

**Profile**

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

City of Raleigh Planning Commission: Submitted

**Please select your first Board preference: \***

City of Raleigh Planning Commission

**Please select your second Board preference: \***

Alcoholic Beverage Control Board

**Please select your third Board preference: \***

Raleigh-Durham Airport Authority

**Please select your fourth Board preference: \***

Greater Raleigh Convention and Visitors Bureau

**Please select your fifth Board preference: \***

GoTriangle Board of Trustees

**Please select your sixth Board preference: \***

Keep America Beautiful Advisory Board

George

First Name

D

Middle Initial

Weaver

Last Name

4209 Lassiter Mill Road

Street Address

Suite or Apt

Raleigh

City

NC

State

27609

Postal Code

**What district do you live in?**

District 7

Mobile: (336) 972-0585

Primary Phone

Business: (919) 606-7454

Alternate Phone

dallasweaver3@gmail.com

Email Address

Covalent Chemical

Employer

Sales Representative

Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes  No

In order to assure countywide representation, please indicate your place of residence:

Raleigh

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## Interests & Experiences

Why are you interested in serving on a Board or Commission?

I am interested getting evolved in county and want to give back.

## Work Experience

3 years - Non profit fundraising 2 years - customer service and sales

## Volunteer Experience

ECU IFC - President ECU student athletic advisory committee ECU - Student media board ECU  
chancellors student committee

## Education

East Carolina University - B.S. Economics 2017

## Comments

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[G.Dallas\\_Weaver\\_Resume\\_-.doc](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

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## Demographics

  
Date of Birth

Gender \*

Male

**Ethnicity \***

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Caucasian

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**Other**

**How did you become aware of Wake County volunteer opportunities?**

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County Website

**If you selected "Other" above, how?**

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Please upload a file

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**ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS**

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners which are found at the link below.

<http://www.wakegov.com/commissions/Documents/CodeofEthics.pdf>

# Dallas Weaver

Raleigh, NC,  
(919) 606-7454  
dallasweaver3@gmail.com

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## CAREER OBJECTIVE

Hard-working professional with 2+ years of experience and a proven knowledge of client relations, client relationship management, and Annual mid-level giving campaign management. Aiming to leverage my skills to successfully fill the role at your company.

## WORK EXPERIENCE

### **COVALENT CHEMICAL, RALEIGH, NC**

*Sales Representative, July 2019 - Current*

- Established relationships with local business through communicating with the key decision makers
- Identified opportunities through a consultative sales approach
- Developed and maintained relationships with consumers and businesses to ensure client satisfaction.

### **KAPPA ALPHA ORDER EDUCATIONAL FOUNDATION , Lexington, VA**

*Director of Development, Jan 2018 - July 2019*

- Manage a portfolio of over 250 prospects donor databases.
- Identify and build relationships with potential donors.
- Secure commitments of participation or donation from individuals or corporate donors.
- Complete 200 face to face proposals each year.
- Promote mid-level annual giving campaign.

### **KAPPA ALPHA ORDER, Lexington, VA**

*Associate Director, May 2017 - Dec 2017*

- Analyze and make suggestions for improvement.
- Compose a post meeting report summary.
- Meet with College/University officials. and Alumni.
- Review policies and rules with Officers.

### **JOHNSTONE SUPPLY, Greenville, NC**

*Inside Sales Representative, Jan 2017 - May 2017*

- Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services.
- Quote prices, credit terms, or other bid specifications.
- Maintain customer records, using automated systems.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.

## EDUCATION

**East Carolina University**

**Greenville, NC**

**B.S. Economics (May 2017)**

## ADDITIONAL SKILLS

- Multi-tasking
- Excellent written and verbal communication skills.
- Active Listening

- Proficient in Microsoft Office including Excel and PowerPoint.
- Interpersonal Skills
- Leadership

**Profile**

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

Capital Area Workforce Development Board: Submitted  
 Citizen's Energy Advisory Commission: Submitted  
 City of Raleigh Planning Commission: Submitted  
 Historic Preservation Commission: Submitted  
 Housing Authority: Submitted  
 Human Services Board: Submitted  
 Planning Board: Submitted  
 Wake Technical Community College Board of Trustees: Submitted  
 Wake County Steering Committee on Affordable Housing: Submitted  
 Commission For Women: Submitted

**Please select your first Board preference: \***

Capital Area Workforce Development Board

**Please select your second Board preference: \***

Commission for Women

**Please select your third Board preference: \***

Planning Board

**Please select your fourth Board preference: \***

Human Services Board

**Please select your fifth Board preference: \***

City of Raleigh Planning Commission

**Please select your sixth Board preference: \***

Housing Authority

Susan \_\_\_\_\_ Sanford \_\_\_\_\_  
First Name Middle Initial Last Name

1117 Gatling Street \_\_\_\_\_  
Street Address Suite or Apt

Raleigh \_\_\_\_\_ NC \_\_\_\_\_ 27610 \_\_\_\_\_  
City State Postal Code

**What district do you live in?**

District 5

Mobile: (919) 308-6441

Primary Phone

Business: (919) 334-4078

Alternate Phone

susansanford@gmail.com

Email Address

Research Triangle Cleantech  
Cluster

Employer

Executive Director

Job Title

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**If you live in an Extraterritorial Jurisdiction Area, select Yes:**

Yes  No

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**In order to assure countywide representation, please indicate your place of residence:**

Raleigh

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## Interests & Experiences

**Why are you interested in serving on a Board or Commission?**

I would like to contribute to my community and to learn firsthand about planning and other County and City issues.

## Work Experience

please see resume

## Volunteer Experience

Futures for Kids online career coach Big Brothers Big Sisters - big sister Previously, Habitat for Humanity of Durham Durham Literacy Center

## Education

please see resume

## Comments

Thank you

[Susan\\_Sanford\\_-\\_resume.docx](#)

Upload a Resume

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If you have another document you would like to attach to your application, you may upload it below:

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Please upload a file

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## Demographics



Date of Birth

### Gender \*

Female

### Ethnicity \*

Asian

---

## Other

How did you become aware of Wake County volunteer opportunities?

County Website

If you selected "Other" above, how?

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Please upload a file

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## ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

### ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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# Susan Sanford

1117 Gatling Street, Raleigh, NC 27610 □ [susanrsanford@gmail.com](mailto:susanrsanford@gmail.com) □ 919-308-6441 □ [LinkedIn](#)

## SUMMARY

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Public sector professional with 15 years of experience in community economic development. Skilled in project management, research and analysis, collaborating with diverse stakeholders, and leading teams.

## EXPERIENCE

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### **Executive Director, Research Triangle Cleantech Cluster** Cary, NC NOV 2016-PRESENT

- Assess, develop, deliver, and refine strategies to meet the organization's Program of Work
- Develop, monitor, and manage annual operating budget and maintain operational reserves
- Develop and maintain relationships with industry, local government, and academic stakeholders
- Represent the organization and region at industry conferences and regional, stakeholder meetings

### **Membership Director, Research Triangle Cleantech Cluster** Cary, NC JAN-NOV 2016

- Launched one-time projects, e.g. regional, career fair, to boost awareness of industry opportunities
- Launched advisory groups, e.g. Talent Committee, to operationalize feedback from key stakeholders

### **PROS Intern, Wake County Government** Raleigh, NC JUN-SEPT 2014; JUL-NOV 2015

- Studied Little River inter-local agreement to understand political actors and onset of ag leases
- Met with ag producers and federal government staff to understand obstacles to monitoring land use
- Researched and benchmarked practices in soil and water conservation and government contracting
- Analyzed CBA for land uses and refined research into concise report for Board of Commissioners
- Created social media performance measurements for staff at eight (8) county parks
- Used GIS and census data to inform park staff of the need for additional facilities

### **Relevant economic development research, UNC-Chapel Hill** AUG 2013-MAY 2015

- Researched and analyzed labor markets, targeted industry clusters, and incentives for a top 20 MSA
- Created a real estate, redevelopment plan using state tax credits for a rural community in NC

### **Competitive Market Analyst, Kenan Institute** Chapel Hill, NC FEB 2015-JUN 2015

- Benchmarked pricing models and service delivery methods for a public sector client vs competitors

### **Corporate Communications Instructor, Samsung, LG** Seoul, South Korea NOV 2011-MAY 2013

- Created curriculum and taught business professionals in group and 1:1 sessions for various clients

### **Executive Director, Futures for Kids (F4K)** Raleigh, NC APR 2002-NOV 2011

- Stabilized startup organization with assertive fundraising; managed staff of 6 and \$500K budget
- Recruited 70% of new board members and facilitated the organization's first strategic plan
- Raised \$1.3M by developing partnerships with public institutions, private sector, elected leaders
- Developed performance measurements to track usage by schools, corporate partners, volunteers

### **Communications Consultant, FHI 360** Durham, NC OCT 2001-MAR 2002

- Increased communication channels between 70 international, field offices and headquarters

### **Marketing Specialist / Event Planner, IBM** Durham, NC APR 1999-JUN 2001

- Facilitated collaboration between 8 cross-disciplinary teams through effective meetings
- Exhibited at trade shows and created events to promote IBM in key markets, inc NY, San Fran

## EDUCATION

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[Master of Public Administration](#), University of North Carolina (UNC)-Chapel Hill **MAY 2015**  
*Certificate in International Development*, UNC-Chapel Hill **MAY 2015**  
*Basics of Economic Development workshop*, IEDC / UNC School of Government **AUG 2012**  
*Korean for General Purposes, levels 1-2*, Sogang University in Seoul **NOV 2011-MAY 2012**  
*Bachelor of Arts, Journalism*, UNC School of Journalism **DEC 1996**

## TECHNICAL SKILLS

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ArcGIS – basic □ MapJournal □ IMPLAN - basic □ MS Office suite □ Basecamp □ Social media

**Profile**

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

Capital Area Workforce Development Board: Submitted  
City of Raleigh Planning Commission: Submitted  
Council on Fitness and Health: Submitted  
Domestic Violence Fatality Review Team: Submitted  
Population Health Task Force: Submitted  
Commission For Women: Submitted

**Please select your first Board preference: \***

Commission for Women

**Please select your second Board preference: \***

Population Health Task Force

**Please select your third Board preference: \***

Council on Fitness and Health

**Please select your fourth Board preference: \***

Capital Area Workforce Development Board

**Please select your fifth Board preference: \***

Domestic Violence Fatality Review Team

**Please select your sixth Board preference: \***

Economic Development Commission

Dori \_\_\_\_\_ Robertson  
First Name Middle Initial Last Name

12009 Shavenrock PI \_\_\_\_\_  
Street Address Suite or Apt

Raleigh \_\_\_\_\_ NC 27613  
City State Postal Code

**What district do you live in?**

District 7

Mobile: (919) 522-4332 \_\_\_\_\_ Home: (919) 845-2479  
Primary Phone Alternate Phone

dori.m.robertson@gmail.com \_\_\_\_\_  
Email Address

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**If you live in an Extraterritorial Jurisdiction Area, select Yes:**

Yes  No

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**In order to assure countywide representation, please indicate your place of residence:**

Raleigh

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**Interests & Experiences**

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**Why are you interested in serving on a Board or Commission?**

After a break in my volunteer activities, I'm available to become involved again. I hope to improve the lives of those in my community because I believe the saying that we are only as strong as our weakest link. We need to increase the number of contributing individuals in our community by giving them greater and equal opportunity, offering safe environments, and providing access to education. When there are more contributors, our community soars. I know that Wake County is a wonderful place to live, and I want to help that become a reality for more of our residents.

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**Work Experience**

2016-2020: Sales & Marketing Manger (ED&D /Eurofins MET Labs), Management, Sales, Marketing, Business Development, Operations 2007-2016: Business Owner/Independent Contractor (Sidekick Business Services), Marketing, Business Development, Accounting, Operations Prior: Stay-at-home mom; earlier experience office management

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**Volunteer Experience**

Children of Chernobyl: Board Member, host family (10+ years) Wake County: Guardian ad Litem (7+ years) Wake County Schools: Tutoring, room parent, chaperon (15+ years) Asbury United Methodist Church: Teacher, Leader, Board Member, Actor, Organizer

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**Education**

Associates, Computer Science Bachelors, Business & Marketing

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**Comments**

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[Dori\\_Robertson\\_Resume\\_2019\\_August.pdf](#)

Upload a Resume

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If you have another document you would like to attach to your application, you may upload it below:

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Please upload a file

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## Demographics



Date of Birth

### Gender \*

Female

### Ethnicity \*

Caucasian

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## Other

How did you become aware of Wake County volunteer opportunities?

County Website

If you selected "Other" above, how?

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Please upload a file

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## ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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# Dori Robertson

[dori.m.robertson@gmail.com](mailto:dori.m.robertson@gmail.com)

919.522.4332

12009 Shavenrock Place, Raleigh, NC 27613

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## SUMMARY OF QUALIFICATIONS

Product safety compliance Sales & Marketing Professional for NRTL and ISO 17025 Accredited Lab. Responsible for defining, managing, and implementing strategies and processes to impact growth and increase brand awareness.

## KEY CAPABILITIES

- NRTL Product Safety Testing & Certification Sales
- Environmental & Performance Testing Sales
- CE Mark & Compliance Assistance Sales
- Field Labeling Sales
- Business Development & Partner Identification
- Account & Relationship Management
- Strategic Thinking & Tactical Implementation
- Sales, Marketing & Operations Management
- Planning, Analyzing, Forecasting & Reporting
- Quality Assurance & Customer Service
- Proposal Coordination & Production
- Marketing Strategy, Messaging & Execution
- Team Leadership & Development
- Problem Solving & Dispute Resolution

## PROFESSIONAL EXPERIENCE

**Eurofins MET Laboratories SE/CertifiGroup/ED&D**  
**Sales & Marketing Manager**

**2015-Present**  
**Cary, NC**

- Product Safety Testing & Certification Sales Manager for NRTL & ISO 17025 Accredited Lab.
- Achieved percentage growth goals in three departments and exceeded overall growth goal of 15% topline.
- Managed B2B Partner Program, securing signed commitments from 83% of contacts.
- Led Sales Team in achieving the highest selling year in services division history.
- Improved Pay-per-click rates by 2% above industry standard, leading to increased leads and quotes.
- Evaluated, managed, and attended B2B and consumer trade shows and networking events to generate leads and increase brand awareness.
- Prospecting of cold and warm leads, and account management of personal leads.
- Led daily employee, weekly team, and monthly departmental meetings.
- Responsible for developing sales and marketing team, setting goals, and identifying learning experiences.
- Provide support to team by reviewing quotes, approving pricing, and resolving customer concerns.
- Operational lead in equipment division, leading to the best 6-month string in division history.

**SideKick Business Services**  
**Independent Consultant & Owner**

**2007-2015**  
**Raleigh, NC**

- Provided services in the Telecommunications, Medical, Technology, and Automotive industries.
- Pursued and developed partnerships for the launch of a mobile audiology unit, securing commitments from 90% of contacts.
- Established a physician referral marketing program, managed development of associated marketing pieces, and participated in educational sessions leading to increased referrals.
- Managed key referrer relationships of over 80 physicians through consistent face-to-face visits, resulting in increased referrals and revenue generation over prior year.

- Initiated consistent face-to-face visits to over 20 ophthalmologists, retina specialists, and optometrists to increase brand recognition and awareness of specialized low-vision services, resulting in a waiting list of new patients.
- Via nurturing campaign, cost-effectively identified industry professionals and KOLs interested in audiology technology and obtained commitments from those interested in serving on an advisory board.
- Identification, attendance, and logistical coordination for B2B and consumer trade shows and special events to generate leads and increase awareness.
- Researched and developed strategies for messaging, social media promotions, and ad campaigns offering cost-effective solutions to attract potential customers and grow the subscriber base.
- Managed and executed all aspects of the marketing mix, including: communications, database & information management, report generation, performance metrics, website content, SEO maintenance, digital & inbound campaigns, domain management, collateral development, and Pay-per-Click campaigns to develop customer loyalty and satisfaction.
- Evaluated options and implemented a patient management system capable of generating performance metrics while balancing cost, value, and ease of use.
- Established office procedures and administered human resources policies to create a successful environment for patients and employees.
- Worked with the CEO and foreign investors at the earliest stages to research, plan, and launch a new audiology practice, including budgeting, branding, hiring, and securing a location.
- Editing of various communications, including white papers, e-learning modules, press releases, and proposals.

**Longent, LLC****Marketing Coordinator, Office Manager & Advisor****2009-2011****Raleigh, NC**

- Provided marketing, business development, and accounting services in Technology industry.
- Identified new business opportunities and potential partners via trade shows and networking.
- Account management of customers to ensure satisfaction.
- Coordinated team efforts of successful bid responses of over \$10 million and produced and edited final product.
- Evaluated and established accounting, reporting, and administrative infrastructures to support rapid growth and improved cash management.
- Managed rebranding campaign to improve industry perception and increase brand recognition which included messaging, logo development, basic print collateral, and initial website design.
- Worked with CEO to identify targets and develop a marketing strategy.
- Hired and trained administrative and accounting staff.

**EDUCATION & TRAINING****BS Business Administration-Marketing, Strayer University, Summa Cum Laude****AS Computer Science, Commonwealth College, Summa Cum Laude****Work of Leaders Certification****Managing for Results Training****Managing Problem Performance Training**

**Profile**

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

City of Raleigh Planning Commission: Submitted

**Please select your first Board preference: \***

City of Raleigh Planning Commission

**Please select your second Board preference: \***

None Selected

**Please select your third Board preference: \***

None Selected

**Please select your fourth Board preference: \***

None Selected

**Please select your fifth Board preference: \***

None Selected

**Please select your sixth Board preference: \***

None Selected

Randy  
First Name

O  
Middle Initial

Overton  
Last Name

8809 Stonegate Dr  
Street Address

Suite or Apt

Raleigh  
City

NC  
State

27615  
Postal Code

**What district do you live in?**

District 6

Mobile: (919) 606-4405  
Primary Phone

Home: (919) 847-1715  
Alternate Phone

overton.ro@gmail.com  
Email Address

Overton Professional Services,  
LLC  
Employer

Owner- Semi Retired  
Job Title



**If you live in an Extraterritorial Jurisdiction Area, select Yes:**

Yes  No

**In order to assure countywide representation, please indicate your place of residence:**

Raleigh

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## **Interests & Experiences**

**Why are you interested in serving on a Board or Commission?**

I believe my experience with working for a large corporation where I utilized my skill sets, from analytical thinking, adult learning principles, exceptional planning, leadership, and management abilities will be beneficial in serving on the board. My ability to analyze needs and create solutions designed to yield an outcome have proven to be one of my strong assets. During my career with P&G in the Medical/Pharma business, I managed UNC, Duke, Wake Forest Medical, ECU Medical Schools as well as being involved in several clinical studies on our products. I'm positive I can make a significant contribution to the Raleigh Planning Commission.

## **Work Experience**

I have a diverse range of work experience from sales, marketing, government relations, lobbyist, management, ownership in two businesses, dental, medical, pharmaceutical. I have consulted small companies, and upstart companies. I have co-developed a medical device that was sold to VA Hospitals, nursing homes. Sold patents, marketing, products to another medical device company. Served on Venture Capital Board, two small business boards with up to 200 employees.

## **Volunteer Experience**

Going on 22 years serving with the Holiday Basketball Tournament in Raleigh. Triangle Education Foundation Served on UNC Dental School Education Website committee Served on North Carolina Technological Development Authority for 10 years. Appointed three times by two different governors and Lt. Gov Served on Alice Poe Health Foundation Served on CCFA Served on NC Dental Society Education for patients

## **Education**

Sales Mgmt. Two years, then yearly ongoing. Training Certificate, Procter & Gamble Sales Mgmt. Training School (Globally ranked #1, consumer company training school, Fortune 100) Strategic Planning & Analysis – The Brooks Group, West Chester, Pa. Management Coursework, East Carolina University, Greenville, NC Economics Coursework, NC State University, Raleigh, NC General Business Coursework, Hardbarger Business College, Raleigh, NC SGNA – GI Certification

## **Comments**

I have lived in Raleigh, Wake County for over 50 years and have been well connected to business leaders and political leaders. My wife worked for the State as Asst Chief of Child Support, then as Program manager for Wake County Child Support. Our two sons graduated from Millbrook High School and NCSU. I have many letters of references on my behalf from medical, dental, professionals.

[Randy OvertonResumeCity\\_Raleigh\\_PC.doc](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

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Please upload a file

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## Demographics



Date of Birth

### Gender \*

Male

### Ethnicity \*

Caucasian

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## Other

### How did you become aware of Wake County volunteer opportunities?

Other

### If you selected "Other" above, how?

City Council Member

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Please upload a file

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## ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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<http://www.wakegov.com/commissions/Documents/CodeofEthics.pdf>

RANDY O OVERTON  
8809 Stonegate Drive Raleigh, NC 27615  
919-847-1715 (h) 919-606-4405 (c)  
overton.ro@gmail.com [www.linkedin.com/in/rooverton](http://www.linkedin.com/in/rooverton)  
[www.overtonprofessionalservices.com](http://www.overtonprofessionalservices.com)

To whom it may concern,

I am applying for the open position on the Raleigh Planning Commission Board.

I spent over 31 years with Procter & Gamble contributing to the growth and success of seven business units over my career. Those positions were in sales, marketing, consumer, military, dental, and pharmaceuticals. Other roles were in government relations, management, college recruiter, and as a lobbyist at the State and Federal level.

I believe my experience with working for a large corporation where I utilized my skill sets, from analytical thinking, adult learning principles, exceptional planning, leadership, and management abilities will be beneficial in serving on the board. My ability to analyze needs and create solutions designed to yield an outcome have proven to be one of my strong assets. During my career with P&G in the Medical/Pharma business, I managed UNC, Duke, Wake Forest Medical, ECU Medical Schools as well as being involved in several clinical studies on our products.

Boards that I have served on and other experience in the past that include:

Board Member, Chair, Vice Chair; NC Technological Development Center (NCTDA)  
(Lead creation of Aurora Funds, Academy Funds, & NC First Flight Fund to Funds.)  
Board Member, Alice Poe Center for Health Education  
Board Member, Associated Brokers, Inc. Raleigh/Charlotte, NC  
Board Member, NC Dental Society, Board for Education.  
Recipient, Outstanding Young Men of America  
Guest Instructor, Duke University Marketing & Business Courses  
Guest Speaker, MBA Class at Meredith University.

I'm positive I can make a significant contribution to the Raleigh Planning Commission. Please know that I appreciate your time and consideration.

Sincerely,

Randy Overton

## **RANDY O OVERTON**

8809 Stonegate Drive ▪ Raleigh, NC 27615  
919-847-1715 (h) ▪ 919-606-4405 (c)  
overton.ro@gmail.com ▪ [www.linkedin.com/in/rooverton](http://www.linkedin.com/in/rooverton)  
[www.overtonprofessionalservices.com](http://www.overtonprofessionalservices.com)

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### **PROFESSIONAL SALES EXECUTIVE AND MANAGEMENT**

***Building consultative client relationships that drive robust revenue growth.***

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Top-performing Sales and Management professional with extensive experience in pharmaceutical sales, client management, product marketing, and government relations. Consistent track record of surpassing quotas and revenue targets using strategic planning and analysis of work. Well-versed in presenting new product initiatives and partnering with key leaders to penetrate new market share and deliver ROI consistently surpassing objectives.

- Strategic Planning & Leadership
- Market & Consumer Analysis
- Presentation & Negotiation
- Government Sales & Lobbying
- Solution Sales Methodologies
- Medical & Dental Sales
- Consumer Products
- C-level Collaboration

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### **PROFESSIONAL EXPERIENCE**

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Overton Professional Services, LLC January 2013 - Current

Owner/Consultant; representing clients in consumer, pharma, and active ownership.

YS Companies, Inc. NC April 2011-April 2013

Regional Manager--Strategically managed and grew the overall business operations for the Fayetteville, Lumberton and Raleigh Medical market. Providing quality staffing to dental, medical and industry. Manage employees/staff between two offices. Increased overall business over 340% in two years.

VaxCare Vaccine - Consultant Raleigh, NC (start-up company) August 2010-March 2011

Handled Government relations, business consultant for the State of North Carolina. VaxCare provided flu vaccine to health departments and other large employers.

PROCTER & GAMBLE PHARMACEUTICALS - Raleigh, NC 1999 to 2010

**Coastal Region Specialty Health Care Account Manager** (2009-2010)

Managed \$5.6M budget in Raleigh, NC promoting Asacol and educational programs targeted at specialty physicians. Managed five account managers that were in charge of Raleigh, Durham, Chapel Hill Markets promoting Women's Health Products, Actonel, and Enablex with a sales volume of \$8 million.

- Increased sales volume 111% in three months by analyzing business trends for top 25 targeted accounts and delivering focused sales message to secure new business.
- Ranked top 10% in US sales among 610 managers nationwide, building key relationships with clients and providing relevant scientific data to consistently secure new business.
- Led Southern Region in Managed Care pull through, targeting physicians with high volume managed care plans (BCBS, UHC) and rapidly expanding account base.

Procter & Gamble Pharmaceuticals – RALEIGH, NC

**Southern Region Market Account Manager** (2007 to 2009)

Provided strategic account marketing, consulting and training for top ten medical practices in Raleigh market with a \$21M sales volume. Spearheaded training programs for office staff and MDs at Wake Internal Medicine to create team approach.

- Implemented marketing plans formulated through sales market analysis that increased overall business by 112%.
- Advised name change from GI department to Wake Gastro, consulting with Chief Administrator on aligning objectives with target patient demographics. Catapulted new business 112% over 3 months as Wake Gastro's revenues boomed.
- Achieved Pace Setters and Council Awards Top 10% and 5% of sales both years in role, exceeding sales goals of 101% to 133% respectively.

PROCTER & GAMBLE PHARMACEUTICALS (*continued*)

**GI Specialty Rep** (1999 to 2007)

Accountable for gastroenterology portfolio in the Raleigh Market with clients including Medical/Teaching schools at UNC and Duke, the company's 2<sup>nd</sup> largest US territory with \$58M sales volume.

- Led group of MDs to set up Wake County Gut Club providing forum for GI Doctors to meet and discuss current medical challenges. Brought in thought leaders from med schools to present IBD updates. Increased quality of business relationships and overall sales 109% verses previous year when market indexed at 99%.
- Won Pace Setters and Council Awards six times for performance within top 10% and 5% of sales force. Increased sales year-over-year 10-15%, developing key relationships and providing relevant scientific data to consistently secure client business.

**P&G Early Experience**

Oral Care Professional Sales Manager: managed direct sales volume to dentists and dental schools of oral care products and pharmaceuticals. Served on web design team to help develop first website for dental professionals. Won top sales rep of year award for US two times. Placed in top 5% of sales nationally every year.

NC Government Relations Team Lead Lobbyist: represented four NC plants on corporate taxes and workplace policy issues. Served on Federal Relations Team in Washington, D.C. Accomplished \$750M in new corporate taxes in 1995.

Sales Manager: over \$20M business with 15 representatives. Taught at three sales schools in Cincinnati. Won top manager and team award three out of four years.

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## **EDUCATION & PROFESSIONAL DEVELOPMENT**

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**Sales Mgmt. Training Certificate**, Procter & Gamble Sales Mgmt. Training School  
*(Globally ranked #1, consumer company training school, Fortune 100)*

**Strategic Planning & Analysis** - The Brooks Group, West Chester, Pa.

**Management Coursework**, East Carolina University, Greenville, NC

**Economics Coursework**, NC State University, Raleigh, NC

**General Business Coursework**, Hardbarger Business College, Raleigh, NC

**SGNA - GI Certification**

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## **PROFESSIONAL AFFILIATIONS**

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**Board Member, Chair, Vice Chair**; NC Technological Development Center  
(NCTDA)

*(Lead creation of Aurora Funds, Academy Funds, & NC First Flight Fund to Funds.)*

**Board Member**, Alice Poe Center for Health Education

**Board Member**, Associated Brokers, Inc. Raleigh/Charlotte, NC

**Board Member**, NC Dental Society, Board for Education.

**Recipient**, Outstanding Young Men of America

**Guest Instructor**, Duke University Marketing & Business Courses

**Guest Speaker**, MBA Class at Meredith University.

**John Wall** Holiday Invitational Raleigh, NC

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## **AWARDS & PRESENTATIONS**

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Pace Setters Council Award PG Pharma (2009)

Pace Setters Award PG Pharma (2006, 2007)

CCFA Corporate Partnership Award (2004)

North Carolina Technological Development Authority Service Award (2000)

Pace Setters Award PG GI Pharma (1999, 2001, 2002, 2004)

Top 15% Sales PG Cardio Pharma (1998)

Technology Manager Award PG WD Team (1997)

NC Dental Society State Partnership Award (1996)

NC Dental Society 5th District Dental Partnership Award (1995)

Top 5% of Sales PG Oral Care. Bronze, Silver Awards (1989 - 1996)

Crohn's and Colitis Foundation Partnership Award for NC/SC

“How to Increase Sales through Strategic Planning with our Accounts”

*Presentation to South Region Sales Force, 2009*

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## RECOMMENDATIONS

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“Randy is well-known for his integrity and honesty. Without a doubt, Randy is a “superstar” in his profession and at the top our list of favorite pharmaceutical representatives.”

*Marybeth Spanarkel, MD, Regional Gastroenterology Associates, Durham, NC*

“I feel that Randy is among the top three pharmaceutical/medical device rep I’ve met in the last 20 years as a physician. He exudes professionalism in every aspect of the word.”

*Bulent Ender, MD, Wake Gastroenterology, Raleigh, NC.*

“Randy is always tremendously informed and passionate in his GI role. He connected extremely well with my support staff. “

*Hans Herfarth, MD, PhD, AGAF, Associate Professor of Medicine, UNC School of Medicine.*

“Randy is an extraordinary businessman. He has always impressed me with his business skills, intelligence, commitment and leadership.”

*John Ciannamea, Senior Managing Director, Academy Funds.*

“Randy is one of the best connectors in the industry. He has the ability to gain acceptance with clients, colleagues and friends quickly.”

*Paul Lichtman, District Manager, Procter & Gamble Pharmaceuticals.*

“Randy is one of the most talented representatives. He brings very unique qualities together. His knowledge of the business is second to none. His relationships with medical professionals and business leaders are a testament to his character and reliability.”

*Kevin Neff, Market Manager, Procter & Gamble Pharmaceuticals.*

“I hired Randy Overton for Procter & Gamble, Paper Products Div. He and I have been business associates and friends for over 25 years. He was the best hire that I ever made for Procter & Gamble. Randy excels as a sales professional and as a businessman.”

*Bob Crowder, Manager Retired from Procter & Gamble.*

**Profile**

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

Alcoholic Beverage Control Board: Submitted  
Board of Adjustment: Submitted  
City of Raleigh Board of Adjustment: Submitted  
City of Raleigh Planning Commission: Submitted  
Planning Board: Submitted  
Northern Wake Board of Trustees Firemen's Relief Fund: Submitted

**Please select your first Board preference: \***

City of Raleigh Planning Commission

**Please select your second Board preference: \***

City of Raleigh Board of Adjustment

**Please select your third Board preference: \***

Planning Board

**Please select your fourth Board preference: \***

Board of Adjustment

**Please select your fifth Board preference: \***

Alcoholic Beverage Control Board

**Please select your sixth Board preference: \***

Raleigh-Durham Airport Authority

Philip \_\_\_\_\_ Law \_\_\_\_\_  
First Name Middle Initial Last Name

2824 Peachleaf Street \_\_\_\_\_  
Street Address Suite or Apt

Raleigh \_\_\_\_\_ NC 27614  
City State Postal Code

**What district do you live in?**

District 6

Mobile: (910) 554-1525 \_\_\_\_\_ Mobile: (910) 554-1525 \_\_\_\_\_  
Primary Phone Alternate Phone

pjlw1@gmail.com \_\_\_\_\_  
Email Address



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**If you live in an Extraterritorial Jurisdiction Area, select Yes:**

Yes  No

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**In order to assure countywide representation, please indicate your place of residence:**

Raleigh

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**Interests & Experiences**

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**Why are you interested in serving on a Board or Commission?**

To continue to serve my country and community so that it is a better place for my children.

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**Work Experience**

IT Business Analyst Manager–Genworth Financial– Sep 16 – Current • Core Team project support and experience with MISITE rollout • Project Manager for 100+ Small-Medium projects • Gather and development of Business Requirements & Functional Requirements • Facilitate and support QA and UAT testing • Primary contact for integrations to Genworth for Loan Servicing • Experience with 3rd Party development & testing. Encompass, Mortgagebot, Mortgage Builder, LendingQB, Empower, Calyx, Byte, FICS, Fiserv, Black Knight, D&H, Roostify, • Working relationships with multiple departments at Genworth. Lender Servicing, Sales, Marketing, Commercial, IT, Delinquencies, Reporting, Rates, Compliance, Claims, Training, etc. • Experience with industry standards MISMO, XML, many different billing formats, MILAR • Extensive experience interacting with customers to promote and support the product. Which in turn increases New Insurance Written. Project Site Supervisor–Hewlett Packard– FEB 04 – APR 2015 NMCI/COSC/NGEN Contract ISO 9001 TOP Secret Clearance Project Site Supervisor (May 08 – Apr 15) • Manage cross-functional project teams and team leaders over different geo areas • Supervise projects from scope to completion • Gather, maintain and report metrics/milestones on projects • Instruct knowledge transfer to customers as part of project handover • Tier 3 Active Directory administrator. Unclassified and Classified. Creation, modification and deletion of objects, users, groups, permissions • Recruit, train supervisors and technicians on policies and procedures, performance reviews, action plans • Led implementation of all of Japan projects for 15 months on schedule, under budget and with superior customer satisfaction. Received commendations from SVP and customers. Recommended for advancement based on consistent outstanding results. Business Analyst Advanced (July 06 – May 08) • Administrator of central logistics database • Held daily round table meetings with customers and support personnel, Final project meeting with Executive leadership • Full support of tens of thousands of devices during break in period according to SLAs and KPIs • Interacting with customers to provide deliverables and customer service • Create, maintain and report records for unclassified and classified hardware • Worked with application developers to troubleshoot, log and test applications • Installed customer specified images from network or mobile resources both on and off site Computer Technician (Feb 04 – July 06) • Data and profile migration using CA Desktop Migration Manager, Windows USMT & Easy Transfer • Troubleshoot software/hardware and network issues • Installed, maintained and troubleshot thousands of applications mostly in the .gov realm Team Leader Sgt/E5 – U.S. Marines – DEC 99 – FEB 04 • Supervise personnel to complete missions in hostile environments • Develop operational plans • Manage training and development of Marines • Maintained and troubleshot both hardware and software for the unit • Maintained inventory of equipment and parts as well ordering replacement parts • Combat Iraq, Peace Keeping in Kosovo, Humanitarian in Liberia • While on deployment aboard the USS Iwo Jima my unit participated in the invasion of Iraq where we were inserted to Mosul and captured the airport. During hostile conditions I maintained order, overcame obstacles and completed the mission.

## Volunteer Experience

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American Legion – Service Officer – Jan 2015 – JUN 2017 • Oversee delivery of American Legion program benefits. Provide evaluation and recommendations • Act as case manager preparing documents for submittal for financial assistance • Coordinate with Veterans groups and attend Community events

## Education

---

Strayer University Degree: Bachelor of Science Major: Information Systems Leadership Institute: International Leadership and Negotiation

## Comments

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[Philip\\_Law\\_Resume\\_V4.docx](#)

Upload a Resume

---

If you have another document you would like to attach to your application, you may upload it below:

---

Please upload a file

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## Demographics

  
Date of Birth

Gender \*

Male

Ethnicity \*

Asian

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## Other

How did you become aware of Wake County volunteer opportunities?

None Selected

If you selected "Other" above, how?

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Please upload a file

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**ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS**

## ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners which are found at the link below.

<http://www.wakegov.com/commissions/Documents/CodeofEthics.pdf>

# Philip J. Law

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2824 Peachleaf St Raleigh, NC 27614  
(910)554-1525 - Cell  
Pjlaw1@gmail.com

## OBJECTIVE

- Seeking an opportunity where I can be an asset to my employer by applying my experience leading cross-functional teams to successfully complete projects and achieve goals that include wide ranging challenges and multiple interactions with customers.
- I am capable and successful at jumping into new and difficult situations. I drive for and get results.

## SUMMARY OF QUALIFICATIONS

- IT Project manager with 14 years of experience in cross-functional leadership as a site manager on DOD/Private projects, 1000+ projects completed
- Operated, supervised and assists with policy and standing operating procedure creation
- Manage implementation projects of COTS computers for DOD exceeding 2000 devices per month ITIL
- IT Business Analyst experience with JIRA, Service Now, Daptiv, Sharepoint, Salesforce, Tea Leaf, Secure FX, Active Batch 10

## EDUCATION

Strayer University Degree: *Bachelor of Science* Major: *Information Systems*  
Leadership Institute: International Leadership and Negotiation

## PROFESSIONAL EXPERIENCE

### ***IT Business Analyst Manager-Genworth Financial- Sep 16 - Current***

- Core Team project support and experience with MISITE rollout
- Project Manager for 100+ Small-Medium projects
- Gather and development of Business Requirements & Functional Requirements
- Facilitate and support QA and UAT testing
- Primary contact for integrations to Genworth for Loan Servicing
- Experience with 3<sup>rd</sup> Party development & testing. Encompass, Mortgagebot, Mortgage Builder, LendingQB, Empower, Calyx, Byte, FICS, Fiserv, Black Knight, D&H, Roostify,
- Working relationships with multiple departments at Genworth. Lender Servicing, Sales, Marketing, Commercial, IT, Delinquencies, Reporting, Rates, Compliance, Claims, Training, etc.
- Experience with industry standards MISMO, XML, many different billing formats, MILAR
- Extensive experience interacting with customers to promote and support the product. Which in turn increases New Insurance Written.

### ***Project Site Supervisor-Hewlett Packard- FEB 04 - APR 2015*** ***NMCI/COSC/NGEN Contract ISO 9001*** ***TOP Secret Clearance***

Project Site Supervisor (May 08 - Apr 15)

- Manage cross-functional project teams and team leaders over different geo areas
- Supervise projects from scope to completion
- Gather, maintain and report metrics/milestones on projects
- Instruct knowledge transfer to customers as part of project handover
- Tier 3 Active Directory administrator. Unclassified and Classified. Creation, modification and deletion of objects, users, groups, permissions
- Recruit, train supervisors and technicians on policies and procedures, performance reviews, action plans
- Led implementation of all of Japan projects for 15 months on schedule, under budget and with superior customer satisfaction. Received commendations from SVP and customers. Recommended for advancement based on consistent outstanding results.

### **Business Analyst Advanced (July 06 – May 08)**

- Administrator of central logistics database
- Held daily round table meetings with customers and support personnel, Final project meeting with Executive leadership
- Full support of tens of thousands of devices during break in period according to SLAs and KPIs
- Interacting with customers to provide deliverables and customer service
- Create, maintain and report records for unclassified and classified hardware
- Worked with application developers to troubleshoot, log and test applications
- Installed customer specified images from network or mobile resources both on and off site

### **Computer Technician (Feb 04 – July 06)**

- Data and profile migration using CA Desktop Migration Manager, Windows USMT & Easy Transfer
- Troubleshoot software/hardware and network issues
- Installed, maintained and troubleshot thousands of applications mostly in the .gov realm

### ***Team Leader Sgt/E5 – U.S. Marines – DEC 99 – FEB 04***

- Supervise personnel to complete missions in hostile environments
- Develop operational plans
- Manage training and development of Marines
- Maintained and troubleshot both hardware and software for the unit
- Maintained inventory of equipment and parts as well ordering replacement parts
- Combat Iraq, Peace Keeping in Kosovo, Humanitarian in Liberia
- While on deployment aboard the USS Iwo Jima my unit participated in the invasion of Iraq where we were inserted to Mosul and captured the airport. During hostile conditions I maintained order, overcame obstacles and completed the mission.

### **Community Service**

#### ***American Legion – Service Officer – Jan 2015 – JUN 2017***

- Oversee delivery of American Legion program benefits. Provide evaluation and recommendations
- Act as case manager preparing documents for submittal for financial assistance
- Coordinate with Veterans groups and attend Community events

**Profile**

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

Capital Area Workforce Development Board: Submitted  
City of Raleigh Planning Commission: Submitted  
Library Commission: Appointed  
Raleigh-Durham Airport Authority: Submitted  
Wake Technical Community College Board of Trustees: Submitted  
WakeMed Hospital Board of Directors: Submitted  
GoTriangle Transit Citizen Advisory Committee: Submitted

**Please select your first Board preference: \***

Library Commission

**Please select your second Board preference: \***

WakeMed Hospital Board of Directors

**Please select your third Board preference: \***

Raleigh-Durham Airport Authority

**Please select your fourth Board preference: \***

City of Raleigh Planning Commission

**Please select your fifth Board preference: \***

Triangle Transit Authority Board

**Please select your sixth Board preference: \***

Capital Area Workforce Development Board

Atul \_\_\_\_\_ Goyal \_\_\_\_\_  
First Name Middle Initial Last Name

4713 White Chapel Way \_\_\_\_\_  
Street Address Suite or Apt

Raleigh \_\_\_\_\_ NC 27615  
City State Postal Code

**What district do you live in?**

District 6

Home: (919) 803-9184 \_\_\_\_\_ Home: (919) 803-9184 \_\_\_\_\_  
Primary Phone Alternate Phone

atulmoni@gmail.com

Email Address

Magnetar LLC

Employer

CEO

Job Title

---

**If you live in an Extraterritorial Jurisdiction Area, select Yes:**

Yes  No

---

**In order to assure countywide representation, please indicate your place of residence:**

Raleigh

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## Interests & Experiences

**Why are you interested in serving on a Board or Commission?**

I have been living in Wake County for last 10 year and will like to contribute towards better serving the society. I have been library commission member in 2010 and 2011. My Wife has served Womens Commission for 5 years. I have children who use library extensively hence wanted to give back to the community.

## Work Experience

Atul Goyal has extensive experience in leading Six Sigma projects~ product management~ program management~ quality and engineering. Over his 19 year career~ he has worked for several fortune 50 companies in US and India including Hughes~ Siemens~ Mo...

## Volunteer Experience

Atul has volunteer experience from his college years in India where he educated house maid's kids and other struggling k12 students. In Wake Country~ he has taken part in activities for like Jordan lake cleaning in wake county~ and has served in the W...

## Education

Atul graduated from University of Delhi with a BTech in Computer Engineering. He also holds an MBA from Northwestern University~ Evanston~ IL. He is a certified PMP from Project Management Institute~ Six Sigma Master Black Belt

## Comments

I am deeply interested in health and well being of our community and in shaping the future direction of our government through active contribution of my time and skills. I want to make our county and state the best place to live~ work and raise family.

[1973 Atul Goyal - Biography - v2.pdf](#)

Upload a Resume

\_\_\_\_\_  
If you have another document you would like to attach  
to your application, you may upload it below:

\_\_\_\_\_  
Please upload a file

---

## Demographics



Date of Birth

### Gender \*

Male

### Ethnicity \*

Asian

---

## Other

### How did you become aware of Wake County volunteer opportunities?

County Website

### If you selected "Other" above, how?

\_\_\_\_\_  
Please upload a file

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## ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

### ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners which are found at the link below.

<http://www.wakegov.com/commissions/Documents/CodeofEthics.pdf>



# Atul Goyal

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Atul Goyal has extensive experience in product management, new product introduction, program management, quality and engineering.

Over his 19 year career, he has worked for several fortune 50 companies in US and India including Hughes, Siemens, Motorola, Wal-Mart, Pfizer and Zoetis as lead engineer, Program manager, Internal Consultant, Engineering Director, Lean Six Sigma Black Belt and Master Black Belt Consultant.



As a Program manager in Motorola, he was responsible for setting up a front end planning team for developing next generation mobile phones including demand-supply optimization, 36 month roadmaps, Software Bill-of-Material, feature content. In this role, he reduced Time-To-Market for next generation phone from 24 months to 20months.

Atul was instrumental in creating communication effectiveness program at Sams Club unit of Wal-Mart and streamlined the head-office/store communication. He used advanced analytics to measure effectiveness of actions for regulation/policy compliance, store setup, merchandise display and visibility.

Atul's Six Sigma career started with Motorola where he earned his Green Belt, Black Belt and Master Black Belt certifications. He led multiple Continuous Improvement projects which reduced Motorola warranty liability to the tune of \$30M/year and increased New Product Introduction velocity.

He coached many Green Belt and Black Belt projects and was recognized as the Master Trainer within Motorola Continuous Improvement community.

## Education

Atul graduated from University of Delhi with a BTech in Computer Engineering.

He also holds an MBA from Northwestern University, Evanston, IL  
He is a certified PMP from Project Management Institute  
Six Sigma Master Black Belt, Motorola

**Profile**

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

City of Raleigh Planning Commission: Submitted

**Please select your first Board preference: \***

City of Raleigh Planning Commission

**Please select your second Board preference: \***

City of Raleigh Planning Commission

**Please select your third Board preference: \***

City of Raleigh Planning Commission

**Please select your fourth Board preference: \***

City of Raleigh Planning Commission

**Please select your fifth Board preference: \***

City of Raleigh Planning Commission

**Please select your sixth Board preference: \***

City of Raleigh Planning Commission

Bob  
First Name

J  
Middle Initial

Fry  
Last Name

1409 Coolmore Dr.  
Street Address

Suite or Apt

Raleigh  
City

NC  
State

27614  
Postal Code

**What district do you live in?**

None Selected

Mobile: (919) 215-1609  
Primary Phone

Home: (919) 676-8303  
Alternate Phone

bobfryconsultant@gmail.com  
Email Address

Self Employed  
Employer

Broker  
Job Title

**If you live in an Extraterritorial Jurisdiction Area, select Yes:**

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Yes  No

**In order to assure countywide representation, please indicate your place of residence:**

---

Raleigh

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## **Interests & Experiences**

**Why are you interested in serving on a Board or Commission?**

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I can offer a vast background of experience in land planning and zoning, as evidenced in my Biography, while working efficiently with other members on the Commission to make recommendations to the City Council in ensure adherence to current Land Plans and UDO. I am able to examine information and make unbiased decisions using oral and written evidence in a particular case. I've resided in Raleigh since 1994 and moved from Los Angeles where I worked with Los Angeles County and local municipalities in land planning and development. I'm passionate about smart growth in Raleigh and understand the need for affordable housing and smart land planning. I will be a committed Board member making recommendations to the Mayor and City Council keeping in mind the needs of the community and ensuring the Councils goals are considered.

## **Work Experience**

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Worked for Bank of America 1972-1985 last as a VP in Los Angeles and worked for President of Bank President in San Francisco on global projects. Owned my own Real Estate Company in Los Angeles County and worked with Developers and Builders 1985 - 1994. Owned land development companies and constructed offices and townhome communities in Wake County 1994 - 2007 while working closely with the Planning Department and local engineers. Consulted for major Banks, including SunTrust, Capital Bank, BB&T and Bank of America during the Great Recession 2007-2014. Was Senior Vice President of Commercial Real Estate Construction for Capital Bank and First Horizon Bank managing over \$5B in construction projects throughout the Mid-Atlantic Region and Texas 2014 - 2019. Actively involved with North CAC and was Vice Chairman for Falls North Small Area Plan as appointed by the Raleigh City Council. Testified before Planning Commission and City Council for many years actively supporting smart growth and affordable housing. Refer to my Biography for additional information on my vast experience in Banking, land development, real estate sales and leadership responsibilities.

## **Volunteer Experience**

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NC Food Bank, YMCA annual fundraising, Habitat for Humanity and Bayleaf Baptist Church. Currently President - River Oaks Homeowners Association, Inc., member of National Association of Realtors, member of Triangle Multiple Listing Service and deliver food to home bound families during Covid-19.

## **Education**

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BA - Pepperdine University - 1974 MBA II Program, UCLA 1978 Real Estate Broker 1985-Current

## **Comments**

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I look forward to the opportunity to represent Wake County on the Raleigh Planning Commission and unselfishly offer my time to support our City's leadership while ensuring unbiased recommendations are made to the City Council and Mayor regarding zoning, UDO and land uses.

[Fry\\_Bob\\_Resume\\_3.5.19.doc](#)

Upload a Resume

[Fry\\_Bob\\_-\\_Biography\\_04102020.docx](#)

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

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## Demographics



Date of Birth

### Gender \*

Male

### Ethnicity \*

Caucasian

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## Other

How did you become aware of Wake County volunteer opportunities?

Other

If you selected "Other" above, how?

City Council Member

Please upload a file

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## ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

### ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners which are found at the link below.

<http://www.wakegov.com/commissions/Documents/CodeofEthics.pdf>

## Bob J. Fry, Real Estate Broker and CRE Consultant

Mr. Fry recently retired in March, 2019 from First Horizon Bank where he began in 2014 as Senior Vice President for Commercial Real Estate Construction. His team was responsible for over \$5B in commercial real estate construction projects.

Prior to the Senior Vice President position with First Horizon Bank, Mr. Fry was the owner of Fry Real Estate Investments, Inc. and Special Asset Consultants, LLC in Raleigh, NC. From 2007 to 2014, Mr. Fry consulted for Regional and National Banks to help work out their non-performing assets during the Great Recession. Some of Mr. Fry's clients included SunTrust Bank, Capital Bank, BB&T Bank and many small community banks. Mr. Fry's company worked on more than 200-projects while completing many projects in an effort to recover loan losses.

In 1994, Mr. Fry moved his family from Los Angeles, CA to Raleigh, NC. From 1994 to 2014, Mr. Fry was President of Fry Real Estate Investments, Inc., which was instrumental in developing and building townhomes in Wake Forest and Raleigh, in addition to constructing ocean-front townhomes in Carolina Beach. Mr. Fry's company also developed residential lots in Cary and Raleigh along with developing and building Class B offices in Raleigh.

From 1985 to 1994, Mr. Fry owned NOLCON Properties, LLC, a residential sales company in Los Angeles, CA. Mr. Fry worked closely with land developers and residential contractors while excelling in residential sales in Los Angeles County. Mr. Fry also worked closely with Veterans Administration - Property Disposition while volunteering and consulting for many non-denominational groups to sell or purchase church campuses throughout Southern California.

From 1972 to 1985, Mr. Fry served as Vice President for Bank of America in Los Angeles and San Francisco, CA., working closely with the Office of the President on projects in North America and throughout Asia and Europe. Mr. Fry was the Chairman of the 1984 Summer Olympic Games in Los Angeles for Bank of America. In this role Mr. Fry had to coordinate and work closely with Peter Ueberroth and his team to ensure the proper coordination and facilitation of the Games while implementing top security measures.

Mr. Fry was previously appointed by the Raleigh City Council to serve as the Vice-Chairman of the Falls North Small Area Plan. Mr. Fry and his wife Janice are active members of Bayleaf Baptist Church in Raleigh and have two grown sons who live and work in Raleigh after graduating from UNC-Chapel Hill. Mrs. Fry is a volunteer at Rex Hospital and is a Rex Hospital Guild Board member. Mr. Fry has volunteered as a YMCA fundraiser and worked as a

volunteer with the Food Bank and Habitat for Humanity. Mr. Fry currently serves as President of the River Oaks Homeowner's Association, Inc.

Mr. Fry graduated in 1974 from Pepperdine University, Los Angeles, CA and was enrolled at UCLA in the MBA II program from 1976 to 1978. Mr. Fry holds an active real estate Broker's license in NC and is a member of the National Association of Realtors and Triangle Multiple Listing Service.

**Bob J. Fry**  
**1409 Coolmore Dr.**  
**Raleigh, North Carolina 27614**  
**(919) 215-1609**  
[\*\*BobFryConsultant@AOL.Com\*\*](mailto:BobFryConsultant@AOL.Com)

## **Construction Loan Management**

### **Capital Bank, a Division of First Tennessee National Corporation**

Raleigh, North Carolina

August, 2014 - March, 2019

Senior Vice President - Construction Loan Management

Managed a team of eleven Construction Loan Specialists in FL, TN, NC, and TX markets.

Administered \$4B in Commercial Real Estate Construction and Owner-Occupied commercial real estate projects, totaling 325+ projects.

Developed procedures and guidelines for administering Professional Commercial Real Estate Construction and Market Based Commercial Real Estate Construction loans. Provided differentiated processes and procedures between ProCRE and Market Based CRE Loans to ensure the Client experienced a differentiated and easy work with process.

## **Real Estate Development and Management Experience**

**Special Asset Consultants, LLC**  
Carolina

*Raleigh, North*

*August, 2008 - August,*

*2014*

Assessed and analyzed over 350 residential and commercial development sites in default with SunTrust Bank, Bank of America, Capital Bank, Fifth Third Bank and Crescent State Bank. Recommended loan workout procedures and proposed resolutions on various land use issues while interfacing with Special Asset Department, OREO Departments and legal counsel for client. Insured governmental compliance for development sites and helped to maximize the value of real estate for Bank. Maintained a professional working relationship with NCDENR, Wake County Environmental and other governmental agencies in North Carolina, Virginia and South Carolina. Provided detailed project reports for each asset with supporting exhibits. Completed project inspections and made recommendations for compliance. Developed comprehensive Development Reports assessing development and regulatory

compliance. Manage REO assets and interfaced with governmental agencies for compliance.

Appointed as Receiver by Johnston County Superior Court to manage a residential development for SunTrust Bank and bring site into compliance with NCDENR and Town of Clayton. Acted on behalf of Board of Directors for Homeowners Association and interfaced with onsite builder.

***Fry Real Estate Investments, Inc.***

*Raleigh, North Carolina*

***President/Broker***

*August, 1994 - Present*

Engaged corporation in various land acquisitions, land development, office construction and residential construction projects in Wake County and Brunswick County, North Carolina.

***Ocean Vista Condominiums***

*Carolina*

*Beach, North Carolina*

*September, 2005 -*

*July, 2008*

Acquired ocean front land, developed and built residential condominiums for sale.

***Kilarney Pointe***

*Cary, North Carolina*

*January, 2004 -*

*October, 2006*

Acquired, entitled, developed the site and constructed forty single family lots sold to K. Hovnanian Homes of NC, Inc.

***Avalon***

*Raleigh, North Carolina*

*November, 2001 - August 2005*

Acquired, entitled and developed forty-six residential lots sold to Drees Homes of NC, Inc.

***Ashton Hall***

*Raleigh, North Carolina*

*July,*

*1998 - October, 2002*

Acquired, entitled, developed, constructed and marketed for sale fifty-nine custom townhomes.



**Fairway Villas**  
North Carolina

Wake Forest,

June,

1998 – April, 2002

Acquired, entitled, developed, constructed and marketed twenty luxury townhomes.

**Capital Office Centre**  
Raleigh, North Carolina

August, 1998 – September 2001

Acquired, entitled, developed, constructed and marketed forty-eight thousand square feet of office condominiums.

**Riverstone**  
North Carolina

Wake Forest,

June,

1996 – December, 1998

Acquired and developed land for forty-nine residential lots sold to custom home builders.

**Oakmark Office Centre**  
Raleigh, North Carolina

September, 1997 – October, 1998

Acquired, entitled, developed, constructed and marketed twenty-four thousand square feet of office condominiums.

**Carrington Ridge**  
Raleigh, North Carolina

July,

1996 – October, 1998

Acquired, entitled, developed, constructed and marketed thirty-six custom luxury townhomes.

**Professional Accreditation and Qualifications:**

- . Over 25 years experience selling REO and government owned real estate.
- . Qualified as an expert witness in Bankruptcy Court for land development.
- . Court appointed Receiver for residential development projects.
- . Strong organizational and crisis/conflict management skills.
  - . Experienced in new company startup and establishing/building new bank sites.
  - . Extensive marketing and sales experience with improved and unimproved real estate.

- . Experienced working with architects, engineers, government agencies and builders.

- . Member National Association of Realtors
- . Member Triangle Board of Realtors and Multiple Listing Service

## **Previous Experience**

**Equity Plus Properties, Inc.** *Los Angeles, California* *Los Angeles, California*  
**Owner/Broker** *October, 1986 - August, 1994*  
Owned and managed a real estate brokerage company in Los Angeles, CA with annual sales volume exceeding \$15 Million. Annually sold over 200 government and bank owned real estate.

**California Mortgage Co., Inc.** *San Dimas, California*  
*January, 1987 - July, 1994*  
Originated residential loans in conjunction with managing the Real Estate brokerage company.

**Bank of America** *Orange County, California*  
**VP - Area Manager**  
*October, 1985 - September, 1986*  
Area Manager for seven retail offices in North Orange County, including commercial lending, retail banking operations, corporate banking and community relations.

**Bank of America** *San Francisco, California*  
**VP - Worldwide Personnel** *October, 1984 - September, 1985*  
Worked on special projects for President Armacost, including the development and implementation of the Bank of America University for worldwide training.

**Bank of America** *Los Angeles, California*  
**VP - Administrative Assistant to RSVP** *April, 1982 - September, 1984*

Interfaced with the President's office and over two hundred retail managers in Southern California on behalf of the Regional Senior Vice President. Chairman of the 1984 Olympic Committee, interfacing with US Olympic committee on behalf of the Bank.

**Bank of America**

Los

Angeles, California

**VP - Regional Training Officer**

April,

1978 - March, 1982

Managed retail and commercial lending training personnel in Southern California. Developed and implemented training programs for retail banking and corporate level management.

**Bank of America**

Los Angeles,

California

**VP - Manager**

August, 1974 -

March, 1978

Managed operations for retail banking in Los Angeles. Responsible for human resources, commercial lending and customer service. Facilitated the opening of new retail branches in the Los Angeles area.

**Education**

**University of California- Los Angeles (UCLA)**

MBA II Program - Business June, 1978

**Pepperdine University - Los Angeles, California**

Bachelor of Arts - Psychology April, 1974



**Profile**

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

City of Raleigh Planning Commission: Submitted

**Please select your first Board preference: \***

City of Raleigh Planning Commission

**Please select your second Board preference: \***

City of Raleigh Board of Adjustment

**Please select your third Board preference: \***

Triangle Transit Authority Board

**Please select your fourth Board preference: \***

Centennial Authority

**Please select your fifth Board preference: \***

Housing Authority

**Please select your sixth Board preference: \***

Historic Preservation Commission

Roberta  
First Name

MK  
Middle Initial

Fox  
Last Name

5303 Sendero Drive  
Street Address

Suite or Apt

Raleigh  
City

NC  
State

27612  
Postal Code

**What district do you live in?**

None Selected

Home: (919) 455-6267  
Primary Phone

Home: (919) 455-6267  
Alternate Phone

robertamkfox@outlook.com  
Email Address

Catalyst Design  
Employer

Principal and Founder  
Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes  No

In order to assure countywide representation, please indicate your place of residence:

Raleigh

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## Interests & Experiences

Why are you interested in serving on a Board or Commission?

I would like to use my background and experience to benefit my community.

## Work Experience

I worked for the City of Raleigh from 2009-2019, most recently serving as an Assistant Planning Director and Principal Urban Designer for the Raleigh Urban Design Center. In late 2019 I founded Catalyst Design to continue my work in the planning, urban design, and transit industries. Additional information provided in the attached CV.

## Volunteer Experience

Oak City Cares, on-site volunteer Girl Scouts of America, troop leader

## Education

Master of Landscape Architecture, Louisiana State University Bachelor of Architecture, The Catholic University of America (see attached CV for additional information)

## Comments

[RFox-CV\\_2019.pdf](#)

Upload a Resume

[RFox\\_MasterBio.pdf](#)

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

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## Demographics

  
Date of Birth

Gender \*

Female

**Ethnicity \***

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Caucasian

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**Other**

**How did you become aware of Wake County volunteer opportunities?**

---

County Website

**If you selected "Other" above, how?**

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Please upload a file

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**ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS**

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners which are found at the link below.

<http://www.wakegov.com/commissions/Documents/CodeofEthics.pdf>



## Roberta MK Fox, AIA, ASLA

*Principal and Founder, Catalyst Design*

Roberta MK Fox has over 20 years experience practicing architecture, landscape architecture, and urban design for both private and public-sector projects with a special focus on strategic planning, project delivery, transportation architecture, and the people-centered spaces around them.

Roberta has left her mark on the transportation and social infrastructure of communities in Seattle, WA, Vancouver, BC, Washington DC, and most recently in Raleigh, NC where she served as the Assistant Director of City Planning and Principal Urban Designer at the Raleigh Urban Design Center. In this role, she influenced public space policy and design through a series of signature projects, including urban plazas, private use of public space regulation, community-focused/community-developed plans, and most notably Raleigh Union Station, a district-wide multimodal project she led from inception through implementation.

Through Catalyst Design, Roberta offers a range of services including:

- Grant Writing and Grant Administration
- Stakeholder Management
- Community Engagement
- Strategic Real Estate Advisory Services
- Project Management
- TOD Policy Development
- Long-term planning services for real-estate related matters, including, but not limited to:
  - Site Entitlement
  - Site Acquisition and Disposition Strategy
  - Environmental Permitting Process Management

In addition to real estate related services, Catalyst Design offers Typical Owner's Representative Services, from Pre-Construction through Project Handover on selected capital projects on an as-needed basis

## Why Roberta?

Proven track record of successfully positioning projects for federal funding

Experienced grant writer with over \$50M in recent grant awards

Consensus Builder

Staff Capacity Trainer

## Professional Credentials

Master of Landscape Architecture, Louisiana State University, 2001

Bachelor of Architecture, The Catholic University of America, 1998

American Institute of Architects

American Society of Landscape Architects

American Planning Association

## Years of Experience

20

## Office Location

Raleigh, NC



Catalyst Design PLLC



# Roberta MK Fox, AIA, ASLA

RobertaMKFox@outlook.com

*moving people and things*

## Urban Designer + Architect

Experienced executive with a demonstrated history of working in the architecture & planning industry. Urban Design and planning professional skilled in transit and transportation infrastructure, transit architecture, TOD Planning, Site/Master Planning, Economic Development, Mixed-use/Infill Development, Public Realm Policy and Design, Stakeholder Coordination, and Public Engagement.

## Professional Registration

**Registered Architect** – North Carolina

**Certified Planner** (anticipated 2019)

## Education

**Master of Landscape Architecture**, Louisiana State University: Baton Rouge, Louisiana, 2001

- Thesis "Perceptual Differences in Computer Renderings Depicting Landscapes"
- 2nd Year Graduate Terminal Project: An Analysis of an International Design Project: Taiwan High Speed Rail Project, Taoyuan Station, written in residence Fall 1999

**Bachelor of Architecture / Bachelor of Science in Architecture**, The Catholic University of America: Washington D.C., 1998/1997

- Thesis: "Crime and Urban Spaces: A Study of the Columbia Heights Neighborhood in Washington DC"

## Affiliations

The American Institute of Architects (AIA)

The Environmental Design Research Association (EDRA)

The American Society of Landscape Architects (ASLA)

The American Planning Association (APA)

## Professional Experience

**Assistant Planning Director** | City Planning, City of Raleigh, North Carolina: 2015-2019

**Principal Urban Designer** | Raleigh Urban Design Center, Raleigh, North Carolina: 2015-2019

**Civic Design + Implementation Manager** | Raleigh Urban Design Center : 2014-2015

# Roberta MK Fox, AIA, ASLA

RobertaMKFox@outlook.com

**Assistant Planning + Design Manager** | Raleigh Urban Design Center: 2009-2014

**Principal** | Fox2 Design, LLC: Athens, Georgia, 2006-2012

**Project Architect** | Clinkston Brunner Architects: Seattle, Washington 2006-2007

**Architect + Urban Designer** | VIA Suzuki Architecture, Seattle, Washington, 2002-2006

**Architect + Landscape Architect** | Otak, Inc.: Seattle, Washington, 2001-2002

**Landscape Architect Intern** | Haigo Shen International Engineering Consultants, Taiwan, Fall 1999

**Designer** | Burt Hill Kosar Rittleman, Washington D.C., Summers 1997-1999

**Founder + Lead Designer + 3D Renderer** | Visions, Inc., Washington D.C., 1996-2001

## Selected Projects

- 2019 **Raleigh Union Station Phase II** [project manager, outreach lead, stakeholder coordination]
- 2019 **South Park Heritage Walk Implementation** [project manager, design director, grant writer, outreach lead, stakeholder facilitation]
- 2018 **BUILD Grant** [primary author, design strategist, stakeholder facilitation]
- 2017 **#Planning100x100** [campaign development, stakeholder facilitation]
- 2015 **Outdoor Dining Analysis** [research + design director, graphics, outreach lead, public meeting facilitation, stakeholder facilitation]
- 2015 **P3 Request for Qualifications** [research, primary author]
- 2015-2017 **GoRaleigh Renovation** [concept design, planning + policy, stakeholder facilitation]
- 2015-2018 **Downtown Facility Master Plan** [design strategy, research, RFQ author, public meeting facilitation]
- 2015-2018 **Downtown Property Disposition Strategy** [research, RFQ author, public meeting facilitation]
- 2014-2017 **Raleigh Cary Rail Crossing Study** [land use director, real estate review]
- 2014-2018 **Six Forks Corridor Study** [design director, cost estimate review, public meeting facilitation]
- 2012-2018 **South Park Heritage Walk** [design advisor, policy development, stakeholder facilitation, public meeting facilitation]
- 2012-2015 **Raleigh Union Station** [project manager, outreach lead, public meeting facilitation, stakeholder facilitation]
- 2013 **Glascocock Street Neighborhood Traffic Calming Project** [design director]
- 2013 **TIGER V Grant** [primary author, stakeholder facilitation]
- 2012 **MTC Addendum** [project manager, planning + policy lead, primary author, stakeholder facilitation]
- 2012 **TIGER IV Grant** [primary author, stakeholder facilitation]

# Roberta MK Fox, AIA, ASLA

RobertaMKFox@outlook.com

- 2011-2012 **TOD Study** [project manager, GIS, graphics]
- 2011-2012 **Capital Boulevard Corridor Study** [primary built form design lead, public meeting facilitation]
- 2011-2012 **Blue Ridge Road District Study** [TOD study, proforma review]
- 2010-2012 **Light Rail and Commuter Rail Alternatives Analyses** [research, policy author]
- 2010-2011 **Jones Franklin Area Study** [project manager, primary designer, public outreach lead, public meeting facilitation]
- 2010-2011 **West Morgan Area Study** [primary designer, graphics, public outreach support, public meeting facilitation]
- 2009-2010 **Multi-Modal Transit Center Report** [project manager, graphics lead, 3d modeling, editor]
- 2006-2008 **Seattle Cruise Ship Terminal** [project architect, pedestrian flow research lead, graphics lead, stakeholder facilitation]
- 2004-2005 **First Hill Light Rail Station** [project manager, graphics support, outreach coordinator, public meeting facilitation]
- 2003-2005 **Seattle Monorail Project** [policy and design research lead, graphics support, outreach coordinator, public meeting facilitation]
- 2002-2002 **South Tacoma Commuter Rail Station** [project manager, graphics lead, outreach coordinator]
- 2001-2002 **Beacon Hill Light Rail Station** [design support, graphics lead, outreach coordinator]
- 2001-2002 **Tacoma Light Rail System** [design support, construction administration support]

## Grant Funding

- 2018 **BUILD Transportation Discretionary Grant program, U.S. Department of Transportation**  
**\$20,000,000** Raleigh Union Station Phase II, "RUS Bus"  
[author, lead design, project director]
- 2013 **TIGER Discretionary Grant program, U.S. Department of Transportation**  
**\$10,000,000** Raleigh Union Station Phase I B  
[primary author, lead design, project director]
- 2012 **TIGER Discretionary Grant program, U.S. Department of Transportation**  
**\$21,000,000** Raleigh Union Station Phase I  
[primary author, project manager]

# Roberta MK Fox, AIA, ASLA

RobertaMKFox@outlook.com

## Awards + Commendations

- 2019 **North Carolina American Institute of Architects Honor Award**  
Raleigh Union Station
- 2019 **Triangle Business Journal SPACE Award, Top State/County/Municipal Project**  
Raleigh Union Station
- 2019 **NCDOT Mobi Award, Multimodal Investments Transforming Communities, Innovation Award**  
GoRaleigh Station Renovations
- 2018 **Downtown Advocate Award, Downtown Raleigh Alliance,**  
Roberta Fox (Individual Award)
- 2018 **Sir Walter Raleigh Award for Community Appearance**  
Raleigh Union Station, Public Sector Winner  
Market + Exchange Plazas, Public Realm Winner
- 2018 **North Carolina American Society of Landscape Architects Recognition**  
Market + Exchange Plazas
- 2008 **Power Distribution Headquarters, Excellence in Building Green**  
King County, Washington, Project Architect
- 2007 **Power Distribution Headquarters, LEED Silver**  
U.S. Green Building Council
- 2001 **American Society of Landscape Architects, ASLA First Place Research Category**  
**Masters Thesis, "Perceptual Differences in Computer Renderings Depicting Landscapes"**
- 1999 **Competitive Placement in Louisiana State University Internship Abroad Program**  
Placement guaranteed a position in the Internship Program, a semester abroad studying the urban design and landscape architecture of Japan, Hong Kong, Indonesia, Malaysia, and Thailand; and an internship position at a multi-disciplinary firm in Taipei, Taiwan.
- 1996 **First Place in Studio: Benjamin T. Rome Foreign Studies Design Competition**  
Award guaranteed a position in the Foreign Studies Program, a semester studying the urban design and architecture of public spaces in Italy, Spain, Germany, Norway, Sweden, The Netherlands, and Finland.

# Roberta MK Fox, AIA, ASLA

RobertaMKFox@outlook.com

## Selected Invited Presentations | Conferences | Lectures

Speaker	"Vertical Use Integration: Designing for Density", AIA, June 2019
Invited Speaker	"Missing Middle Housing," Triangle Construction Real Estate Women, April 2019
Invited Speaker	"Raleigh Union Station and the Warehouse District", ULI Carolinas Conference, February 2019
Speaker	"Branding your Public Engagement", APA, April 2018
Speaker	"An Urban Agenda for Parks Planning", APA, May 2017
Invited Speaker	"Cities of Yesterday and Today", Keynote Speaker, NC Future Cities Competition, February 2017
Invited Speaker	"Large Infrastructure Grants", Grant Writing Seminar, NC AIA, April 2016
Speaker	"Top Five Urban Design Challenges of Raleigh Union Station", NC ASLA, April 2016
Invited Panelist	"The Future of Downtown", Urban Design Conference, March 2016
Invited Speaker	"Public Sector Design", Structures for Inclusion Conference, March 2016
Invited Speaker	"The Warehouse District and Union Station", ULI Carolinas Conference, Feb 2016
Invited Speaker	"Urban Design and Growing in Place", Growing in Place Conference, March 2016
Guest Critic	"Under-used/Wasted Landscapes," Professor Sara Queen, April 2015
Invited Speaker	"Raleigh Union Station – Mobile Workshop", NC MPO Conference, April 2015
Invited Speaker	"Raleigh Union Station – Station Area Planning Fundamentals", FRA Rail Program Delivery Conference, August 2014
Invited Speaker	"Raleigh Union Station – TIGER Fundamentals", FRA/Nation's Stations Committee, April 2013
Invited Speaker	"Blue Ridge Corridor – Transit Oriented Development Opportunities", NC ASLA Conference, April 2013
Guest Critic	"Retrofitting Suburbia with Health in Mind," Professor Kofi Boone, December 1, 2010
Guest Lecturer	"Transit and Urban Design," Introduction to Urban Design, June 24, 2010
Invited Speaker	"Fundamentals of a Successful Transit System – Introduction to Transit-Oriented Development," Raleigh Citizen Advisory Council, March 17, 2010
Invited Speaker	"Regional Rail Project Update – How can the Bicycle & Pedestrian Advisory Commission become involved?" Raleigh BPAC, February 21, 2011
Invited Speaker	"Transit Station Area Planning," Triangle Transit Planning & Legislative Committee, May 2, 2011

**Profile**

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

City of Raleigh Planning Commission: Submitted  
Planning Board: Appointed  
GoTriangle Board of Trustees: Submitted

**Please select your first Board preference: \***

Planning Board

**Please select your second Board preference: \***

City of Raleigh Planning Commission

**Please select your third Board preference: \***

Triangle Transit Authority Board

**Please select your fourth Board preference: \***

None Selected

**Please select your fifth Board preference: \***

None Selected

**Please select your sixth Board preference: \***

None Selected

Asa  
First Name

Middle Initial

Fleming  
Last Name

2928 La Manga Drive  
Street Address

Suite or Apt

Raleigh  
City

NC  
State

27610  
Postal Code

**What district do you live in?**

District 5

Home: (919) 454-6480  
Primary Phone

Home: (919) 434-8259  
Alternate Phone

asa.fleming@allentate.com  
Email Address

Allen Tate Company/Raleigh-Glenwood  
Employer

REALTOR®  
Job Title

---

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes  No

---

In order to assure countywide representation, please indicate your place of residence:

Raleigh

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## Interests & Experiences

Why are you interested in serving on a Board or Commission?

I have always been interested in serving the community where I live, and have a vested interest in the future development of Wake County.

## Work Experience

See Attached

## Volunteer Experience

See Attached

## Education

See Attached

## Comments

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[Asa Fleming Resume.pdf](#)

Upload a Resume

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If you have another document you would like to attach to your application, you may upload it below:

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Please upload a file

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## Demographics

  
Date of Birth

Gender \*

Male

**Ethnicity \***

---

African American

---

**Other**

**How did you become aware of Wake County volunteer opportunities?**

---

Current Wake County Volunteer

**If you selected "Other" above, how?**

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Please upload a file

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**ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS**

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners which are found at the link below.

<http://www.wakegov.com/commissions/Documents/CodeofEthics.pdf>



# ASA M. FLEMING

2928 La Manga Drive, Raleigh, NC 27610

(919) 454-6480

asa.fleming@allentate.com

---

**EDUCATION** North Carolina State University, Raleigh, North Carolina  
B.S. in Political Science, Criminal Justice Option, May 1994

<b>SKILLS &amp; EXPERTISE</b>	Investment Properties	Short Sales	Foreclosures
	First Time Home Buyers	REO	Residential Real Estate
	Buyer Representation	Sellers	Investors

**PROFESSIONAL CREDENTIALS** NC Real Estate Broker License

**RELEVANT WORK EXPERIENCE**

**Allen Tate Realtors®**, Raleigh, North Carolina  
*Broker, REALTOR®* February 2017 - Present  
Specialize in residential sales, first-time homebuyers, existing home and new home sales, and investment properties.

**Keller Williams Realty**, Raleigh, North Carolina  
*Broker, REALTOR®* November 2015 – February 2017  
Specialized in residential sales, first-time homebuyers, existing home and new home sales, and investment properties.

**Coldwell Banker Advantage**, Raleigh, North Carolina  
*Broker, REALTOR®* December 2008 – November 2015  
Specialized in residential sales, first-time homebuyers, existing home and new home sales, and investment properties.

**Realty Executives**, Raleigh, North Carolina  
*Broker, REALTOR®* August 2005 - December 2008  
Assisted Buyers and Sellers in the purchase or sale of residential real estate.

**Triangle Area Properties**  
*Real Estate Salesperson, REALTOR®* August 2001 - February 2004 ( )  
Assisted Buyers and Sellers in the purchase or sale of residential real estate.

**PROFESSIONAL ACTIVITIES**

**Leadership North Carolina**

- 2008 Graduate

**National Association of REALTORS® Leadership Academy**

- 2014 Graduate

**National Association of REALTORS®**

- Board of Directors, January 2016-Present
- Vice Chair, National Association of REALTORS® Leadership Academy, 2016

- Chair, National Association of REALTORS® Leadership Academy, 2017

**North Carolina Association of REALTORS®**

- President Elect, January 2017 - Present
- Regional Vice President, Region 10, January 2016-December 2017
- Board of Directors, 2011-Present
- Chair, Diversity Committee, January 2012-December 2013

**Raleigh Regional Association of REALTORS®**

- REALTOR® of the Year, 2016
- President, January 2013 – December 2013
- President-Elect, January 2012 – December 2012
- Secretary/Treasurer, January 2011-December 2011
- Board of Directors, 2010 – Present
- Board of Directors, REALTOR® Foundation of the Triangle,  
January 2013 – Present  
January 2011 - December 2011 (1 year)

**Triangle REALTOR® Leadership Academy**

- Dean, January 2011 - December 2011
- Associate Dean, January 2012 - Present  
January 2009 – December 2011
- 2008 Graduate

**COMMUNITY  
INVOLVEMENT  
& AWARDS**

**100 Black Men of America, Triangle East Chapter**

- Mentoring Committee Co-Chair, 2005-2008
- 2006 Mentor of the Year

**Haven House Services**

- 2005 Mentor of the Year

**Marbles Kids Museum**

- Board of Directors, 2011-2017
- Host Committee, 2011 Imagination Ball
- Host Committee Co-chair, 2014 Imagination Ball

**City of Raleigh Appearance Commission**

- Member, 2011-2017

**Wake County Voters Education Coalition**

- Member, 2006-Present