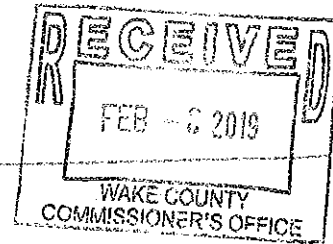




THE TOWN OF

Holly Springs



January 27, 2020

Denise Hogan
Deputy County Clerk
County of Wake
P.O. Box 550
Raleigh, NC 27602

Re: Holly Springs Board of Adjustment and Planning Board Membership Appointments

Dear Denise:

This letter is to request action at the February 17, 2020 meeting of the Wake County Board of Commissioners to fill ETJ member positions on the Holly Springs Board of Adjustment and Planning Board.

On January 21, 2020, the Holly Springs Town Council approved a motion to recommend that the Wake County Board of Commissioners appoint **Elaine Crigger**, 7120 Asheway Dr, Holly Springs, NC 27540, to the Holly Springs Board of Adjustment as an Alternate Member representing the ETJ and **Mark Stuckey**, 5632 Voorhees Lane, Holly Springs, NC 27540, to the Holly Springs Planning Board as a member representing the ETJ. If appointed, Ms. Crigger and Mr. Stuckey would fill seats with terms of March 1, 2020 – February 28, 2023.

If these nominations are ratified by the Wake County Board of Commissioners, we request that Ms. Crigger and Mr. Stuckey be notified by letter to the addresses above and that the Town of Holly Springs Department of Planning & Zoning is copied to the address on this letterhead.

For your Board's information, enclosed are copies of Ms. Crigger's and Mr. Stuckey's applications to the Town of Holly Springs to serve on the Board of Adjustment and Planning Board. Thank you for your attention to this request. If you have any questions or need more information, please feel free to call me at 919-557-3928.

As always, thank you for your assistance.

Sincerely,

Gina M. Clapp, AICP
Director of Planning & Zoning

Enclosures

c: Linda McKinney, Holly Springs Town Clerk
Melissa Sigmund, Principal Planner

Mark Stuckey

5632 Voorhees Lane, Holly Springs, NC 27540 • (217) 821-0830 • stuckeymark1@gmail.com

Senior Sales Manager

Over 24 years of experience in managing, training, and motivating national sales teams in the contract office furniture market. A strong sales and marketing professional that excels in the areas of increasing market share, team building, and coaching. An established and dedicated leader in the office furniture industry with the proven ability to recruit and retain top performing sales representatives throughout the country.

Partner

2017 – Present

The Contract Group, Charlotte NC

- *As an acting business partner in an independent representative group, I assist in territory management with daily and weekly sales calls throughout a given geographic territory. I schedule sales appointments with architectural and Interior Design firms, end users in any market as well as commercial contract furniture dealerships.
- *I am a direct liaison between our manufacturers, I negotiate sales contracts and increase brand awareness throughout the given territory.
- *Directly responsible for all State of North Carolina state contract bids and solicitations.
- *Develop and design all companywide marketing programs.
- * Manage and assist in the supervision of a showroom manager.

Product Manager

2015 – 2017

Global Furniture Group, Marlton NJ

- * Manage a product team that is responsible for contributing increased brand awareness throughout the United States.
- * Increase brand profitability on existing lines as well as develop new products for the company.
- * Manage entire product line life cycles from strategic planning to brand launch.
- * Identify market requirements for current and future products by conducting market research.
- * Driving product solutions by on-going visits to customers throughout the United States.
- * Develop and implement companywide go to market plan and communicate to the field.

National Sales Manager

2013 – 2015

Studio Q Furniture, Hickory NC

- * Sales Director that oversees sales activities throughout the United States. Manage and supervise the sales functions of 50 independent sales representatives across the United States.
- * Assist President in new product development.
- * Oversee all Marketing functions that correlate with Sales functions
- * Develop new sales and marketing programs that have led to 25% growth in the first year.
- * Direct the activities associated with negotiating large buying contracts for various markets including the Federal Government.
- * Develop marketing programs that are implemented into the daily sales activities.
- * Direct Liaison with outside product design firms.

National Sales Manager**2011-2013**

FurnitureLab, Carrboro, NC

- Lead and direct a team of 45 independent sales representatives throughout the United States in the contract office furniture market.
- Developed and implemented programs that increased sales by 50% in the first year.
- Identified, designed, and implemented a new corporate training program.
- Successfully launched new product development.
- Increase Share of Market in targeted office furniture markets.
- Gain relationships with Architectural and Design firms throughout the country.
- Developed and manage a Government sales program.
- Successfully negotiate large buying contracts

Regional Sales Manager**2001-2011**

Indiana Furniture Industries, Jasper, IN

- Directed and managed regional sales teams throughout the country in the contract office furniture industry.
- Increased share of market in every region by 25% annually.
- Developed new training programs for contract dealers and representatives.
- Launched several new products that assisted in the company's 20% growth.
- Responsible for developing large buying contracts.
- Negotiated sales contracts with large wholesale distribution chains throughout the country.
- Identified and implemented new marketing campaigns.

Prior Experience**Regional Sales Manager**

Rosemount Office Systems, Lakeville MN

1999- 2001**Regional Sales Manager**

Nova Solutions, Effingham, IL

1994 -1999**Education**

B.S. Business Management and Economics, Quincy University, Quincy, IL 1981

Professional Associations:

Board Director of Common Thread for the Cure Foundation

IIDA Member