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

Board of Adjustment: Submitted

City of Raleigh Board of Adjustment: Submitted

City of Raleigh Planning Commission: Submitted

Planning Board: Submitted

Please select your first Board preference: *

☒ City of Raleigh Board of Adjustment**Please select your second Board preference: ***

☒ Board of Adjustment**Please select your third Board preference: ***

☒ City of Raleigh Planning Commission**Please select your fourth Board preference: ***

☒ Economic Development Commission**Please select your fifth Board preference: ***

☒ None Selected**Please select your sixth Board preference: ***

☒ None Selected

Stephen

First Name

Craig

Middle Initial

Cadwallader, Jr

Last Name

4852 Little Falls Drive

Street Address

Suite or Apt

Raleigh

City

NC

State

27609

Postal Code

What district do you live in?

☒ District 6

Home: (919) 255-8533

Primary Phone

Business: (919) 420-1556

Alternate Phone

ccadwallader@gmail.com

Email Address

Avison Young

Employer

Vice President, Capital Markets

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

Interests & Experiences

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

Originally from Raleigh, but also have over 15 years of experience running real estate throughout the southeast and now focused in the investment arena; I believe I have a good understanding of what can positively impact the city in which we live. I've seen both positive and negative development projects which have contributed in different ways. I believe we need to take a bigger picture view to highest and best land use when planning out our city. I'd welcome the opportunity to partner with many civic leaders who have the same view of bettering our city with a long term approach as opposed to a short sided view not in the public's best interest.

Work Experience

Investments, Financial Management, Operating Experience, Customer Service

Volunteer Experience

Current: Habitat for Humanity-Annual Fund Committee, Triangle Community Coalition Board Member
Previous: Young Associates Steering Committee for NC History Museum, Triangle Apartment Association (executive board) treasurer and secretary

Education

Bachelor's Degree- NC State University

Comments

Strong background in real estate operations~ energetic~ thoughtful~ as well as eager to learn and create a better place. Look forward to further discussing any opportunity.

[CC-Resume.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

Demographics

Date of Birth

Gender *

☒ Male

Ethnicity *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

None Selected

If you selected "Other" above, how?

Please upload a file

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>

STEPHEN “CRAIG” CADWALLADER, JR.

(919) 255-8533 [|ccadwallader@gmail.com](mailto:ccadwallader@gmail.com) | [Linkedin.com/in/CraigCadwallader](https://www.linkedin.com/in/CraigCadwallader)

High energy, business-savvy executive with 15 years of progressive operating experience across a vast range of multifamily asset types. Asset classes range from lease up / new construction, tax credit, student housing, market rate, to value add product types. Have demonstrated the ability to combine vision, experience, and expertise to project management with leadership to support client relations, financial analysis, strong intercommunication skills, as well as direct management of the sales process. **Areas of expertise include:**

- | | | |
|--------------------------------|------------------------|-----------------------------|
| • Relationship Building | • Project Management | • Financial / Data Analysis |
| • Direct Client Interactions | • Capital Improvements | • Communication Skills |
| • Staff Oversight / Management | • Renovations | • Team player |
| • Sales / Financially Driven | • Leadership | • Results Oriented |

PROFESSIONAL EXPERIENCE

AVISON YOUNG, Raleigh, NC
06/2017-Present

Vice President of Capital Markets | Multifamily Investment Sales

- Responsible for helping expand Avison Young's Multifamily Investment Sales practice in North Carolina.
- Specialize in the marketing, disposition, acquisition, and financing of multifamily assets throughout the southeast.
- Act as an advisor to buyer and seller clients as related to their commercial real estate needs.
- Provide superior levels of service through valuations, consultation, research, and brokerage activities.

TRIBRIDGE RESIDENTIAL, LLC., Raleigh, NC
03/2013-02/2017

Regional Portfolio Manager

- Senior associate in Triangle market.
- Responsible for management and preservation of NC multi-family portfolio (2,200+ units), comprised of student housing and market rate (conventional) assets. Prior work also includes tax credit.
- Properties located throughout the Raleigh, Cary, Charlotte, and Mooresville markets. Each asset in various stages of lease-up, renovation or development. Renovation projects target 20% + premiums.
- Previous markets include: Tampa, St. Petersburg, Orlando, Atlanta, Durham, and Austin markets.
- Primary focus to maximize NOI and COI while also contribute to capital assessments and formulation of new budgets. Act as direct relation to execute investor goals on each corresponding asset. Responsible for budgets in excess of \$23MM.
- Assist asset management in oversight of 6 commercial parcels located across 2 residential sites.
- Identify, build, and mentor on-site teams. Responsible for management of 40+ staff members with an average 6 direct reports.
- Direct client relations with Pritzker Realty, HIMCO, BayNorth Capital, HQ Capital, BlueRock, Summit Properties, Arbor Realty
- Assisted in transactional volume in excess of \$600MM through both acquisitions and dispositions of 20+ properties.

TRIBRIDGE RESIDENTIAL, LLC., Raleigh, NC

10/2012-02/2013

Area Manager

- Oversaw all student housing assets under management as well as consulted with 3rd party clients on outside student housing projects. (3 projects combined in excess of 3,000 rental units/beds)
- Developed, prepared, and managed operating budgets for all student housing assets. This included reforecasting of financial reports as necessary.
- Engaged in all HR related functions including recruiting, interviewing, hiring, training, and development of new employees.
- Administered multiple capital renovation projects totaling approximately \$6.1MM.
- Advised on development of training materials for student housing operations.
- Advised on 3rd party student housing assets outside of

TRIBRIDGE RESIDENTIAL, LLC., Raleigh, NC

6/2007-09/2012

(Formerly JLC Southeast & Julian LeCraw & Company, LLC)

Property Manager

- Managed, operated, and converted property operations from a "Class B" conventional community to a "Class A" student housing community (550+ rental units).
- Oversaw all property operations, managed property budgets (\$2.5+MM), capital expenditures (\$350K), and conducted market analysis. This included rebranding and repositioning of property.
- During re-development, leased property from 28% to 98% occupancy with a 20% premium added to existing rates.
- Awarded "Best Community" for 2008 within the company amongst a portfolio size of 30 properties, based on cash flow and NOI growth of 40%.
- Consistently, maintained occupancy in excess of 93%
- Responsible for oversight of staff of 13, plus additional temporary staff as needed.

JULIAN LECRAW & COMPANY, LLC., Raleigh, NC

06/2007-09/2008

THE MEDALLION DEVELOPMENT GROUP

Development Associate

- Lead overall on-site efforts of re-branding and repositioning the property in the marketplace.
- Contributed to re-development planning of the property, while acting as on-site supervisor of all redevelopment work (\$5.4MM).

UNIVERSITY PARTNERS, Raleigh, NC

5/2005

- 5/2007

FIRSTWORTHING RESIDENTIAL COMPANY, L.P.

Property Manager

- Managed and operated a \$36MM "Class A" student housing asset with 700+ rental units.
- Oversaw all property operations, managed property budgets, capital expenditures, and conducted market analysis.
- Implemented property budgets (\$3MM)
- Awarded Platinum 99%+ Occupancy Award; Best Marketing 2006-2007; Most Creative Marketing Award, and repeatedly ranked top 3 in the company amongst a portfolio size of 27 properties, based on occupancy percentage.
- Asset continuously maintained 18-23% NOI growth averaging \$350-\$400K.
- Consistently, maintained occupancy in excess of 93%
- Managed a staff of 16. Additionally, responsible for training 2 new managers within the region.

UNIVERSITY PARTNERS, Raleigh, NC

6/2004

- 5/2005

FIRSTWORTHING RESIDENTIAL COMPANY, L.P.

Assistant Property Manager

- Managed and collected income in excess of \$300K
- Assisted with overall property operations as required
- Teamed with Property Manager, Marketing Manager, and Corporate Marketing Director to ensure proper techniques were utilized.

UNIVERSITY PARTNERS, Raleigh, NC

4/2002 – 11/2003

FIRSTWORTHING RESIDENTIAL COMPANY, L.P.

Leasing & Marketing Associate - (Part-time while in school)

- Teamed with Marketing and Property Managers to provide marketing, leasing and property management support.
- Analyzed new markets and effective marketing strategies to keep property at full occupancy.
- Developed effective marketing strategies to compete against increased competition.
- Top Leasing Agent over six (6) month period

EDUCATION

Bachelor of Arts in Multidisciplinary Studies (2004)

Concentrations in Communications & Marketing

Minor Business Management

NORTH CAROLINA STATE UNIVERSITY

North Carolina Real Estate Broker

SUPERIOR REAL ESTATE SCHOOL

CERTIFICATIONS / AWARDS

CERTIFICATIONS:

- **CCIM Candidate** (in process, working toward)
- **NC Real Estate Brokers License**
- **CAPS** (Certified Apartment Portfolio Supervisor)

AWARDS: (Property Management)

- Best Community for 2008
- Platinum 99%+ Occupancy 2007
- Best Marketing 2006-2007
- Most Creative Marketing Event Award 2006

PROFESSIONAL ASSOCIATIONS/VOLUNTEER EXPERIENCE

TRIANGLE COMMUNITY COALITION (TCC)

- Board of Directors (2018-Current)

URBAN LAND INSTITUTE (ULI)

- Round Table Committee (2017-Current)

HABITAT FOR HUMANITY (Habitat-Wake)

- Fund Development Committee (2

MEMBERSHIP ASSOCIATIONS

- Urban Land Institute Member
- Ducks Unlimited Member
- NCSU Wolfpack Club & Alumni Club

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

City of Raleigh Planning Commission: Submitted
Greater Raleigh Convention and Visitors Bureau: Submitted
Housing Authority: Submitted
Juvenile Crime Prevention Council: Submitted
Planning Board: Submitted
United Arts Grants Panels: Submitted
Commission For Women: Submitted

Please select your first Board preference: *

☒ Housing Authority

Please select your second Board preference: *

☒ City of Raleigh Planning Commission

Please select your third Board preference: *

☒ Commission for Women

Please select your fourth Board preference: *

☒ Juvenile Crime Prevention Council

Please select your fifth Board preference: *

☒ United Arts Grants Panels

Please select your sixth Board preference: *

☒ Greater Raleigh Convention and Visitors Bureau

Tiffany

First Name

L

Middle Initial

Davis

Last Name

4217 Fawn Glen Drive

Street Address

Suite or Apt

Raleigh

City

NC

State

27616

Postal Code

What district do you live in?

☒ District 5

Mobile: (919) 889-0458

Primary Phone

Business: (919) 263-4461

Alternate Phone

tiphanie427@yahoo.com

Email Address

The Perry Group

Employer

Closing Manager

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

Interests & Experiences

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

I think it is very important to give back and I have a wide skill set that I am interested in utilizing for the improvement of my community.

Work Experience

Administrative/Executive Assitant, Office Manager, Licensed Real Estate Broker, Notary Republic, and Photographer

Volunteer Experience

None

Education

BA - Business Management

Comments

[Resume - Tiffany Davis v2018-RE.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 *

☒ Female

Ethnicity *

- ☒ African American
☒ Native American
☒ Other

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



TIFFANY DAVIS

LICENSED REAL ESTATE PROFESSIONAL

PERSONAL PROFILE

To partner with a highly motivated Team, focused on continued growth, that will utilize my diverse skill set and encourage opportunities for professional development

CONTACT



4217 Fawn Glen Drive
Raleigh, NC 27616



Tiphanie427@yahoo.com



(919) 889-0458



/tiffany-davis-2369188

EDUCATION

Real Estate, Residential Broker,
State of NC

Notary, Notary Public, Wake
County, State of NC

Insurance, Property & Casualty,
State of NC (Inactive)

Bachelors of Arts, Business
Management, Strayer University

SKILLS OVERVIEW

- Organized and detail oriented with the ability to think critically and adapt to change
- Experienced customer service professional with quality communication and people skills
- Resourceful team player successful in trouble shooting and proactive problem solving
- Proficient in multiple transaction and database management systems
- Adept at graphic design and social media management
- Experienced at coaching, training and meeting organization
- Highly creative with a background in photography

WORK EXPERIENCE

The Ida Terbet Group

NOV 2013- CURRENT

Social Media Manager- Design ad campaigns and landing pages to generate and capture new lead information. Create custom graphics and content to strengthen brand awareness across all relevant social platforms. Develop drip campaigns to maintain client contact after closing. Audit agents sites and coach toward improved social awareness.

Listing Manager- Prepare contracts, marketing materials and CMA's for all listing appointments. Review new files for compliance and prepare for data entry. Organize necessary contractors for each listing and oversee to project completion. Establish and maintain open communication with clients. Manage all relocation business and prepare required ERC/BMA. Develop and implement new systems to increase efficiency. Design and publish marketing materials for new listings. Coordinate team meetings and social events. Train staff and new hires on policy and procedures.

Coldwell Banker Howard Perry Walston

JUNE 2012 - NOV 2014

Realtor/Broker- Developed and maintain client database. Counsel clients throughout the home buying, selling or leasing process. Responsible for accurate record keeping and document submission. Answering inbound customer service calls. Manages all files from contract to closing. Troubleshooting and problem solving.

Relief Agent- Greet prospective clients and collect information for company database. Answer all questions relating to the builder and the community. Independently manage end of business day activities.

Exam Proctor- Administer final exams for students completing the pre-licensing study. Greet and check-in real estate professionals for continuing education classes. Follow all established procedures, and independently manage all end of business day activities.

Professional Property Management

JAN 2004 - APRIL 2012

Executive Assistant- Assisted the owners of the company with scheduling and correspondence. Organized and lead Board meetings. Developed a system to streamline the collection policies and procedures. Managed account collections for over 175 communities. Planned and executed company socials, charity events, and any other assigned tasks.

Assistant Property Manager- Developed budgets, attended Board meetings and recorded minutes, designed newsletters, issued work orders, approved invoices, and handled all client relations for premium accounts.

Receptionist- Managed multi -line phone systems while greeting clients and guests. Accepted, processed and documented payments. Managed supply inventory and ordering. Planned and assisted with the execution of the company's website upgrade. Developed and published the first company resource manual. Assisted the office manager with all requested tasks.

The Greer Group

AUG 1999 - JAN 2004

Administrative Assistant - Filled variously assigned office positions with diverse companies. Required to adapt quickly and efficiently to meet the needs of each client. Managed multi-line phone systems and customer service requests. General reception, office management, inventory management, scheduling, trouble shooting, planning and any other assigned tasks.

C O N T A C T



4217 Fawn Glen Drive
Raleigh, NC 27616



Tiphannie427@yahoo.com



(919) 889-0458



/tiffany-davis-2369188

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

City of Raleigh Board of Adjustment: Submitted
City of Raleigh Planning Commission: Submitted
Open Space and Parks Advisory Committee: Submitted
United Arts Grants Panels: Submitted
GoTriangle Transit Citizen Advisory Committee: Submitted

Please select your first Board preference: *

☒ City of Raleigh Planning Commission

Please select your second Board preference: *

☒ Economic Development Commission

Please select your third Board preference: *

☒ GoTriangle Board of Trustees

Please select your fourth Board preference: *

☒ Open Space and Parks Advisory Committee

Please select your fifth Board preference: *

☒ City of Raleigh Board of Adjustment

Please select your sixth Board preference: *

☒ United Arts Grants Panels

Benjamin

First Name

L

Middle Initial

Delgado

Last Name

600 Saint Mary's Street

Street Address

Apt 102

Suite or Apt

Raleigh

City

NC

State

27605

Postal Code

What district do you live in?

☒ District 5

Mobile: (757) 694-1129

Primary Phone

Home: (757) 694-1129

Alternate Phone

ben.lan.del@gmail.com

Email Address

Cutty International, Inc
Employer

Executive Vice President
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

Interests & Experiences

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

I want to see Wake County grow to be its best. As a younger resident in Raleigh I have an incredible amount of time ahead in the City and County. This long future can either be ruined with bad policy or leveraged into greater successes through proactive and forward thinking measures. It is imperative to me that citizen involvement shape the path forward. While I do not seek large political aspirations, I do believe that involving myself on a board or commission will allow me to play my part in the future of Wake County.

Work Experience

Currently I am working for an entrepreneurial intellectual property firm. My work includes industries such as: renewable energy, clean water, advanced materials, augmented reality, and healthcare. Prior to this I was a project manager in the sports and television industry. I worked on mergers and acquisitions for clinical research centers during my college internship. I worked through high school and college at restaurants from fine dining to fast casual.

Volunteer Experience

Habitat for humanity, some hospital work.

Education

Grassfield High School Chesapeake, VA Graduated 2011 University of South Carolina Columbia, SC Graduated 2015 with B.S.B.A. in Management and Entrepreneurship

Comments

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 *

☒ Caucasian

☒ Hispanic

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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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: ***

☒ City of Raleigh Housing Appeals Board**Please select your fourth Board preference: ***

☒ Greater Raleigh Convention and Visitors Bureau**Please select your fifth Board preference: ***

☒ Housing Authority**Please select your sixth Board preference: ***

☒ Human Services Board

Nam

First Name

Douglass

Middle Initial

Last Name

8212 KNEBworth CT

Street Address

Suite or Apt

Raleigh

City

NC

State

27613

Postal Code

What district do you live in?

☒ District 7

Home: (919) 412-5182

Primary Phone

Business: (919) 987-2101

Alternate Phone

namdouglass@bellsouth.net

Email Address

Gardner Law PLLC

Employer

Associate Attorney

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

Interests & Experiences

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

I respectfully submit my resume in consideration for a Board or Commission position. Along with my law degree, I bring a Master of Urban and Regional Planning, and ten years of professional experience working in community and economic development in North Carolina. As a 20 year resident of Raleigh and Wake County, I have had the opportunity to volunteer at my children's school, through my church community as well as some professional volunteer avenues. However, I believe that I can do more and am seeking new ways to serve my community. I believe that my education and background will allow me to apply both my skills and my desire for community service to help improve and sustain our community into the future.

Work Experience

Gardner Law PLLC, Associate Attorney, March 2017 – Present Challa Immigration Law Firm, Associate Attorney, October 2015 – December 2016 IBM/Manpower, Immigration Case Manager, Nov. 2013 – October 2015 Raleigh Family Law, Associate Attorney, August 2012 – November 2013 Douglass Consulting, June 2005 – July 2008 North Carolina Rural Economic Development Center, Raleigh, NC, May 1998 – March 2005

Volunteer Experience

Economic Foundation Board Member, Morrisville Chamber of Commerce, St. Francis Catholic Church Helen Wright Center for women AILA Carolina's AIC Student Writing Contest Coordinator KICKS TaeKwonDo parent volunteer Past member of Lead Mine Elementary School AmeriCorps VISTA volunteer, 1995-1996

Education

Campbell University, Raleigh, NC Norman Adrian Wiggins School of Law Juris Doctor, Cum Laude, May 2011 Virginia Polytechnic Institute and State University, Blacksburg, VA Master of Urban and Regional Planning, Magna Cum Laude, May 1998 Concentration: Economic Development, GPA: 4.0 Bachelor of Arts, History, Cum Laude, May 1995 Minors: Economics, Appalachian Studies

Comments

[NTD_CV_2018.docx](#)

Upload a Resume

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Please upload a file

Demographics



Date of Birth

Gender *

☒ Female

Ethnicity *

☒ Caucasian

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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Nehmath (Nam) Douglass
(919) 412-5182

namdouglass@bellsouth.net www.linkedin.com/pub/nam-douglass/9/855/101/

EDUCATION

Campbell University, Raleigh, NC

Norman Adrian Wiggins School of Law

Juris Doctor, *Cum Laude*, May 2011

- 2011 Safran Moot Court Award
- Member, The Order of Barristers
- 2011, Member, Campbell ABA National Appellate Advocacy Competition

Team

- 2010-2011, Academic Teaching Scholar
- 2010, Semifinalist, ABA Regional Client Counseling Competition
- 2010, Member, Campbell Asylum and Refugee Law Moot Court

Competition Team

- 2009, First Place, Campbell Intramural Client Counseling Competition

Virginia Polytechnic Institute and State University, Blacksburg, VA

Master of Urban and Regional Planning, *Magna Cum Laude*, May 1998

Concentration: Economic Development, GPA: 4.0

Bachelor of Arts, History, *Cum Laude*, May 1995

Minors: Economics, Appalachian Studies

KEY PROJECTS AND ACCOMPLISHMENTS

- Developed training and technical assistance workshops and presentations to advocate and promote the economic development benefits of early childhood education
- Provide immigration insights and expertise as a member of the Morrisville Chamber of Commerce Economic Development Board
- Served as founding board member of IDA and Asset Building Collaborative of NC to encourage wealth building for low-income North Carolinians
- Provided small business training for local business owners as an AmeriCorps VISTA volunteer

EXPERIENCE

Gardner Law PLLC, Associate Attorney, March 2017 – Present

- Represent clients in all immigration law matters including asylum, humanitarian visas, family-based cases and employment-based matters. Responsibilities include analysis of appropriate relief, preparation of petitions for benefits, responding to requests for evidence, and preparing and representing clients before immigration agencies.

Challa Immigration Law Firm, Associate Attorney, October 2015 – December 2016

- Provide all aspects of client representation for business, investment, and family immigration matters. Serve as a liaison between employers, employee, human resource professionals and other legal representative to gather and prepare required documentation for immigration petitions.

IBM/Manpower, Immigration Case Manager, Nov. 2013 - October 2015

- Comprehensive experience preparing business immigration petitions for qualified candidates seeking US work visas. Includes analysis of candidates' qualifications, drafting support letters and completion of all required government forms for adjudication. Provide advice on case preparation and adjudication, immigration / visa options, and dependent's visa needs based on fact specific details and case analysis. Collaborate with mobility representative, recruiters and human resource professionals to meet immigration and on-boarding requirements. Assist in drafting process documents for training and internal compliance monitoring.

Raleigh Family Law, Associate Attorney, August 2012 - November 2013

- Broad range of experience as a family law attorney to include all aspects of client representation such as drafting pleadings, summons, motions, orders, separation agreements, and settlement offers. Litigation in civil court / family court to include all pre-trial preparation including taking and defending depositions, drafting and answering discovery, issuing subpoenas, and witness preparation. Additional responsibilities include initial client intake, strategy setting and evidence collection, as well as research of relevant legal issues.

Douglass Consulting, June 2005 - July 2008

- Provide consulting and advocacy services in the areas of community economic development, early childhood education, small business development, and small business health insurance. Scope of work performed included collaborating with local organizations to craft and present policy and client messages to a variety of audiences, facilitating trainings and technical assistance, teaching strategic planning, public speaking, and grant management including drafting award contracts and scopes of work, reporting requirements, project review and award selections. Clients include:
 - North Carolina Rural Economic Development Center
 - North Carolina Partnership for Children
 - University of North Carolina at Chapel Hill, School of Public Policy
 - Insight Center for Community Economic Development.

North Carolina Rural Economic Development Center, Raleigh, NC, May 1998 - March 2005

Senior Associate, Civic and Social Infrastructure

- Implemented a series of statewide focus groups with local government and community leaders to discuss critical needs in small towns. Coordinated logistics, participation and facilitation of focus groups as well as overseeing data analysis and drafting of focus group outcomes.
- Conducted policy research and analysis on issues including small business

health insurance, asset and wealth creation, economic development incentives, local leadership development, job creation development projects, small town local government infrastructure and resource needs.

- Designed, implemented and administered demonstration projects across the state. Conducted training and technical assistance workshops, facilitated meetings and strategic planning sessions, evaluated program outcome and drafted findings report based on best practices.
- Staffed the policy and research effort on health insurance for small business in North Carolina. Presented findings to the Joint Select Committee for Small Business Economic Development.
- Served as a founding board member of the IDA and Asset Building Collaborative of NC. Assisted with the review of evaluation research on the program and drafted an internal findings report.

LEGAL INTERNSHIPS

- *Southern Coalition for Social Justice* Aug. 2010 - Nov. 2010
 - Legal research on issues concerning preemptive rights and restrictions on property alienation, LLC operating agreements, and buy-sell provisions. Drafted policy memo on federal court interpretation of reasonable suspicion for roving border patrol stops.
- *North Carolina Court of Appeals, Judge Martha Geer* May 2010 - July 2010
 - Researched and drafted bench memos and judicial opinions. Legal issues included interpretation of state statutes on criminal and civil concerns.
- *North Carolina Department of Justice, Special Litigation* Oct. 2009 - April 2010
 - Researched complex contract, administrative and state law issues including arbitration law, public information laws, state sovereignty, and jurisdictional concerns.
- *University of North Carolina Center for Civil Rights* May 2009 - July 2009
 - Researched legal issues pertaining to contract and property law, and municipal government law NC Fair Housing Law, municipal service provision, and annexation. Fair Housing research contributed to Spring, 2011 NC State Bar Journal article on barriers to fair housing claims.

SELECT PUBLICATIONS AND PRESENTATIONS

- *Navigating 2018: Position Your Business and Employees to Address HR, Immigration and Tax Law Changes*, March 2018, Morrisville Chamber of Commerce
- *Trump's Latest Executive Order Signals a Clampdown on H-1B Visas*, North Carolina Triangle Attorney at Law Magazine, contributing author.
- *Saathee* Magazine authored several immigration articles, 2016
- *The Exhaustion Requirement as a Barrier to Fair Housing Claims*, NC State Bar

Journal, 2011, contributing researcher.

- *Linking Childcare & Economic Development, Milestones*, North Carolina Association for the Education of Young Children, Summer 2007
- *National study links quality childcare, economic development, County Lines*, North Carolina Association of County Commissioners, July 2006
- *Helping Local Governments View Child Care as Economic Development, Popular Government*, Fall 2006
- *North Carolina Small Towns Fact Book*, (member of the research and writing team), North Carolina Rural Economic Development Center, November 2005
- *Health Insurance and Small Business in North Carolina*, North Carolina Rural Economic Development Center, April 2004

ADMISSIONS & MEMBERSHIPS

- United States Court of Appeals for the Fourth Circuit
- United States District Court for the Eastern District of North Carolina
- North Carolina Supreme Court
- Economic Foundation Board Member, Morrisville Chamber of Commerce,
- Member, American Immigration Lawyers Association, National and Carolinas Chapter
- Member, Federal Bar Association

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

Board of Adjustment: Submitted
City of Raleigh Board of Adjustment: Submitted
City of Raleigh Planning Commission: Submitted
Housing Authority: Submitted
Planning Board: Submitted
Raleigh-Durham Airport Authority: Submitted
GoTriangle Board of Trustees: Submitted
Wake County Steering Committee on Affordable Housing: Submitted

Please select your first Board preference: *

☒ City of Raleigh Planning Commission

Please select your second Board preference: *

☒ Housing Authority

Please select your third Board preference: *

☒ Planning Board

Please select your fourth Board preference: *

☒ Board of Adjustment

Please select your fifth Board preference: *

☒ City of Raleigh Board of Adjustment

Please select your sixth Board preference: *

☒ Triangle Transit Authority Board

Dustin

First Name

S

Middle Initial

Engelken

Last Name

5901 Hourglass Ct

Street Address

Suite or Apt

Raleigh

City

NC

State

27612

Postal Code

What district do you live in?

☒ District 7

Mobile: (703) 475-8504

Primary Phone

Business: (919) 782-1165

Alternate Phone

dengelken1@gmail.com

Email Address

Triangle Apartment Association

Employer

Government Affairs Director

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

Interests & Experiences

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

I have a great deal of experience in local government and a strong desire to serve my community.

Work Experience

As a former City Council aide and District Manager in New York, I have worked on issues related to city planning, community development, housing and transit, among many others. In my current role as Government Affairs Director at the Triangle Apartment Association, I work every day on these issues in concert with community leaders and elected officials. I have a particularly strong background in housing and community development which I believe would be of great benefits to the volunteer boards to which I have applied.

Volunteer Experience

In the past, I was a volunteer member of Community Board 7 in the Bronx, a community board which is roughly analogous to our CACs. I also have volunteered on numerous political campaigns serving in a variety of roles on each campaign. Locally, I am actively involved in my daughter's preschool and I am excited about the opportunity in engaging in additional service opportunities.

Education

I hold a BA in Religious Studies and a BA in International Studies, both of which were obtained at Manhattan College in New York City. I also recently completed a Certificate program in Professional Fundraising from Boston University.

Comments

[Dustin Resume January 2019.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

Demographics



Date of Birth

Gender *

☒ Male

Ethnicity *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

☒ County Website

If you selected "Other" above, how?

Please upload a file

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>

Dustin Engelken

5901 Hourglass Court, Raleigh, NC 27612 * dengelken1@gmail.com * (703) 475-8504

Executive Summary

- Veteran government affairs professional with experience leading advocacy campaigns at the state and local level in New York and North Carolina
- Proven track record of advancing policy agendas through direct lobbying efforts, engagement and education of key stakeholders, and community organizing

Education

- Manhattan College, B.A. Global Studies, B.A. Religious Studies, Graduated May 2010
- Boston University, Certificate in Professional Fundraising, Graduated December 2018

Work Experience

Triangle Apartment Association

Government Affairs Director

Raleigh, NC

March 2018 – Present

- Responsible for creating and executing strategic programs of work for public policy initiatives and for the organization's Political Action Committee and Government Affairs Committee
- Serve as a primary contact among legislators and candidates for legislative and outreach purposes, cultivating relationships with federal, state and local elected officials across the Triangle
- Research and analyze state and local legislative and regulatory actions which may affect the multifamily housing industry in addition to developing a proactive policy agenda
- Design and deliver public policy and legislative affairs presentations to internal stakeholders and external groups including chambers of commerce, business associations and civic organizations
- Manage internal and external communications to ensure message continuity and influence public policy making including serving as an industry spokesperson in the media

Bronx Community Board 7

District Manager
2015

Bronx, NY

April 2014 – October

- Managed the operations of the Community Board with direct supervision of two employees, an office budget of approximately \$300,000 and a volunteer Board with fifty members and ten committees
- Monitored and evaluated the delivery of municipal services in a community district with approximately 150,000 residents and actively participated in coordinating the delivery of services with relevant city agencies
- Made policy and strategy recommendations related to local zoning and land use decisions, negotiated directly with developers and city agencies on development projects and managed the Uniform Land Use Review Process
- Facilitated the development of budget priorities and participation in the formulation of the City budget through District and Borough Budget Consultations

Mercury Public Affairs

Director of Government Affairs
April 2014

New York, NY

August 2012 –

- Cultivated and maintained strong relationships with state and local elected officials, agency staff, non-profit organizations, business leaders and others
- Developed, managed and executed legislative and policy agendas on behalf of a variety of clients at both the state and local level across New York on issues ranging from local land use to municipal waste management

- Provided research and policy analysis on a variety of issues in support of both the government relations and public relations teams
- Managed state and local lobbying compliance for a staff of twelve lobbyists by developing new internal reporting requirements to better monitor and report on contracts and lobbying activity

New York City Council Member Annabel Palma

Bronx, NY

Legislative and Communications Director
2012

October 2011 – August

- Managed the Council Member's legislative operation, including drafting policy proposals, developing legislative language and working with committee staff and representatives of the City Council Speaker's Office to advance legislation
- Researched federal, state and municipal legislation and administrative actions and made recommendations for votes, sponsorship and other actions
- Developed the capital and expense budget allocations for individual member items as well as leading the Bronx Delegation's separate expense and capital budget allocation process
- Executed the Council Member's communications strategy including serving as chief spokesperson and drafting all media materials such as press advisories and releases, public statements and speeches

New York City Council Member Annabel Palma

Bronx, NY

Communications Manager
2011

February 2011 – October

- Managed the Council Member's internal and external communications strategy including drafting speeches, talking points and other public statements
- Prepared press advisories, releases, statements and Op-Eds on diverse topics related to the Council Member's work in the Bronx and as Chair of the Council's Committee on General Welfare
- Acted as a personal aide to the Council Member, traveling and attending meetings, events, and briefings with her both in the district and at City Hall
- Provided continued support to the constituent services division, helping to manage cases with numerous city agencies on issues including social services, housing and employment

New York City Council Member Annabel Palma

Bronx, NY

Constituent Liaison

April 2010 – January 2011

- Served as staff for the Council Member at public meetings across the district, acting as a spokesperson and working with community leaders to express her policy positions
- Fielded questions and concerns from the community and managed interactions between constituents and City agencies and aided in developing policy and messaging based on feedback from constituents
- Drafted correspondence, memos and public statements on community issues
- Assisted the Council Member with appointments to local boards and community organizations and served as liaison between the office and these organizations

Campaign Experience

- Campaign Volunteer for Quinn for New York (2013-Mayor)
- Campaign Volunteer for David Weprin for NY-9 (2011-Congress)
- Field Organizer for Greenfield 2010 (2010-City Council)
- Campaign Volunteer for Quinn 2009 (2009-City Council)

Skills

- Government Relations
- Public Relations
- Media Relations
- Political Campaigns
- Community Organizing
- Public Policy
- Fundraising
- Volunteer Management
- Public Speaking
- Coalition Building

Languages

- German: Proficient
- French: Beginner

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

Board of Adjustment: Submitted
Centennial Authority: Submitted
City of Raleigh Board of Adjustment: Submitted
City of Raleigh Planning Commission: Submitted
Durham and Wake Counties Research and Production Service District Advisory Committee: Submitted
Greater Raleigh Convention and Visitors Bureau: Submitted
Historic Preservation Commission: Submitted
Housing Authority: Submitted
Open Space and Parks Advisory Committee: Submitted
Wake County Steering Committee on Affordable Housing: Submitted
Wake County Water Partnership: Submitted
GoTriangle Transit Citizen Advisory Committee: Submitted

Please select your first Board preference: *

☒ None Selected**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

Jeffrey

First Name

Goebel

Middle Initial

Last Name

2613 Bembridge Dr.

Street Address

Suite or Apt

Raleigh

City

NC

State

27613

Postal Code

What district do you live in?

☒ District 7

Mobile: (919) 931-0767
Primary Phone

Business: (919) 828-2501
Alternate Phone

samhall9900@gmail.com
Email Address

Employer

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

Interests & Experiences

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

Work Experience

Volunteer Experience

Education

Comments

[Goebel_resume.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 *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

☒ County Website

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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

Jeffrey Goebel

2613 Bembridge Dr.
Raleigh, North Carolina, 27613
919 931-0767
samhall9900@gmail.com

WORK EXPERIENCE

JORDAN PRICE WALL GRAY JONES & CARLTON, Raleigh, NC **Attorney/Partner, Sep 2002 – Present**

- 18+ years' experience with all aspects of real estate transactions and management, representing buyers and sellers in matters ranging from vacant rural lots to state forests to \$600,000,000.00 multi-state industrial facilities, including:
 - contract negotiations
 - title research and curative matters
 - land acquisition, use and development pursuant to governing UDO
 - private and public financing/SBA loans
 - IRS 1031 exchanges
 - historic preservation
 - environmental regulations and remediation
 - landlord/tenant relations and commercial lease negotiations

BROCK & SCOTT, PLLC, Greenville, NC **Associate attorney, Dec 2000 – Jul 2002**

- Managed Greenville law office, including staff of five.
- Responsible for firm's real estate transactions throughout eastern North Carolina.

AVERITT EXPRESS, Charlotte, NC **Logistics Specialist, Aug 1994 – Aug 1998**

SERVICE MERCHANDISE, Charlotte, NC **Warehouse Manager, Mar 1993 – Jul 1994**

OFFICEMAX, Charlotte, NC **Shipping and Receiving Manager, Jan 1991-Mar 1993**

EDUCATION

Marquette University, Milwaukee, WI *B.A., International Affairs, 1991*

University of Arkansas School of Law, Fayetteville, AR *J.D., 2000*

ADDITIONAL SKILLS

- Licensed in State of North Carolina and Western District of North Carolina.
- Veteran attorney with experience gained from over 18 years of practice, including ability to navigate both the court system and the private financial industry.
- Effective communicator, skilled at interpreting law for both professionals and laypeople, including as instructor in various CLE presentations.
- Active in local bar association, including prior service in 11th District Bar Professional Responsibility and Lawyer Support Committees.

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

Alcoholic Beverage Control Board: Submitted
Board of Adjustment: Submitted
Capital Area Workforce Development Board: Submitted
City of Raleigh Board of Adjustment: Submitted
City of Raleigh Housing Appeals Board: Submitted
City of Raleigh Planning Commission: Submitted
Council on Fitness and Health: Submitted
Greater Raleigh Convention and Visitors Bureau: Submitted
Jury Commission: Submitted
Juvenile Crime Prevention Council: Submitted
Library Commission: Submitted
Open Space and Parks Advisory Committee: Submitted
Raleigh-Durham Airport Authority: Submitted
Wake Technical Community College Board of Trustees: Submitted
Yates Mill Park Advisory Board: Submitted

Please select your first Board preference: *

☒ Wake Technical Community College Board of Trustees

Please select your second Board preference: *

☒ Alcoholic Beverage Control Board

Please select your third Board preference: *

☒ Library Commission

Please select your fourth Board preference: *

☒ Capital Area Workforce Development Board

Please select your fifth Board preference: *

☒ Jury Commission

Please select your sixth Board preference: *

☒ Juvenile Crime Prevention Council

Chad

First Name

M

Middle Initial

Hunter

Last Name

1210 Westview Lane

Street Address

Apt. 205

Suite or Apt

Raleigh

City

NC

State

27605

Postal Code

What district do you live in?

☒ District 5

Home: (704) 564-2648

Primary Phone

Business: (919) 745-2920

Alternate Phone

chadmhunter@gmail.com

Email Address

Syneos Health

Employer

Project Manager I

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

Interests & Experiences

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

I would like to give back to my community.

Work Experience

Project Manager I, Syneos Health - 11/18-Current Project Specialist II, Syneos Health - 04/17-11/18
Project Specialist, Premier Research - 05/16-04/17 Postdoctoral Research Associate, North Carolina
State University - 01/16-05/16 Graduate Research and Teaching Assistant, North Carolina State
University - 08/11-12/15 Graduate Research and Teaching Assistant, East Carolina University - 08/09-
07/11

Volunteer Experience

Theta Chi Alumni Corporation Treasurer, Delta Rho Chapter - 4/11-Current

Education

Ph.D., Genetics - North Carolina State University - 08/11-12/15 M.S., Cell Biology - East Carolina
University - 08/09-05/11 B.S., Biological Sciences - North Carolina State University - 08/05-05/09

Comments

I am very eager to make a positive impact in my community and would love the opportunity to do this by
serving on a committee.

[Hunter_Chad_CV.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 *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

☒ County Website

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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Chad Hunter

USA-NC-Morrisville-1030-SyncSt Project Manager I

Biography

Chad M. Hunter has over 2.5 years experience in Project Management, phases I-IV, in a clinical research organization (CRO). Chad M. Hunter also has over 8 years experience in biological research focusing broadly in biological sciences with a detailed focus on genome stability.

Chad. M Hunter has experience in all phases of clinical research from start-up to close-out. He has successfully aided in the startup, maintenance, and close out of numerous studies.

His therapeutic area experiences include:

- Analgesia: transdermal patch (Phase III)
- Dermatology: wrinkle correction (Phase IV)
- Hepatology: liver disease (Phase I & III)
- Neuroscience: schizophrenia and bipolar disorder (Phase III)
- Rare Disease: immunodeficiency disorder (Phases II & III)

Professional Experience

Nov 2018 - Present Syneos Health

Project Manager I

Project Administration

- Creates and maintains the Trial Master File Management (TMF) Plan. Routinely reviews the TMF to ensure quality, completeness and inspection readiness.
- Coordinates and monitors the activities associated with study deliverables across all applicable internal functional departments and vendors.
- Assists with activities associated with interim analyses, database snapshots and locks, final CSR and study closure.
- Assists with identification of and contracting with approved vendors, as necessary.
- Provides vendor management, inclusive of ensuring key deliverables are met, potential scope creep is identified and change orders are developed, as necessary.
- Assists with development and implementation of change orders.
- Assists with resource management and team member transition by collaborating with appropriate Resource Managers and ensuring detailed Transition Plans are developed and implemented efficiently.

Financials/Reporting

- Develops contingency planning and risk mitigation strategies to ensure meeting or exceeding

study milestones.

- Creation and maintenance of metric reports, inclusive of data collection from multiple sources, for delivery to client or senior management.
- Assists with overall financial performance of the study by interacting with internal functional departments or vendors to obtain required metrics for financial reporting.
- Attends financial review meetings to assist with reconciliation and identification of budget overrun.
- Reviews and approves invoices from sites or vendors and to the client.

Business Development

- Participates in representing the company to the client, ensuring satisfaction levels are met and statuses of deliverables are communicated effectively.
- May participate in Customer proposal development.
- In collaboration with the Project Team, will plan, coordinate and present at internal and external meetings.

Knowledge/Training

- Facilitates team training in accordance with protocol and/or project requirements, including therapeutic, protocol specific, and process training.
- Develops knowledge of current therapeutic environment.

Jan 2018 - Nov 2018 Syneos Health

Project Specialist II

- Supports Project Manager (PM) to ensure the contracted services and expectations of a clinical study are carried out by the assigned project team in accordance with the executed contract and the Customer's expectations.
- Tracks and analyzes project details and maintains internal systems for assigned projects within a therapeutic area.
- Assures compliance with local regulations, Code of Federal Regulations/International Conference of Harmonization (ICH), Good Clinical Practices (GCP) guidelines, and Company and Sponsor Standard Operating Procedures (SOPs).
- Mentors and coaches site activation staff in specialized areas of expertise (e.g., ICF/IB/IRB/Advertising review teams).

Apr 2017 - Jan 2018 INC Research

Project Specialist II

- Supports Project Manager (PM) to ensure the contracted services and expectations of a clinical study are carried out by the assigned project team in accordance with the executed contract and the Customer's expectations.
- Tracks and analyzes project details and maintains internal systems for assigned projects within

a therapeutic area.

- Assures compliance with local regulations, Code of Federal Regulations/International Conference of Harmonization (ICH), Good Clinical Practices (GCP) guidelines, and Company and Sponsor Standard Operating Procedures (SOPs).
- Mentors and coaches site activation staff in specialized areas of expertise (e.g., ICF/IB/IRB/Advertising review teams).

May 2016 - Apr 2017 Premier Research

Project Specialist

- Assisted in overall Project Delivery of clinical trials, coordinating efforts of multiple departments.
- Identified risks to milestones and deliverables to ensure project delivery within all contracted timelines.
- Initiated communication and documentation internally and externally.
- Ensured adherence of project to budget and scope of work in order to maximize project profitability.
- Ensured project tasks are completed in accordance with project plans and standard operating procedures and projects are audit ready.

Dec 2015 - May 2016 North Carolina State University

Postdoctoral Research Associate

- Investigated the link between hybrid sterility and recombination in the model organism, *Drosophila melanogaster*.
- Performed experiments to examine correlated gene expression in response to parasitism.

Jul 2011 - Dec 2015 North Carolina State University

Graduate Research and Teaching Assistant

- Developed several independent projects to address the environmental and genetic determinants of recombination rate variation in *D. melanogaster*, leading to three high quality publications.
- Supervised the training of nine undergraduates in the scientific process and assisted them in executing independent projects resulting in publications.
- Taught multiple sections of Introduction to Genetics recitation sessions.

Aug 2009 - Jun 2011 East Carolina University

Graduate Research and Teaching Assistant

- Investigated genome integrity of multiple DNA replication proteins in *D. melanogaster* using both in vitro and in vivo approaches.
- Taught multiple sections of Introduction to Biology laboratory sessions.

Therapeutic Experience

- | | |
|----------------------------------|--|
| CNS Psychiatry | - Schizophrenia |
| Dermatology | - Dermatology - Hyperfunctional Facial Lines |
| Hepatology | - Cirrhosis, Hepatic |
| Immunology / Inflammatory | - Immune Deficiency |

Languages

- English - Speaking, Reading, Writing**
 - Native

Additional Experience

- Pain, Bunionectomy
- Pain, Knee Replace

Education

- | | |
|-------------|---|
| 2015 | North Carolina State University - United States
Doctor of Philosophy PhD - Genetics |
| 2011 | East Carolina University - United States
Masters - Cell Biology |
| 2009 | North Carolina State University - United States
Bachelor - Biological Sciences |

Publications & Presentations

- Hunter, C. M., M. C. Robinson, D. L. Aylor, and N. D. Singh. Genetic background, maternal age and interaction effects mediate rates of crossing over in *Drosophila melanogaster* females. *G3: Genes | Genomes | Genetics* 6 (2016):1409-1416. doi: 10.1534/g3.116.027631
- Hunter, C.M., W. Huang, T. F. C. Mackay, and N. D. Singh. The genetic architecture of natural variation in recombination rate in *Drosophila melanogaster*. *PLOS Genetics* (2016). doi: 10.1371/journal.pgen.1005951
- Hunter, C. M. and N. D. Singh. Do males matter? Testing the effects of male genetic background on female meiotic crossover rates in *Drosophila melanogaster*. *Evolution* 68

(2014):2718-2726. doi: 10.1111/evo.12455

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

First Name

Law

Middle Initial

Last Name

2824 Peachleaf Street

Street Address

Suite or Apt

Raleigh

City

NC

State

27614

Postal Code

What district do you live in?

☒ District 6

Mobile: (910) 554-1525

Primary Phone

Mobile: (910) 554-1525

Alternate Phone

pjlaw1@gmail.com

Email Address

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

Interests & Experiences

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.

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

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

[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

Demographics



Date of Birth

Gender *

☒ Male

Ethnicity *

☒ Asian

Other

How did you become aware of Wake County volunteer opportunities?

None Selected

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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

Philip J. Law

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 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.

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?**

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

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:

Please upload a file

Demographics



Date of Birth

Gender *

☒ Male

Ethnicity *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

☒ County Website

If you selected "Other" above, how?

Please upload a file

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>

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
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
www.overtonprofessionalservices.com

PROFESSIONAL SALES EXECUTIVE AND MANAGEMENT

Building consultative client relationships that drive robust revenue growth.

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

PROFESSIONAL EXPERIENCE

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 Enblex 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 2nd 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.

EDUCATION & PROFESSIONAL DEVELOPMENT

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

PROFESSIONAL AFFILIATIONS

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

AWARDS & PRESENTATIONS

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

RECOMMENDATIONS

“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?**

City of Raleigh Planning Commission: Submitted

Please select your first Board preference: *

☒ Open Space and Parks Advisory Committee**Please select your second Board preference: ***

☒ Yates Mill Park Advisory Board**Please select your third Board preference: ***

☒ City of Raleigh Planning Commission**Please select your fourth Board preference: ***

☒ Aircraft Noise Abatement Committee**Please select your fifth Board preference: ***

☒ Raleigh-Durham Airport Authority**Please select your sixth Board preference: ***

☒ Alcoholic Beverage Control Board

Elizabeth

First Name

J

Middle Initial

Pearce

Last Name

9016 O'Neal Rd

Street Address

Suite or Apt

Raleigh

City

NC

State

27613

Postal Code

What district do you live in?

☒ District 7

Mobile: (919) 605-6990

Primary Phone

Business: (919) 868-6414

Alternate Phone

betsy.pearce@wakegov.com

Email Address

Wake County

Employer

Environmental Consultant

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:

☒ Unincorporated Wake County

Interests & Experiences

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

Interest in open space, water quality and quantity and other environmental issues. Balancing development and environmental protection.

Work Experience

30 years of State and local government experience in watershed management, stormwater, floodplain and water quality.

Volunteer Experience

NC Chapter / American Public Works Association Board - 7 years, served as chair NC Water Resources Association Board Member - 3 years Parent involvement with school events, shelter volunteer, stream clean ups, Saving Grace ...

Education

BS in math, Davidson College Masters in environmental management, Duke University

Comments

Preparing to retire from Wake County

[BETSY_JOHNSON_PEARCE.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 *

☒ Female

Ethnicity *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

☒ County Website

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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

BETSY JOHNSON PEARCE

9016 Oneal Road, Raleigh, NC 27613

bjpearce161@gmail.com

Personal Phone: 919-605-6990

Work Phone: 919-868-6414

WATER QUALITY MANAGER

Watershed Management ~ Stormwater Management ~ Floodplain Management Erosion Control ~ GIS ~ Project Management ~ Wastewater Permitting

Twenty-nine years of experience in water quality with experience in watershed management, stormwater management, floodplain management, erosion control and wastewater permitting. Skills include plan review, field inspections, enforcement, customer service, surface water quality modeling, water quality monitoring and GIS. Five years supervisory experience. Experience establishing new programs. Self-motivated. Expertise includes:

- | | | |
|----------------------------------|--------------------------|---------------------|
| • Construction plan review | • Floodplain regulations | • Staff Training |
| • Construction field inspections | • Ordinance development | • Budget Management |
| • Water Quality Regulations | • Database development | • Writing RFPs |
| • Stormwater Regulations | • Customer Service | • Planning |
-

PROFESSIONAL EXPERIENCE

Wake County • Raleigh, NC

2006-present

Environmental Consultant /Program Lead since 2017 / Floodplain Administrator

Provide professional and technical leadership in administering the County's erosion, floodplain and stormwater management regulations and related federal and state requirements; review construction plans and engineering calculations for compliance with erosion, floodplain and stormwater regulations; perform inspections, enforcement and database management; collect surface water samples for watershed and recreational beach assessment; work with developers, property owners' associations, the general public, governmental agencies, planning boards and other stakeholders. Prepare annual reports for Neuse, Jordan and Falls Lake.

- Watershed manager for Cape Fear Basin
- Floodplain administrator for Wake County
- Team lead for field staff

Town of Cary • Cary, NC

2000-2006

Stormwater Specialist

Drafted Neuse River Ordinance and NPDES Phase II application for compliance with state and federal stormwater programs. Enforced stormwater regulations. Developed and implemented public education and outreach program. Developed ordinances, managed contract for the stormwater infrastructure inventory and interacted with consultants on stormwater area plans. Prepared RFPs and reviewed proposals. Created databases for tracking BMPs and customer complaints. Reviewed stormwater plans and met with consulting engineers.

State of NC • Raleigh, NC

1998-2000

Water Quality Analyst – Center for Geographic Information & Analysis

Integrated water quality information into the State's GIS database for support of a project for the Clean Water Management Trust Fund. Worked with programmer to create BasinPro, a desktop GIS application for viewing water quality and environmental data layers. Provided GIS training for DWQ APES program. Provided support on the Governor's 1,000,000 Acres Plan & Floodplain Mapping Initiatives.

PROFESSIONAL EXPERIENCE

City of Greensboro • Greensboro, NC 1995-1998

Monitoring Supervisor – Stormwater Services

Supervised a team of four water quality specialists. Developed a comprehensive stormwater monitoring program including wet weather runoff sampling, dry weather stream sampling, illicit discharge field screening, BMP inspections and spill response. Wrote detailed standard operating procedures for each program area. Managed special projects including, setting up a BMP database, evaluating the performance of four BMPs, and sampling streams for benthic macroinvertebrates. Successfully upgraded the positions from technician to specialist level. Hired staff. Managed lab budget.

State of NC • Raleigh, NC 1989-1995

Water Quality Modeler – Division of Water Quality

Prepared wasteload allocations for dischargers including schools, municipalities and industries. Promoted from Modeler I to Modeler II within one year. Developed and calibrated QUAL2E models for Swift Creek, Middle Creek and the Cape Fear River. Developed and calibrated BATHTUB model of High Rock Lake; Developed CORMIX models for discharges to the Neuse River and Cape Fear River. Assisted with field studies to collect model input data. Wrote reports for model results. Wrote chapters of basinwide management plans based on model outcomes and data analysis.

District of Columbia Government • Washington, DC 1987-1989

Non Point Source Coordinator – Water Hygiene Branch

Prepared non-point source assessment report and non-point source management report for the District to meet EPA requirements. Conducted benthic survey of streams. Prepared biological monitoring assessment report. Sampled surface waters for water quality and aquatic life including fish population surveys. Coordinated 205(j)(5) grant application program. Managed fisheries contract with private consultant.

EDUCATION

Master of Environmental Management
DUKE UNIVERSITY, 1987

B.S. Mathematics
DAVIDSON COLLEGE, 1985

CERTIFICATIONS

Certified Professional Stormwater Quality 2010
Certified BMP Reviewer 2008
Certified BMP Maintenance & Inspections 2006
Certified Floodplain Manager 2003
Certified Stream Determination 2002
OSHA 32 Hour Health & Safety 1994

AFFILIATIONS

Board member, NC Water Resources Association, 2013 - 2016
President, NC APWA Water Resources Board, 2007
Board member, NC APWA Water Resources, 2001-2008

PROFICIENCIES

Microsoft Office (Word, EXCEL, ACCESS)
ESRI ArcGIS & Wake County IMAPS
Water Quality Models (QUAL2E, CORMIX, BATHTUB)

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: ***

☒ Planning Board**Please select your third Board preference: ***

☒ City of Raleigh Housing Appeals Board**Please select your fourth Board preference: ***

☒ Economic Development Commission**Please select your fifth Board preference: ***

☒ Housing Authority**Please select your sixth Board preference: ***

☒ None Selected

Daniel

First Name

P

Middle Initial

Sprouse

Last Name

5453 Wade Park Blvd, 101

Street Address

Suite or Apt

Raleigh

City

NC

State

27607

Postal Code

What district do you live in?

None Selected

Home: (703) 864-1982

Primary Phone

Mobile: (703) 864-1982

Alternate Phone

patricksprouse@gmail.com

Email Address

Fonville Morrissey (as of 3-12-19)

Employer

Vice President

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

Interests & Experiences

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

I am passionate about using my academic and professional expertise to help shape and contribute to my community. I have previously served on the Zoning Board (2016-2018) for Falls Church City prior to moving to Raleigh in 2018. I have also served on the Regional Commission for Aging, a federally mandated commission which helped to shape communities and resources to assist with demographic demands on localities and magisterial districts.

Work Experience

Since 2000 I have been involved in real estate. Primarily commercial brokerage, residential brokerage, and advisory (primarily federal and state, along with international financial institutions).

Volunteer Experience

I have also been involved in local economic development organizations, and national research organizations in board and commission capacities, such as the Urban Land Institute, National Apartment Association, City of Falls Church, Fairfax Regional commissions, American Planning Association (and Virginia Chapter), and the American Real Estate Society

Education

BS - Business Administration - Liberty University MS - Real Estate (Development Concentration) - Georgetown University

Comments

I have a subject matter expertise in pocket neighborhoods (cottage housing), and smart cities - having been involved in the design and implementation of zoning ordinances for both - as well as being asked to present pocket neighborhood zoning concepts to other municipal and government zoning and planning divisions.

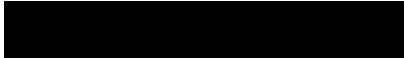
[Sprouse_Patrick_Resume_2-14-19.docx](#)

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

Demographics



Date of Birth

Gender *

☒ Male

Ethnicity *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

☒ County Website

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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

Patrick Sprouse, MRE

(703) 864 - 1982 | patricksprouse@gmail.com

Key Decision Maker in Mission-Critical Go-To-Market Initiatives
Translating Executive Vision into Strong Brand Messaging and Reputation Management Campaigns
Fiercely Committed to Staff Training and Mentoring

High-impact and results-driven sales and marketing management professional with experience in real estate business development with a career focus in growing new markets and streams of revenue. Tenacious in building new business, securing customer loyalty, and forging strong relationships with external business partners. Combine superior business acumen, communication and group facilitation skills with the ability to promote an all-inclusive high-performing culture. Calculated risk taker to get processes moving quickly in transforming ideas into action; highly skilled in connecting complex and disparate information into a distinct concept and aggressive plan of action. Recognized for shedding the status quo and embracing fresh, alternative thinking to address complex business problems.

Strong influencer amongst c-suite executives, key stakeholders, and opinion drivers.

- Highly respected leader in galvanizing teams to embrace a singular vision and oneness of purpose.
- Solid reputation for clearly and effectively communicating to audiences from a variety of cultural, economic, and educational backgrounds.
- Robust entrepreneurial posture to see needed change and create business environments to address new means of pursuing opportunities.
- Stellar background in providing extraordinary customer service and for cultivating an atmosphere for colleagues to do the same.
- Proven capacity to delivering sophisticated projects on-time and within budget despite demanding expectations, shifting priorities, and stringent deadlines.
- Impressive list of membership into real estate-focused boards, institutes, and associations.
- Quoted in world-renowned journals, magazines, and newspapers on matters concerning real estate.

Professional Experience

LONG & FOSTER COMPANIES, Washington, D.C. | July 2016 - Present

Managing Director

Oversee sales and operations in Washington, DC for largest privately-owned real estate firm in the US. Manage licensees, sales, marketing and graphic design and administrative support teams - implemented new corporate branding and local marketing campaigns exclusive to Washington, DC metro for the Long and Foster companies.

- 2018 sales and volume statistics similarly 'beat the market' out pacing competitors and producing continued growth through 8 months of leadership surpassing the market in volume and units by 8% and 13% respectively.
- Developed and administer sales coaching and training to a regional sales team of over 50 salespeople covering 3 states, resulting in 21.7% to 296.8% YoY growth in volume for existing salespeople including strategies and systems for new client accounts, renewed accounts allowing for strategic account growth and surpassing sales targets on monthly and annual basis.
- Led software proposal, selection and implementation process for region for predictive analytics and targeted social media and email campaigns all assisting marketing and sales efforts.
- Developed on-site systems and programs resulting in a 273% increase in agents count through 2017.
- Grew sales volume through 2017 of 168% YoY growth.

MENKITI GROUP, Washington, D.C. | November 2015 - July 2016

Director of Sales & Operations

Evaluated and developed corporate strategy regarding existing and future technology platforms.

Including software

analysis and software selection (Salesforce) for CRM, business unit reporting and analytics and sales lead management

for regional Washington, DC \$1.5B gross revenue and \$48M net organization.

- Strategic plan led to targeted SaaS / technology expenditures, reducing tech and software expenses by 52% from 2016 and 38% of 2015 actuals while increasing analytic functionality, user engagement and team adoption of metrics-based management and accountability.
- Managed sales and marketing business unit of 24 team members with \$2.7M in net income, and \$115M in gross sales- achieved 10.9% annualized revenue growth in 2016.
- Oversaw operations of business unit including marketing, administrative, transaction management teams with P&L responsibility; achieved a 7.8% reduction in annualized expenses in 2016.

Patrick Sprouse, MRE | Page 2

(703) 864 - 1982 | patricksprouse@gmail.com

Professional Experience

URBAN IGLOO, Washington, D.C. | June 2014 - November 2015

Director of Sales & Operations

Managed the business development and operations for an online real estate technology start-up.

- Planned and implemented a sales program that increased transaction volume by 18% and revenue by 9% in first 6 months on the existing platform. Sustained and increased efficiencies in 2015.
- Directed and expanded DC regional sales and operations into larger metro footprint, including acquiring corporate agreements with 3 of the largest US based REITs - and through recruiting and training top performing sales people across 4 states.
- Reviewed and analyzed organization's historic performance, and unified accounting, sales and marketing data and reporting. Developed, implemented and supervised organizational metrics and analytics including KPIs for team members., resulting in a 25% increase in closing efficiency and 17.6% increase in net income realized per lead generated from marketing.
- Led the development of and launch of new sales platform across two regions - DC Metro and Philadelphia Metro. Increased user engagement and conversions over 200%. Integrated custom content and social engagement functions as well as custom CRM, sales scheduling and customer care functionality.

S E COVINGTON, Houston, D.C. | October 2011 - June 2014

Executive Vice President

Planned, formed and supervised multiple new lines of brokerage sales service adding over \$75M in new revenue

expectations and potential for one of Houston's most prominent commercial real estate brokerage firms.

- Advised and executed the development of a new brand relaunch, including new website, database, CRM systems, and marketing campaigns that included social media, hyperlocal focuses and brand leverage to increase inbound client leads. Managed team of 6 associates and 3 vendors, resulting in over 1 million square feet of inventory added and \$1.2m in income (GCI) within 3 months of project commencement, leading to a 687% increase in leads in year 1, and 125% increase in year 2.
- Directed and delivered technical expertise on sales including negotiations, financial reviews and modeling, development planning and feasibility, acquisition and disposition review, valuations and advisory, strategic analysis of regional and industry data, and construction management and planning.
- Won and managed 32 advisory contracts on regional real estate projects with a variety of Federal and state government departments, as well as international banks such as Deutsche Bank, JPMorgan, and Bank of America and subsidiaries of Goldman Sachs.
- Managed and administered teams that included sales, marketing, research and administrative support functions.
- Oversaw and managed corporate expansion into the Dallas-Fort Worth metro.

COSTAR GROUP | September 2010 - October 2011

Account Executive

Created custom data and insights solutions with proprietary suites of CoStar software - SaaS sales and leadership.

Managed portfolio of data and analytics service with annual revenues of almost \$15M. Responsible for new client growth, retention, and existing client portfolio growth across Houston and the larger Texas markets. Consulted with clients' executive decision makers to create, implement and train product onboarding and customized solutions for each organization's needs and goals.

- Established technical knowledge based across a wide variety of industry verticals, including; brokerage, property management, financial services and banking, facilities operations, owners, investors and developers, appraisers, attorneys, energy and utility providers, local and state governments.
- Organized and managed advisory conference in Houston, TX for retail industry analysts.
- Launched new products in Houston Region, coordinated the regional advance team and events for national launch and product road show. Helped to develop and implement the go-to-market strategy for the mobile app providing real time access to full-functional interfaces for tablets and smartphones.

Neighborhood Investments, LLC | June 2006 – September 2010

Portfolio Manager

Managed a subsidiary organization for a regional development and real estate investment organization. Oversaw and managed construction teams and property engineers, brokerage, operations and finance, property management, acquisitions and dispositions.

- Created and implemented strategic plans to prepare for recession which resulted in annual net income growth ranging between 16% and 19% each year across entire tenure.
- Planned and supervised marketing efforts that included implementing analytics of marketing performance which resulted in reducing marketing and transaction expenses by 55%.
- Coordinated acquisition and disposition on numerous high-value transactions, and successfully recommended and led post-acquisition onboarding of new assets and teams. Positioned assets for cash-out events and opportunities for almost \$100million in new acquisitions closed.

Avery-Hess, Inc. | December 2004 – June 2006

Director of Customer Care

Managed and directed the creation of a new marketing a sales platform for a Washington, DC real estate brokerage company – utilizing Salesforce this platform became industry standard and was replicated by other top players. Oversaw a sales team of over 250 real estate sale professionals in leveraging this platform to achieve sales results.

- Planned and developed new sales division and platform – first of its type in the region. Net income was over \$100,000 within first year of launch. Platform grew company exposure from 90 visitors per month in 2005 to over 14,000 per month in 2010 (resulting in over 15,000% increase over 5 years) – pioneered this model, which is now industry standard nationally.
- Led software selection and coordinated implementation of enterprise CRM (Salesforce). Allowed 13 regional offices to coordinate sales efforts along vertically integrated service lines which resulted in a 70% increase in capture rate and a 50% increase in transaction velocity.
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Board and Industry Service

- Fairfax Area Commission on Aging (2016-2018) –Commissioner
- Board of Zoning Appeals (2017-2018) – Falls Church City Board Member
- DC Association of Realtors Board Member (2016-2018) – Communications Committee
- Urban Land Institute Member (2016-2018) - Real Estate 101 Committee Member, Washington Chapter (2017)
- President (2007-2010), Regional Affiliate of NAA, Charlottesville, VA
- American Planning Association Member, American Real Estate Society Member, Deloitte Mentorship Alumni, Real Estate Business Institute Member, CCIM Candidate

Education

Master of Real Estate | Georgetown University, Washington, D.C.

Bachelor of Science, Business and Philosophy | Liberty University, Lynchburg, VA

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: ***

☒ Planning Board**Please select your third Board preference: ***

☒ Wake County Steering Committee on Affordable Housing**Please select your fourth Board preference: ***

☒ None Selected**Please select your fifth Board preference: ***

☒ None Selected**Please select your sixth Board preference: ***

☒ None Selected

Daniel

First Name

P

Middle Initial

Sprouse

Last Name

5453 Wade Park Blvd

Street Address

101

Suite or Apt

Raleigh

City

NC

State

27607

Postal Code

What district do you live in?

☒ District 7

Home: (703) 864-1982

Primary Phone

Home: (703) 864-1982

Alternate Phone

psprouse@fmrealty.com

Email Address

Fonville Morisey Realty

Employer

Vice President

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

Interests & Experiences

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

I have served on City Boards previously for Falls Church City, both in relation to my experience and education in real estate, development, and urban planning. I recently served for 3 years on the Zoning Board of Falls Church City.

Work Experience

I have been involved in real estate development, brokerage and technology as a manager and executive for the past 19 years. I've been involved in these capacities in Virginia, Maryland, Washington, DC, Texas and North Carolina.

Volunteer Experience

I have served on community boards, industry boards and trade organization committees. Below are some of the recent experiences. - Fairfax Area Commission on Aging (2016-2018) –Commissioner - Board of Zoning Appeals Member (2016-2018) – Falls Church City - DC Association of Realtors Board Member (2016-2018) – Communications Committee - Urban Land Institute Member (2016-2018) - Real Estate 101 Committee Member, Washington Chapter (2017) - President (2007-2010), Regional Affiliate of NAA, Charlottesville, VA

Education

Bachelor of Science - Business - Liberty University Master of Real Estate - Georgetown University

Comments

[Sprouse_Patrick_Resume_2-14-19.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

Demographics



Date of Birth

Gender *

☒ Male

Ethnicity *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

☒ County Website

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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

Patrick Sprouse, MRE

(703) 864 - 1982 | patricksprouse@gmail.com

Key Decision Maker in Mission-Critical Go-To-Market Initiatives
Translating Executive Vision into Strong Brand Messaging and Reputation Management Campaigns
Fiercely Committed to Staff Training and Mentoring

High-impact and results-driven sales and marketing management professional with experience in real estate business development with a career focus in growing new markets and streams of revenue. Tenacious in building new business, securing customer loyalty, and forging strong relationships with external business partners. Combine superior business acumen, communication and group facilitation skills with the ability to promote an all-inclusive high-performing culture. Calculated risk taker to get processes moving quickly in transforming ideas into action; highly skilled in connecting complex and disparate information into a distinct concept and aggressive plan of action. Recognized for shedding the status quo and embracing fresh, alternative thinking to address complex business problems.

Strong influencer amongst c-suite executives, key stakeholders, and opinion drivers.

- Highly respected leader in galvanizing teams to embrace a singular vision and oneness of purpose.
- Solid reputation for clearly and effectively communicating to audiences from a variety of cultural, economic, and educational backgrounds.
- Robust entrepreneurial posture to see needed change and create business environments to address new means of pursuing opportunities.
- Stellar background in providing extraordinary customer service and for cultivating an atmosphere for colleagues to do the same.
- Proven capacity to delivering sophisticated projects on-time and within budget despite demanding expectations, shifting priorities, and stringent deadlines.
- Impressive list of membership into real estate-focused boards, institutes, and associations.
- Quoted in world-renowned journals, magazines, and newspapers on matters concerning real estate.

Professional Experience

LONG & FOSTER COMPANIES, Washington, D.C. | July 2016 - Present

Managing Director

Oversee sales and operations in Washington, DC for largest privately-owned real estate firm in the US. Manage licensees, sales, marketing and graphic design and administrative support teams - implemented new corporate branding and local marketing campaigns exclusive to Washington, DC metro for the Long and Foster companies.

- 2018 sales and volume statistics similarly 'beat the market' out pacing competitors and producing continued growth through 8 months of leadership surpassing the market in volume and units by 8% and 13% respectively.
- Developed and administer sales coaching and training to a regional sales team of over 50 salespeople covering 3 states, resulting in 21.7% to 296.8% YoY growth in volume for existing salespeople including strategies and systems for new client accounts, renewed accounts allowing for strategic account growth and surpassing sales targets on monthly and annual basis.
- Led software proposal, selection and implementation process for region for predictive analytics and targeted social media and email campaigns all assisting marketing and sales efforts.
- Developed on-site systems and programs resulting in a 273% increase in agents count through 2017.
- Grew sales volume through 2017 of 168% YoY growth.

MENKITI GROUP, Washington, D.C. | November 2015 - July 2016

Director of Sales & Operations

Evaluated and developed corporate strategy regarding existing and future technology platforms.

Including software

analysis and software selection (Salesforce) for CRM, business unit reporting and analytics and sales lead management

for regional Washington, DC \$1.5B gross revenue and \$48M net organization.

- Strategic plan led to targeted SaaS / technology expenditures, reducing tech and software expenses by 52% from 2016 and 38% of 2015 actuals while increasing analytic functionality, user engagement and team adoption of metrics-based management and accountability.
- Managed sales and marketing business unit of 24 team members with \$2.7M in net income, and \$115M in gross sales- achieved 10.9% annualized revenue growth in 2016.
- Oversaw operations of business unit including marketing, administrative, transaction management teams with P&L responsibility; achieved a 7.8% reduction in annualized expenses in 2016.

Patrick Sprouse, MRE | Page 2

(703) 864 - 1982 | patricksprouse@gmail.com

Professional Experience

URBAN IGLOO, Washington, D.C. | June 2014 - November 2015

Director of Sales & Operations

Managed the business development and operations for an online real estate technology start-up.

- Planned and implemented a sales program that increased transaction volume by 18% and revenue by 9% in first 6 months on the existing platform. Sustained and increased efficiencies in 2015.
- Directed and expanded DC regional sales and operations into larger metro footprint, including acquiring corporate agreements with 3 of the largest US based REITs - and through recruiting and training top performing sales people across 4 states.
- Reviewed and analyzed organization's historic performance, and unified accounting, sales and marketing data and reporting. Developed, implemented and supervised organizational metrics and analytics including KPIs for team members., resulting in a 25% increase in closing efficiency and 17.6% increase in net income realized per lead generated from marketing.
- Led the development of and launch of new sales platform across two regions - DC Metro and Philadelphia Metro. Increased user engagement and conversions over 200%. Integrated custom content and social engagement functions as well as custom CRM, sales scheduling and customer care functionality.

S E COVINGTON, Houston, D.C. | October 2011 - June 2014

Executive Vice President

Planned, formed and supervised multiple new lines of brokerage sales service adding over \$75M in new revenue

expectations and potential for one of Houston's most prominent commercial real estate brokerage firms.

- Advised and executed the development of a new brand relaunch, including new website, database, CRM systems, and marketing campaigns that included social media, hyperlocal focuses and brand leverage to increase inbound client leads. Managed team of 6 associates and 3 vendors, resulting in over 1 million square feet of inventory added and \$1.2m in income (GCI) within 3 months of project commencement, leading to a 687% increase in leads in year 1, and 125% increase in year 2.
- Directed and delivered technical expertise on sales including negotiations, financial reviews and modeling, development planning and feasibility, acquisition and disposition review, valuations and advisory, strategic analysis of regional and industry data, and construction management and planning.
- Won and managed 32 advisory contracts on regional real estate projects with a variety of Federal and state government departments, as well as international banks such as Deutsche Bank, JPMorgan, and Bank of America and subsidiaries of Goldman Sachs.
- Managed and administered teams that included sales, marketing, research and administrative support functions.
- Oversaw and managed corporate expansion into the Dallas-Fort Worth metro.

COSTAR GROUP | September 2010 - October 2011

Account Executive

Created custom data and insights solutions with proprietary suites of CoStar software - SaaS sales and leadership.

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Education

Master of Real Estate | Georgetown University, Washington, D.C.

Bachelor of Science, Business and Philosophy | Liberty University, Lynchburg, VA

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

Capital Area Workforce Development Board: Submitted

City of Raleigh Board of Adjustment: Submitted

City of Raleigh Planning Commission: Submitted

Planning Board: Submitted

Please select your first Board preference: *

☒ City of Raleigh Planning Commission**Please select your second Board preference: ***

☒ Capital Area Workforce Development Board**Please select your third Board preference: ***

☒ City of Raleigh Board of Adjustment**Please select your fourth Board preference: ***

☒ Planning Board**Please select your fifth Board preference: ***

☒ None Selected**Please select your sixth Board preference: ***

☒ None Selected

Marcus

First Name

Tuttle

Last Name

Middle Initial

1201 Gunnison Place

Street Address

Suite or Apt

Raleigh

City

NC

State

27609

Postal Code

What district do you live in?

☒ District 7

Home: (919) 413-1781

Primary Phone

Business: (919) 688-5300

Alternate Phone

marcus.tuttle@leCHASE.com

Email Address

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

Interests & Experiences

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

I am interested in serving on a Board or Commission because I believe it is important to give back to our community. At numerous points in my life I have volunteered and given of my time and talents. This began in high school with mission trips to help build houses in Mexico, continued in early adulthood with Habitat for Humanity, and continues at my church and son's school today. To have the opportunity to utilize my experience in construction and commercial real estate to help shape and contribute to the future of Wake County would be a tremendous honor, one that I would embrace whole-heartedly.

Work Experience

During the summer following my sophomore year of college at NC State I received an internship with a large construction management firm in Raleigh, Bovis Lend Lease. That summer, and continuing through to graduation, I worked nearly full-time for that same firm on a variety of projects. Following graduation I came on full time and worked in project management, overseeing large commercial projects in the Triangle. I am currently a Project Executive with LeChase Construction where I manage our commercial market sector portfolio.

Volunteer Experience

Numerous church, school, and Habitat for Humanity volunteer days. Greater Raleigh Chamber Young Professionals Network community service chair for three years. Durham Rescue Mission Raleigh Boys & Girls Club - Appetite 4 Art fundraising committee for two years.

Education

I received a BS in Construction Engineering & Management from NC State University in 2005.

Comments

I am an active member of NAIOP, ULI, and the Greater Raleigh Chamber of Commerce. I have served for the past two years on NAIOP's government affairs committee.

[Marcus Tuttle Resume.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 *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

☒ Current Wake County Volunteer

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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

MARCUS S. TUTTLE

1201 Gunnison Place • Raleigh, NC 27609 • 919.413.1781 | marcus.s.tuttle@gmail.com • [LinkedIn](#)

15+ years of diverse experience within the construction industry including multi-phase projects in and around occupied areas. Skilled communicator adept at quickly building quality relationships with internal and external stakeholders across all levels of an organization. Known for maintaining a strong focus on quality and for keeping the end user in mind, building spaces that meet their needs and expectations. Proven ability to thrive in dynamic and fast-paced environments, effectively manage change, and adapt to modifications in scope. Knowledgeable of various contracting methods for public and private projects including cost-plus, construction management (CM) at risk, CM agency, and lump sum.

PROFESSIONAL EXPERIENCE

LeChase Construction Services (Acquired local Lend Lease Operations), Durham, NC 2016 - Present

Project Executive (January 2018 – Present)

- Leading business development, marketing, and construction efforts in the commercial market sector; developing short and long term business plans and pursuit strategies for key clients.
- Responsible for client relationships, implementation of company policies and procedures, professional development of project teams, and successful project delivery.

Senior Project Manager, Durham Police Headquarters Complex, Durham, NC (June 2016 – January 2018)

- Managed construction of a new 125,000sf police headquarters and 911 building and 433-car parking deck under a \$50M public construction manager at risk delivery.
- Managed relationship with client through the transition of the project team from Lend Lease to LeChase and the introduction of new team members to instill confidence in the new organization and the same ability to deliver successfully.
- Worked closely with the design team through the design development and construction document phase to ensure the project remained on schedule and budget, ultimately phasing the design completion to maintain the overall construction schedule and delivering a GMP with \$2M of savings from the project budget.

Lend Lease (US) Construction, Durham, NC 2003 – June 2016

Senior Project Manager, Syngenta Biotechnology, RTP, NC (January 2014 – Present)

- Managed construction of a 210,000sf laboratory and office facility under a \$65M lump sum contract; project consisted of upgrades to the existing central energy plant, crop chambers, and open-concept Class A office space.
- Worked closely with owner and owner's representative to understand, implement, and accomplish project goals related to safety, quality, schedule, and cost.
- Led a team of 19 project managers, superintendents, quality control managers, safety managers, schedulers, and commissioning agents ensuring they had the proper resources to maintain a positive safety culture, construct the highest quality facility, understand and work to the project schedule, and be stewards of the project budget.

Project Manager II, Bayer CropScience, RTP, NC (January 2011 – January 2014)

- Managed multiple projects on the campus of Bayer CropScience's North American Headquarters including construction of an 86,000sf greenhouse and research facility totaling \$15.5M; a 30,000sf shipping/receiving, laboratory, cold storage, and office space facility totaling \$9M; expansion of a central utility plant and site infrastructure upgrades totaling \$6.5M; and renovation of existing headhouse and laboratory spaces totaling \$3M.
- Successfully executed the initial greenhouse project and built relationships with Bayer procurement and construction leaders which lead to repeat work on the campus.
- Worked closely with end users to determine fit for purpose design and materials including greenhouse glass, air flow design, lighting types and layout, and growth chamber and freezer specifications.
- Diligently worked to identify and implement value engineering which reduced the initial construction cost by over 10% on the Greenhouse # 5 project.

Project Manager I and II, UNC Bell Tower Development, Chapel Hill, NC (May 2007 – January 2011)

- Managed a multi-phase CM at Risk delivery with joint venture partners Clancy & Theys Construction Company and HJ Russell & Company.
- Charged with \$21M of site utility relocations, a \$21M chiller plant renovation, and a \$17M parking deck located in the heart of UNC's campus.

- Site utility relocations included chilled water mains, steam piping and tunnels, electrical ductbanks, domestic and reclaimed water, storm water, and sanitary sewer. Also included was an underground 360,000 gallon storm water detention facility and a 350,000 gallon stone-filled cistern.
- Chiller plant renovation included demolition, a temporary chiller setup, façade replacement, seismic upgrades, installation of two new 2,500 ton chillers, and new piping and electrical services inside the building and outside on a structural rack.
- Additional responsibilities included subcontract buyout, change order management, client billings, overall project financial management, and bi-monthly reporting to senior management.
- The new eight story, 750 car, cast-in-place, post-tensioned parking deck includes a pedestrian walkway to the UNC Hospital section of campus.

Assistant Project Manager, Duke University's Fuqua School of Business, Durham, NC (December 2006 – May 2007)

- Supported \$30M of classroom and library expansion.
- Developed and managed procurement schedule for over 20 subcontractors to ensure timely material deliveries which supported the construction schedule.
- Responsibilities included submittal review, change order management, and document control.

Project Engineer, Gold Kist Tray Pack Expansion, Live Oak, FL (November 2005 – December 2006)

- Managed \$32M cost-plus delivery of 180,000 square feet expansion of sub-freezing cooler storage, processing plant, and office space for a repeat client.
- Executed responsibilities beyond the entry-level position, including subcontract buyout, change order management, monthly financial reporting, subcontractor and owner pay applications, project closeout, and quarterly senior management reporting.

Intern, North Hills Mall Redevelopment, Raleigh, NC (May 2003 – November 2005)

- Assisted with \$53M shell construction of 965,000 square feet of office, retail, and parking structures.
- Responsibilities included reviewing submittals, developing and processing RFIs, document control, and project closeout.

COMMUNITY INVOLVEMENT

Chamber of Commerce, Raleigh, NC

2007 - 2015

Young Professionals Network (2007 – Present)

- Member of the Community Involvement task force charged with identifying and enhancing YPN involvement with non-profit and volunteer opportunities in 2008 and 2009. Co-chair of the Community Involvement task force in 2009 and 2012. Chair of Member Engagement task force, responsible for enhancing the membership experience and retaining involvement in 2010 and 2011. Currently the chair of Community Involvement.

Leadership Raleigh (2010 – 2011)

- Participated in a nine month program focused on providing unique and in-depth views of community issues, developing leadership skills, and providing introductions to local non-profits encouraging future community involvement.

ADDITIONAL INFORMATION

- Participant in Lend Lease Future Leaders program. A mentoring program in which members are nominated by senior management to enhance leadership skills and take an active involvement in business operations.
- Lend Lease Training Lead Team, responsible for organizing training opportunities for Raleigh office employees.

EDUCATION

North Carolina State University, Raleigh, NC

B.S., Construction Engineering and Management

COMPUTER SKILLS

Microsoft Office programs, Primavera Systems, Timberline, Prolog Manager, and Prolog Website.

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

City of Raleigh Housing Appeals Board: Submitted
City of Raleigh Planning Commission: Submitted
Domestic Violence Fatality Review Team: Submitted
Human Services Board: Submitted
Jury Commission: Submitted
Juvenile Crime Prevention Council: Submitted
Wake County Steering Committee on Affordable Housing: Submitted

Please select your first Board preference: *

☒ Juvenile Crime Prevention Council

Please select your second Board preference: *

☒ City of Raleigh Housing Appeals Board

Please select your third Board preference: *

☒ Human Services Board

Please select your fourth Board preference: *

☒ Raleigh-Durham Airport Authority

Please select your fifth Board preference: *

☒ City of Raleigh Planning Commission

Please select your sixth Board preference: *

☒ Jury Commission

Merrick

First Name

Willoughby

Last Name

2515 Overlook Village Circle

Street Address

Suite or Apt

Raleigh

City

NC

State

27612

Postal Code

What district do you live in?

☒ District 4

Home: (919) 702-2967

Primary Phone

Mobile: (919) 423-3334

Alternate Phone

merrick_willoughby@yahoo.com

Email Address

State Employee Credit Union

Employer

Financial Service 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

Interests & Experiences

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

I am interested in serving on Wake County Boards or Commission because serving will give me hands-on experience in working with community leaders, and afford me the opportunity to provide exemplary service to the citizens of Wake County. Also, I'm keen in helping Wake County Local Government, because I am a strong supporter of community involvement. And, it is my belief that a healthy and vibrant community that is invested in community succes and community-based ideas, is sure to thrive abundantly.

Work Experience

State Employee Credit Union Provide financial support to eligible North Carolinians to improve their economic well-being through the frames of telecommunication. Responsibilities include, but not limited to the establishment of new accounts, handling debit and credit card transactions, account resolution, and processing internet requests. Responsibilities include, but not restricted to the creation of new accounts, handling debit and credit card transactions, account resolution, and processing web requests.

Volunteer Experience

North Carolina DPS, Wake Regional Juvenile Detention Center. Supervised the daily activities of juveniles in residence; ensures juveniles follow all established policies and procedures, taking disciplinary action as necessary. Guaranty that detainees are served meals and snacks, all living areas are clean, laundry is washed, and detainees are properly clothed. Completed daily reports, monitored and mentored the young juveniles, while providing creative paradigms to impede on future delinquent activities

Education

Saint Augustine's University Bachelor of Science in Criminal Justice Central Michigan University Masters of Science in Administration

Comments

[Merrick_s_Resume.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

Demographics



Date of Birth

Gender *

☒ Male

Ethnicity *

☒ African American

Other

How did you become aware of Wake County volunteer opportunities?

☒ County Website

If you selected "Other" above, how?

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

MW

MERRICK WILLOUGHBY

merrick_willoughby@yahoo.co/ H: 919-702-2967

•

•

•

SUMMARY

- Results-oriented professional with a strong work ethic who takes initiative, identifies problems, and offers creative solutions for implementation.

Exceptional interpersonal communication skills; easily interact with individuals from diverse backgrounds.

Excellent organizational, listening, planning, and public speaking skills.

Professional demeanor, critical and analytical thinking skills.

- Research- oriented.
- Motivated administration professional skilled at building strong working relationships with fellow staff, supervisors and community members. Public relations expert.

SKILLS

Analytical thinker

Citizen engagement

Community development

Employee relations

Public speaking

Oral and written communication

[Research and analysis](#)

EXPERIENCE

Financial Service Representative / State Employees' Credit Union - Raleigh, NC

05/2016 - Current

Provide financial support to eligible North Carolinians to improve their financial well-being through the frames of telecommunication.

- Responsibilities include, but not limited to the establishment of new accounts, handling debit and credit card transactions, account resolution, and processing internet requests.

Delivered an exceptional level of service to each customer by listening to concerns and answering questions.

Reviewed and provided comments on the adequacy of documents and took necessary steps to cure any deficiencies.

Customer Service Representative / Xerox Commercial Solutions, LLC, Humana Pharmacy - Raleigh, NC

05/2014 - 05/2016

Communicate with customer, employees and other individual to answer questions, disseminate or explain information, take orders address complaints.

Type, format, proofread, and edit correspondence and other document, from notes using computers.
Open, sort and route incoming calls, answer correspondence, and prepare outgoing mail.
Maintaining strict confidentiality of sensitive information following HIPAA regulations.

Intern / North Carolina DPS, Wake Regional Juvenile Detention Center Raleigh, NC

Supervised the daily activities of juveniles in residence; ensures juveniles follow all established policies and procedures, taking disciplinary action as necessary.

Guaranty that detainees are served meals and snacks, all living areas are clean, laundry is washed and detainees are properly clothed.

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Completed daily reports, monitored and mentored the young juveniles.
Wrote detailed reports explaining policy actions and impacts.
Identified and reviewed roadblocks to desired updates and developed possible resolutions.

Chief Executive Officer & Co- Founder / Utopian Investment Holdings, LLC - Raleigh, NC 07/2018 - Current

Advertised properties to the general public via networking, brochures, ads and listing services to maximize exposure.

Cold called clients to obtain their exclusives.

Successfully guided home buyers and sellers through sales and purchase of properties.

Researched the current market in Raleigh, North Carolina, to stay informed and give superior sales presentations.

Developed close relationships with area realtors and promoted builders to boost referral network.

Actively follow-up with prospects and hot leads.

Followed up with prospects throughout the sales process.

Developed an excellent rapport with custom builders to expand opportunities for growth.

Counseled customers on market current status for residential and land markets.

EDUCATION AND TRAINING

Central Michigan University - Mt Pleasant, MI

August , 2018

Masters of Science: Administration, Public Administration

Saint Augustine's University - Raleigh, NC, United States

May, 2016

Bachelor of Science: Criminal Justice

Pi Gamma Mu, International Honor Society in Social Science, Member

Cum laude graduate

ACTIVITIES AND HONORS

Pi Gamma Mu, International Honor Society in Social Sciences

Deans List Recipient

AFFILIATIONS

Saint Augustine's University Alumni Association, Member

Central Michigan University Alumni Association, Member

INTERESTS

Public Policy

Criminal Justice

Higher Education

Writing & Editor

Research

Community Relations

Real Estate

Property Management