

**CHAMBER OF COMMERCE/NOT-FOR-PROFIT EXECUTIVE
ECONOMIC DEVELOPMENT/GOVERNMENT RELATIONS DIRECTOR**

Outcomes oriented executive experienced in community development and related disciplines. Astute leader and consummate professional with an ability to connect with people of all backgrounds and experiences. Highly driven individual who is adept at multi-tasking and working in complex, volatile, and highly political environments. Ability to provide team leadership leading to increased performance, program improvement, and quality initiatives, while simultaneously leading external initiatives to reverse community apathy.

- **Proactive, visionary business leader known for ability to win loyal community and business support**, develop key coalitions, and build crucial relationships with a shared sense of purpose.
- **Locally recognized for creating change and developing programs that serve the business community.** Deeply committed to improving the business environment.
- **Success in working in difficult circumstances** – praised by executives and board members for coalition building, rightsizing programs, elevating morale, and overcoming negative community opinions and adversarial relations with key community stakeholders.

SUMMARY OF QUALIFICATIONS

- Economic Development
- Marketing
- Project Management
- Strategic Planning/Organization
- Staff Development & Training
- Coalition Building
- Public & Community Relations
- Master's Degree in City and Regional Planning
- Executive Leadership & Supervision
- Program Development & Implementation
- Advocacy & Public Policy
- Board Relations
- Non-profit Governance

PROFESSIONAL EXPERIENCE

**HOWARD COUNTY CHAMBER OF COMMERCE NOV 2014 – PRESENT
PRESIDENT/CEO**

Chief executive for a business membership organization located in dynamic the business market of Howard County, a community nestled between Baltimore and Washington DC. Responsibilities include working in close relationship with the Howard County government, the corporate community and related partner organizations in economic and tourism development. The collective goal is to promote, advocate for and expand business while further developing and marketing Howard County's advantages as a premier location for doing business. The Chamber has a 36-member volunteer Board of Directors, an 8-member staff and an operating budget of \$1.1 million.

Key Accomplishments:

- **Instituted new sponsorship programs** that lead to increased revenue
- Worked with the board and related committees to **modify and implement new financial and board related policies**
- **Developed organization metrics and key performance indicators** thereby laying the foundation for new strategic plan
- **Provided much needed leadership and stability** to an organization that had gone without a CEO for over a year
- **Established new and cultivated existing relationships** leading to more community awareness and regional collaboration
- **Through written and oral testimony, raised the organization's profile with the General Assembly** and developed the framework for the organization's legislative agenda

CITY OF YORK JUN 2014 – NOV 2014

DIRECTOR, DEPARTMENT OF ECONOMIC & COMMUNITY DEVELOPMENT

One of five members that comprise the Mayor's cabinet responsible for five direct reports and an overall budget of approximate \$4M with a total staff of nearly 30. Provided guidance and direction to the Bureaus of Economic Development, Health, Housing Services, and Permits, Planning, & Zoning. In addition, served as the Secretary to the Redevelopment Authority (RDA). Other responsibilities included making formal presentations to the business and civic community, advising the mayor on policy, programs and projects, serving as liaison to the community and to the city council, and creating real estate development opportunities.

Key Accomplishments:

- **Developed a set financial policies and procedures for the City of York Redevelopment Authority** which outlined processes for deposits, expenditures, operations, and signature limits.
- **Responsible for the drafting of the Economic Development Bureau RFP** for the development of a five-year economic development strategic plan.
- **Led efforts to add Tenant Occupied Property inspections** from the Fire/Rescue Department into the Permits, Planning, & Zoning Bureau.
- **Recruited and filled key department positions** one of which had been vacant for nearly a year.
- **Developed and orchestrated the department's e-newsletter and Twitter page.**

DEKALB CHAMBER OF COMMERCE

SEPT 2004 – MAY 2014

PRESIDENT/CEO

Recruited to formulate and execute strategic plan to turn around a historic but floundering business organization with low membership and lagging program development. Wholly responsible for operational and fiscal oversight of \$650,000 annual budget with five employees and working alongside a board of approximately 45 business and civic leaders. Develop, implement, and oversee organizational development. Lead business, community and government agency relationship-building initiatives and advocate for the business community with state government officials to establish a pro-business climate.

Key Accomplishments:

- **Increased public visibility and awareness of the organization** by reestablishing key relationships with elected officials, top business executives, and influential civic leaders resulting in an increase of expectations and organizational involvement in top county initiatives.
- **Worked with the Board of Directors to implement a three-year strategic plan** to further stabilize and grow the organization
- **Reversed history of membership decline and decreasing annual revenue** by creating and implementing programs that have grown membership by 50% resulting in a budgetary increase of 50%. Also managed a consulting firm which resulted in the successful execution of a capital campaign.
- **Successfully accomplished the rightsizing of operation.**
 - Spearheaded, organized, and directed the daily operations leading to improved fiscal performance
 - Championed educational programs and formed strategic alliances with major companies leading to cost saving benefits for the membership
 - Developed a fundraising strategy to generate revenue by organizing and promoting numerous special events, programs, and activities
- **Oversaw public policy and advocacy campaigns** through written correspondence, white papers and formal presentations resulting in increased awareness as to how policy decisions affect the business community. Also participated in regional efforts to bring forth attention to issues that threaten economic prosperity in the region.
- **Created an affiliate 527 political organization** to allow the organization and business community to play an active role in future Board of Education by endorsing candidates.
- **Adeptly handled media relations and communications**, serving as primary spokesperson for the association. Opinions were highly sought after on issues facing the business community in DeKalb County. Delivered various speeches on numerous business related topics and participated in various public forums resulting in increased awareness and visibility for the County and organization.

CITY OF ROSWELL (ECONOMIC DEVELOPMENT DIVISION)

JAN 2004 TO SEPT 2004

ECONOMIC DEVELOPMENT DIRECTOR

Served as the primary point of contact for new business and existing development chiefly responsible for implementing the City's redevelopment initiatives. Worked closely with other City, County and private economic development agencies to promote the City of Roswell as destination place for business. Managed a divisional office overseeing a budget of approximately \$125,000.

Key Accomplishments:

- **Spearheaded the City's economic development efforts** culminating in the Holcomb Bridge Road East Redevelopment Strategy and implementation of the Midtown Roswell (Highway 9) streetscape project.
- **Steered the City's redevelopment efforts** by marketing the City to the business and real estate community through presentations at various promotional events and trade shows.
- **Advocate for businesses to other City government staff and Council members** on how certain policy decisions impact the private sector and their ability to conduct business.
- **Provided project management** to ensure that projects funded with public funds proceeded on time and within budget.

EDUCATION & PROFESSIONAL CERTIFICATIONS

CLEMSON UNIVERSITY – CLEMSON, SOUTH CAROLINA

MASTER OF CITY AND REGIONAL PLANNING

FURMAN UNIVERSITY – GREENVILLE, SOUTH CAROLINA

BACHELOR OF ARTS IN POLITICAL SCIENCE

AMERICAN ASSOCIATION OF CHAMBER OF COMMERCE EXECUTIVES (ACCE)

CERTIFIED CHAMBER OF COMMERCE EXECUTIVE – AUGUST 2016

UNITED STATES CHAMBER OF COMMERCE

INSTITUTE FOR ORGANIZATIONAL MANAGEMENT – JUNE 2011

NATIONAL DEVELOPMENT COUNCIL (NDC)

CERTIFIED ECONOMIC DEVELOPMENT FINANCE PROFESSIONAL – MAY 2000

CIVIC ENGAGEMENT/PROFESSIONAL ACCOLADES

- Board Member – Howard County Workforce Investment Board, 2015 - present
- Board Member – Association of Chamber of Commerce Executives – 2015 to present
- Board Member – Maryland Chamber of Commerce, 2015 - 2016
- Secretary – City of York Redevelopment Authority – 2014
- Secretary – City of York City Revitalization and Improvement Zone Authority – 2014

- Leadership Atlanta, Class of 2009
- Atlanta Business League *Men of Influence* recipient, 2009
- Leadership DeKalb, Class of 2008
- Georgia Trend Magazine *Top 40 Under 40*, 2008