD OF LEGISLATORS  
OF THE COUNTY OF WESTCHESTER, NEW YORK

WHEREAS, the County Executive having on the 1<sup>st</sup> day of January, 2022, appointed Lawrence C. Soule as the Budget Director of the Westchester County Department of Budget, for a term to commence on January 1, 2022, and expire on December 31, 2025, in accordance with the terms and provisions of the Westchester County Charter, as amended, and subject to the confirmation of this Board; it is

RESOLVED, that said appointment be and is hereby confirmed.

Dated: \_\_\_\_\_, 2024  
White Plains, New York