



Chartered 1708

Jared Littmann, Mayor  
160 Duke of Gloucester Street  
Annapolis, MD 21401-2517  
410-263-7997

December 12, 2025

To: Alderpersons, City of Annapolis

From: Mayor Jared Littmann

Re: Financial Advisory Commission reappointment

Pending your approval, I would like to reappoint Mr. Peter Vail to the Financial Advisory Commission. Mr. Vail has served on this board since 2025.

Peter Vail  
1257 Washington Drive  
Annapolis, MD 21403

Mr. Vail's term will expire on 12/03/2029. A copy of his resume is attached.

Thank You.



JL/hrr

**Application Form****Profile**

Peter

First Name

M

Middle  
Initial

Vail

Last Name

vailpete@hotmail.com

Email Address

1257 Washington Dr

Home Address

Annapolis

City

MD

State

21403

Postal Code

**Are you a resident of the City of Annapolis?**☐ Yes ☐ No**What ward do you live in? \***☒ Nonresident

Home: (703) 609-0661

Primary Phone

Alternate Phone

**Which Boards would you like to apply for?**

Financial Advisory Commission: Submitted

**Interests & Experiences****Are you an employee of the City of Annapolis?**☐ Yes ☐ No**Do you do business with the City of Annapolis?**☐ Yes ☐ No**Are you currently serving on any city boards or commissions?**☒ Yes ☐ No**If yes, please list board(s).**

I am currently serving on the FAC for the City of Annapolis

## Why are you interested in serving on a board or commission?

I was a new member to the current FAC Commission appointed earlier in 2025. I would like to serve for a few more "season" to see just how I can help advance the financial acumen of the City Staff and Council, thereby helping them steward City Funds for the future. At present I see many opportunities to better connect the various reports and planning procedures to develop a cohesive view of how the City should evaluate it's long term financial projections and objectives.

[Vail Resume - 2025.pdf](#)

Upload a Resume

## References

Fred Sussman, 125 West Street, Fourth Floor Annapolis, Maryland 21401 - T 410.268.660  
Ross Arnett, former Alderman, 443-745-2901 Jim Cardillo, Current Fac Member, (202) 680-8832

## Demographics

### Ethnicity

☒ Caucasian/Non-Hispanic

### Gender

☒ Male

### Sexual Orientation

☒ Straight/Heterosexual

06/07/1980

Date of Birth



## PETER McLAREN VAIL

vailpete@hotmail.com

Country of Citizenship: United States

### Current Address

1257 Washington Dr  
Annapolis, MD 21403  
(703) 609-0661

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### Summary:

Servant Leadership, People Development, Business Development, Financial Modeling, Revenue and Cost Modeling, Valuation Analysis, Capital Market Analysis, GAAP and SOX Audit Compliance, Access Expertise, Excel Expertise, ETL and SQL understanding, Functional & Technical Experience in SAP FI, CO & PS modules,

### Work

#### Experience:

**Orr Group, Inc.** Washington, DC

**Sr Director, Head of Finance** (April 2023 – Present)

- Responsible for all cash management, investments, insurance, budgeting, and financial reporting including income statements, balance sheets and statements of cash flow
- Use company's financial data in tandem with financial forecasting to create long term strategic financial plans and support hiring needs
- Meet with executives and stakeholders to present data, financial reports and business strategy
- Review project cost reports to assess overall firm profitability and proper incorporation of overheads into pricing structure
- Instituting stronger financial controls and operational efficiencies including comprehensive vendor review and ERP solution implementations
- Instituted regular cadence of quarterly forecasting and monthly revenue & expense revisions to provide line-of-sight to desired year end profitability
- Expanded existing Line of Credit and established cash management strategies to benefit from higher yielding financial instruments

**Giant of Maryland,** Landover, MD

**Finance Director** (Jan 2018 – October 2022), **Finance Manager** (September 2014 – Dec 2017)

- Member of small team responsible for the financial management of 164 grocery store Banner of greater \$50B publicly owned grocery retail conglomerate
- Provide insights and financial analytics including month end closing, financial statements, and corporate reporting to assess performance against financial and operational goals
- Manage the preparation and creation process for annual budgets and forecast revisions including the construction of individual store budgets allocated from Division total
- Prepare financial review and decision support service as required for investment in new locations and smaller Capital Expenditure Requests
- Continuously collaborate with Operations team to identify opportunities for expense reduction and increased labor efficiency
- Develop, maintain and disseminate weekly reporting on leading KPIs driving controllable Margin Performance by integrating data from multiple sources
- Member of cross-functional team that received the Ahold Global "Beppie" Award in 2015 for efforts to prevent \$18M of food waste

**National Railroad Passenger Corporation (AMTRAK),** Washington, DC

**Senior Financial Analyst,** June 2009 – August 2014

- Member of Financial Analysis team responsible for providing financial and business analyses to constituent federal agencies, the Executive Team and the Board of Directors
- Perform monthly reviews of account activity across all cost centers of the organization
- Work with individual departments to identify causes for significant budget variations
- Manage the monthly process of gathering information on entire organization's Capital activities to report to the Federal Railroad Administration
- Analyze financial data by route and by business line to identify operational areas of improvement and further management understanding of financial impacts to operational changes in service
- Responsible for continually implementing business reporting solutions using SAP's Business Planning & Consolidation (BPC) platform following the organization's cutover to SAP
- Former co-chair and Finance department representative for "Safe-2-Safer" committee responsible for fostering a more collaborative management environment

**Seale & Associates, Arlington, VA**

**Senior Associate, January 2007 – February 2009**

- Performed full merger & acquisition valuation analysis including comparable trading and transaction multiples, discounted cash flow (NPV), leveraged buy-out and accretion/dilution analysis
- Developed financial models and performed research to support expert testimony cases in the fields of corporate finance and bankruptcy law
- Assisted clients with the review of their internal financials
- Constructed proforma financial statements and forecasts for clients including best/worst/likely case scenarios
- Prepared Management Discussion & Analysis of client financials for prospective buyers
- Performed industry research and capital market analysis for clients on buy-side and sell-side mandates
- Performed research on shareholder trading activity and advised public companies on defense strategies
- Developed pitch proposals and marketing materials for business development
- Developed and maintained business relationships

**Accenture, Reston, VA**

**Client Financial Management, April 2004 - December 2006**

- Recipient of Quarter 3, Fiscal Year 2006 "Beyond Excellence" Finance Community Award
- Prepared biweekly budget variance report on Department of Defense software and systems integration project
- Built and maintained revenue/cost/margin models using forecasting tools and performed Estimate-at-Complete (EAC)/Earned Value Added (EVA) analysis based on results for three multi-million-dollar government contracts with the Department of Homeland Security
- Reported monthly financial performance results and engagement metrics to Senior Managers and Partners for key decision-making
- Built and maintained numerous ad hoc databases and tools to support primary CFM roles and responsibilities
- Implemented software programs designed to ease forecasting and aid in proper project-oriented revenue recognition
- Monitored GAAP compliance and internal control processes in accordance with Sarbanes-Oxley (SOX)

**Other  
Activities:**

**City of Annapolis Financial Advisory Commission Member – March 2025 - Present**

**Alzheimer's Association – Greater MD Chapter Board Member, January 2021 – October 2022**

**Technical  
Skills:**

Advanced knowledge of Microsoft Office Suite including Access, Excel and PowerPoint  
SAP Business Planning and Consolidation (BPC), Hyperion Essbase and Legacy ERP Accounting Systems  
Proficient with Visual Basic for Applications (VBA), SQL, SAP FI, CO & PS

**Education:**

**George Mason University, Fairfax, VA**  
Bachelor of Science in Finance (Magna Cum Laude)  
Minor in Economics  
Cumulative GPA: 3.8