

County Council of Howard County, Maryland

2019 Legislative Session

Legislative day # 12

RESOLUTION NO. 125 - 2019

Introduced by: Chairperson at the request of the County Executive

A RESOLUTION confirming the appointment of Richard Butler to the Charter Review Commission.

Introduced and read first time on October 7, 2019.

By order Diane A. Jones
Diane Schwartz Jones, Administrator to the County Council

Read for a second time and a public hearing held on October 21, 2019.

By order Diane A. Jones
Diane Schwartz Jones, Administrator to the County Council

This Resolution was read the third time and was Adopted X, Adopted with amendments __, Failed __, Withdrawn __ by the County Council on November 4, 2019.

Certified by Diane A. Jones
Diane Schwartz Jones, Administrator to the County Council

NOTE: [[text in brackets]] indicates deletions from existing language; TEXT IN SMALL CAPITALS indicates additions to existing language. Strike-out indicates material deleted by amendment; Underlining indicates material added by amendment.

Richard Augusta Butler, Jr.

Key Qualifications

- 10+ years experience in managing diverse teams through critical/sensitive assignments
- 10+ years providing superior service in managing client opportunities
- Proven Track record of exceeding sales goals and expanding client base

Work Experience

National Society of Black Engineers Jr - Howard County Chapter (HoCo NSBe Jr) September 2015 - Present
 Founder, Advisor

- Established winning organization focused on increasing the number of culturally responsible youth interested in science, technology, engineering and mathematics (STEM) careers.

ButlerWatson Institute (BWI) April 2017 - Present
 President

- Contributing to collaboration of diverse technology organizations (ITSMF, BDPA, HEENAC, SHPE, NSBE)
- Instrumental in the establishment of the 50K Coalition

Butler Communications and Technology Solutions (B-Comm Tech) February 2015 - Present
 CEO

- Provide human resource solutions and diversity training to top financial institutions, technology organizations and government agencies
- Design and Implement broadband network solutions for municipalities and universities
- Coordinate outreach programs promoting STEM careers for students

Career Communications Group, Inc. (CCG) February 2009 - February 2015
 Vice President of Government Relations and Corporate Solutions

- Responsible for evaluating profitability of proposals and team productivity.
- Monitored DSO, analyzed data and provided recommendations to senior Chief Financial Officer.
- Ensured adherence of policies/regulations set forth by the company
- Coordinated engagements of senior executives at national events (7000+ participants).
- Played a critical role in collection transformation including evaluating processes and implementing changes to optimize recoveries
- Oversaw and trained staff on multiple software upgrades and new software deployments
- Developed and maintained productive work teams to provide innovative solutions to address specific client needs

Career Communications Group, Inc. (CCG) February 2007 - 2009
 Director of Corporate Sales and Special Projects

- Managed entire sales process (presentation/proposal/product delivery/payment collection)
- Exceeded sales goals in sponsorships (over \$2.5M annually)
- Developed and maintained relationships with top clients (approximately 40% of company's total revenue)
- Special Projects - press briefings, contractor negotiations, conference coordination
- Developed groundbreaking product increasing sponsorship 500%
- Initiated a Summit for diversity solutions organizations - Project 2050

Southwestern Bell, PaeTec, ArchWireless
Senior Sales Director

January 1998 - December 2006

- Managed the wireless sales and training for corporate and government clients
- Lead sales team of customer premise equipment.
- Managed the "SAVE TEAM" reducing churn by 65%

SmithKline Beecham Clinical Laboratory
Director Test in Question (TIQ)

August 1992 - December 1997

- Managed team of technicians in resolutions to full range of specimen submissions and testing results issues

SmithKline Beecham Clinical Laboratory
Regional Manger - East Coast Accessioning Centers

July 1988 - August 1992

- Managed team of phlebotomists in 200+ accessioning centers from Maine to Florida.

Farbiol / Valspar
Quality Control / Rsearch and Development Lab Manager

May 1986 - June 1988

- Coordinated testing and reporting of current and future products related to company's powder coatings and thermoplastic adhesives

Education

Bachelors of Science
University of Maryland, Eastern Shore

- Chemistry Major, Biology Minor

Diveristy And Inclusion Certification
Betances and Associates

- Harvard University Professor Samuel Betances

References

Available upon request

Thank you County Executive Ball and Commission / Committee assembled for this opportunity to serve on the Charter Review Commission.

My name is Richard Butler.

My parents moved to Columbia in 1971.

I attended Running Brook Elementary (Stevens Forest didn't open until 1972?), Oakland Mills Middle and High.

Except for the 5 years at college and 3 years looking for my wife, I have resided in Columbia.

I earned my Bachelors in Chemistry from University of Maryland Eastern but spent most of time in an HR role, performing training and staffing duties for organizations looking for diverse talent in STEM. For my efforts I was made an Honorary Chief Petty Officer for the United States Navy by Vice Admiral Jeffery Fowler, while superintendent for the USNA.

For the past 15 years I have advocated for students and promoted programs that enhance a students chances of success through education.

My father and mother instilled in me the belief that the United States was the best country in the world and Columbia was the ideal city within it.

I now share this with my outreach group the Howard County Chapter of The National Society of Black Engineers. The first chapter president, My Daughter proclaimed this chapter will ALWAYS reflect the county it represents. This diverse group of Howard County residing students finished 2nd, 3rd and 4th recently in national math competitions.

I believe my experiences and continued education, under the tutelage of Dr Samuel Betances, Harvard University Professor of Urban Studies will provide me guidance to add value to the Charter review process.

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