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Press Release

First Annapolis Announces Three Promotions to Principal

Linthicum, Maryland: First Annapolis Consulting, Inc. is pleased to announce the promotion of Sarah Phelps, Joel Van Arsdale, and Dave Woynerowski to Principal.

Sarah Phelps specializes in our Card Issuing practice area and recently assumed a leadership role in establishing our loyalty program support service offering. Sarah has helped grow both our strategic sourcing and partnership finance businesses by successfully managing a series of large-scale client engagements over the past several years. She has also been instrumental in building our expertise in emerging areas such as healthcare payments.

Joel Van Arsdale specializes in our Merchant Acquiring practice area and recently assumed a leadership role in expanding our presence in Europe. In addition to having a deep body of expertise on card acceptance matters, Joel has advised clients on broad strategic issues in areas such as structuring complex outsourcing partnerships and effectively managing payment-related costs.

David Woynerowski specializes in our Card Issuing practice area with a strong focus on our partnership finance service offering where he advises leading companies on card-based alliances. Dave has a well-rounded experience base and his versatility has proven to be invaluable across our practice areas and client types. Dave's clients include the largest card partners in the retail, travel, and manufacturing sectors as well as leading financial institutions and payment networks.

First Annapolis is a management consulting and M&A advisory firm focusing on the financial services industry, particularly in payment-related products, services, and delivery. Our clients include U.S. and international financial institutions, payment networks, service providers, retailers, travel-related companies, affinity groups, manufacturers, trade associations, and government agencies. We offer a full range of services including strategy development, program management, portfolio/risk management, commercial risk management and compliance, and marketing support/execution. First Annapolis also offers a suite of specialized M&A advisory services that complements our consulting practice.

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