



Robert K. Welty

Managing Director

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Industries

Finance

Regional & Community
Banks

Multifamily Housing

Practice Areas

Industry Consultants &
Advisors

Health Care

As a managing director in the industry consultants and advisors group, Bob fosters entrepreneurship and the diversification of business ideas and has a passion for helping others achieve their goals. With over 40 years of experience in the financial services industry, Bob has consistently delivered strategic initiatives and innovative solutions that have propelled organizations to achieve sustainable growth. His expertise has allowed him to be a trusted advisor, servant leader, and mentor to community partners.

Prior to joining FBT Gibbons, Bob served as the market president of Fifth Third Bank in which he coordinated business development and decision-making activities for their retail, commercial and wealth asset management divisions in West Virginia. During his leadership at Fifth Third, Bob was an instrumental figure in a large healthcare merger relationship. Bob also sourced a \$50 million loan relationship in the healthcare space and a \$55 million personal investment relationship.

Bob provides consulting services for clients and does not act as a lawyer for or provide legal advice to clients.

Bob's Relevant Experience

Capital Access and Formation

In 2010, Bob was appointed by Governor Joe Manchin to the West Virginia Jobs Investment Trust (WVJIT) Board of Directors. The WVJIT was created by the West Virginia State Legislature as a public venture capital fund to develop, promote, and expand West

Virginia's economy by making investment funds available to eligible businesses, thus stimulating economic growth and creating or retaining jobs within the state.

Bob served as Vice Chairman of the WVJIT until 2021 and was a driving force in the growth and prosperity of the fund. He was instrumental in the formation of the West Virginia Capital Access program (WVCAP). This program was formed to assist credit-worthy companies that may not fit traditional lending models and is managed by the WVJIT staff. The two programs are the WVCAP Seed Capital Co-Investment Fund and the Subordinated Debt Fund.

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Consulting

Bob served as Vice Chairman of a technology research company and was heavily involved in the executive, audit, and compensation committees. Bob served as a consultative resource in matters relating to new business development, networking, sales forecasting/reporting and retention for this organization.

Other Info About Bob

Education

University of Charleston, B. A., 1975

Recognition

West Virginia Executive Magazine "Sharpshooters", *Inaugural class*, 2016

West Virginia State Journal Magazine, "Who's Who in West Virginia Business," 2019

Professional Affiliations

MATRIC Board of Directors, Vice Chairman, 2013 to 2023

West Virginia CEO Roundtable, Board of Directors, Secretary

Civic Activities

President's Advisory Board, University of Charleston

West Virginia University College of Business & Economics Visiting Committee, Member

St. Mary's Medical Center Foundation Board of Directors, former Chairman

West Virginia Jobs Investment Trust Board of Directors, former Vice-Chairman

YMCA Spirit of the Valley, Vice-Chairman

First Presbyterian Church of Charleston, Trustee

Rotary Club of Charleston, former member of Board of Directors and President, 2020-2021

Buckskin Council Boy Scouts of America, Friends of Scouting, former Chairman

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