



Personnel Committee

9:00 a.m., Tuesday, May 3, 2022

1207 Palm Boulevard

Isle of Palms, South Carolina

Public Comment:

All citizens who wish to speak during the meeting must email their first and last name, address and topic to City Clerk, Nicole DeNeane at nicoled@iop.net no later than **3:00 p.m. the business day before the meeting**. Citizens may also provide written public comment here: <https://www.iop.net/public-comment-form> .

Agenda

1. **Call to order** and acknowledgement that the press and public have been duly notified of the meeting in accordance with the Freedom of Information Act.
2. **Approval of previous meeting's minutes** – March 8, 2022
3. **Citizens' Comments** - All comments will have a time limit of three (3) minutes.
4. **Old Business**
5. **New Business**
 - a. Consideration of applicants for vacancies in the Accommodation Tax Advisory Committee and the Planning Commission
 - b. Consideration of nomination for the Spirit of the Island Award
 - c. Discussion and consideration of reducing the size Council from 9 to 7 members by referendum in November 2022 general election
6. **Miscellaneous Business**

Next Meeting Date: 9:00 a.m., Tuesday, June 7, 2022
7. **Executive Session** – If needed.
8. **Adjournment**



Personnel Committee
9:00am, Tuesday, March 8, 2022
1207 Palm Boulevard, Isle of Palms, SC and
broadcasted live on YouTube: <https://www.youtube.com/user/cityofisleofpalms>

MINUTES

1. Call to Order

Present: Council Members Anderson and Bogosian, Mayor Pounds

Staff Present: Director Kerr, HR Officer Ladd

2. Approval of previous meeting's minutes

MOTION: Council Member Anderson made a motion to approve the minutes of the February 8, 2022 meeting. Mayor Pounds seconded the motion. The motion passed unanimously.

3. Citizens' Comments -- none

4. Old Business

A. Interview of candidates recommended by the IOP Water & Sewer Commission for appointment to fill vacancy

Mr. Chad Neal was interviewed for the open position on the Water & Sewer Commission. Mr. Neal feels that his experience as a business owner of a company that lays pipes and cables provides him with unique knowledge pertinent to the work of the Water & Sewer Commission. He works with contractors on environmentally friendly ways to put pipes in the ground with minimal impact, trains linemen in the field, knows and understands the workings of water and power companies around the state, and is familiar with the managers of water companies in the state. He believes transparency combats misinformation on social media. He believes the public needs to know why they should be on sewer and that the change to sewer should happen as soon as possible. He would like other residents to have a better experience than he did regarding hooking into the City's sewer system.

Mr. Jeff Forslund was also interviewed for the open position on the Water & Sewer Commission. Mr. Forslund spoke extensively about his experiences with waste minimization and reuse. He said it is important to educate homeowners on the proper care and maintenance of their septic systems. He would like to make the cost of tying into the sewer system affordable and palatable for all residents. He spoke about meeting with members of the Water & Sewer Commission and the staff regarding the switch to sewer so he could better understand the need to do so. He said it is important to get the facts out to residents.

B. Discussion and consideration of Code of Conduct for members of City Council

Committee members said that while the content of the merged document is good, there are numerous typos and content consistency issues that need to be addressed before it can go to full Council for discussion. Mayor Pounds said that once it is cleaned up it can go to City Council for directional feedback.

MOTION: Mayor Pounds made a motion to adopt and approve the amended Code of Conduct as discussed. Council Member Anderson seconded the motion. The motion passed unanimously.

5. New Business

Discussion of FY23 operational budget for General Government and Building Department [Strategic Plan Priority 3, Goal b]

Council Member Bogosian asked for clarification regarding the amounts for wages and salaries in FY22 and FY23. Mayor Pounds explained that the wage and salary adjustments did not start until 1/1/22 and therefore look different when annualized in FY23.

Treasurer Suggs explained the bump in IT services is partially related to VC3 from whom she is still awaiting an answer regarding their fees for FY23. Some of the increase is also due to monies for A/V upgrades to Council Chambers, part of which will be spent in FY22 and the remainder in FY23.

The change in salaries in the Planning Department reflect Director Kerr's salary being moved into General Government and the hiring of a Zoning Administrator.

6. Miscellaneous Business

The next regular meeting of the Personnel Committee will be on Tuesday, April 12, 2022 at 9:00am.

7. Executive Session

MOTION: Council Member Bogosian made a motion to move into Executive Session in accordance with SC Code §30-4-70(a)(1) to discuss personnel matters as it relates to the filling of the vacancy on the Water & Sewer Commission. Council Member Anderson seconded the motion. The motion passed unanimously.

The Personnel Committee moved into Executive Session at 10:07am.

The Personnel Committee returned from Executive Session at 10:14am. Council Member Bogosian said no votes were taken.

MOTION: Council Member Bogosian made a motion to recommend to City Council the appointment of Jeff Forslund to the Water & Sewer Commission. Council Member Anderson seconded the motion. The motion passed unanimously.

8. **Adjournment**

Mayor Pounds made a motion to adjourn, and Council Member Anderson seconded the motion. The motion passed unanimously. The meeting was adjourned at 10:15am.

Respectfully submitted,

Nicole DeNeane
City Clerk

City of Isle of Palms

Applications for ATAX & Planning Commission

Applicant Name	Position Sought	Occupation and Title	Business or Employer Name	Email
J Carolyn Andeerson		Retired		catty1340@gmail.com
Benjamin Marks	Accommodations Tax Advisory Committee	Director, Global Market Development	shopware AG	webmarks@gmail.com
Barbara Bergwerf	Accommodations Tax Advisory Committee	Retired Author and Photogrpapher	Self employed	barbbergwerf@gmail.com
Robert Ross	Accommodations Tax Advisory Committee	Co-Owner	The Windjammer	bobby@windjammeriop.com
Alexander Stone	Accommodations Tax Advisory Committee	President	Island Realty, Inc.	sandy@islandrealty.com
C. Anthony (Tony) Jones	Accommodations Tax Advisory Committee	VP Sales	Seatex Corp	tonyjones1966@gmail.com
Paige Grimball	Accommodations Tax Advisory Committee			paigegrimball@gmail.com
Chas Akers	Accommodations Tax Advisory Committee	Founder/Principal	Wherewithal Marketing, Inc.	chasakers@me.com
Joshua Hooser	Accommodations Tax Advisory Committee	Lawyer	Hooser Legal Counsel, LLC	josh@hooserlawyer.com
Nadine Deif	Accommodations Tax Advisory Committee	Board Chair/PT Adjunct teacher/Business Owner	CAA High School/College of Chs/Rocky's Forever Homes	ndeif@icloud.com
Kathy Campbell	Accommodations Tax Advisory Committee	Retired Accountant		iopcampbell@gmail.com
Ted McKnight	Accommodations Tax Advisory Committee	Retired	Lawyer	
Rebecca Kovalich	Accommodations Tax Advisory Committee	Clinical laboratory shareholder and consulting	Select Laboratory Partners, LLC	rkovalich@yahoo.com
Jeffrey Rubin MD FACS	Planning Commission	Retired vascular surgeon		reedrub@icloud.com
Alex Skatell	Planning Commission	Managing Partner	Mission 8	askatell@gmail.com
David J. Guilford	Planning Commission	Retired		dguilford@dlgassociates.com
Steven Morris	Planning Commission	Real Estate/ Spartan 300 Properties LLC	Spartan Properties	romorris300@gmail.com

Application for Boards and Commissions

Applicant Name

J Carolyn Andeerson

Position Sought**Home Phone**

(843) 886-9022

Work Phone**Mobile Phone**

(843) 209-9975

Email

catty1340@gmail.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?**Address**

3 Oyster row, Isle of Palms, South Carolina 29451

Occupation and Title

Retired

Business or Employer Name**Have you ever served on a board or commission for the City of Isle of Palms or another local government?**

Yes

If yes, please provide information about that service

Township of Ohara Pittsburgh Pa 15215- councilman at large- 3 yrs

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

see resume

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

no

State your interest in serving on this Board or Commission.

A functioning ATAX committee is very im[portant to the enrichment of the lives of people living on and visiting the island and I feel I can help with recommendations to the council regarding the best usage of the funds (which are considerable).-

Upload Résumé

Carolyn Anderson Resume April 2022.pdf

Note: This is an application only and indicates your willingness to serve on an Isle of Palms Board or Commission. You will be notified when a seat is vacant and will be considered among other applicants. Final selection will be determined by the Isle of Palms City Council. Thank you for your interest in serving the Isle of Palms.

Carolyn H. Anderson, M.D.
3 Oyster Row
Isle of Palms SC 29451

EDUCATION

University of Arkansas, College of Medicine

PROFESSIONAL EXPERIENCE:

Children's Hospital of Pittsburgh

Doctor of Pediatric Rheumatology and Infectious Diseases

Retired after 30 years and serving in a variety of roles

Councilman at Large, Township of O'Hara, PA, 1994-96

ISLE OF PALMS, SC VOLUNTEER EXPERIENCE

South Carolina Aquarium

Participated in student teaching program for 20 years

Island Turtle Team

Member for 5 years

NOAA for IOP

Phytoplankton Surveillance team member for 15 years

Sunrise Presbyterian Church

Clerk of Session 2003-2005

First United Methodist Church

Various positions held 2013-present

Wild Dunes Ladies Golf Association

Past President, Nine Holes

Various positions held 2000-21

Reading tutor for third graders, Whiteside Elementary

2016-2019

Family Circle Cup, Women's Tennis Championship, Daniel Island

2001-2006

Property Owner, 1991-present

Full time resident since 1998

Application for Boards and Commissions

Applicant Name

Benjamin Marks

Position Sought

Accommodations Tax Advisory Committee

Home Phone**Work Phone****Mobile Phone**

(843) 670-4240

Email

webmarks@gmail.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

17

Address

101 Charleston Blvd, Isle of Palms, South Carolina 29451

Occupation and Title

Director, Global Market Development

Business or Employer Name

shopware AG

Have you ever served on a board or commission for the City of Isle of Palms or another local government?

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

State your interest in serving on this Board or Commission.

ATAX committee serves an essential role in local budget & business, and given the recent departures of several members of the advisory committee, I think it's important to step in.

Upload Résumé

Resume-Ben-Marks.pdf

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Ben Marks

Isle of Palms, South Carolina, United States



webmarks@gmail.com



[linkedin.com/in/bhmarks](https://www.linkedin.com/in/bhmarks)

Summary

Seasoned community engagement specialist with hundreds of public and online presentations across six continents. Using strategic insight and empathy to understand, inform, and strategically engage both a worldwide ecosystem and the internal stakeholders who serve them.

Experience



Director Global Market Development

Shopware

Mar 2021 - Present (1 year 2 months +)

Leading the charge to secure and expand the growth of open source commerce around the world.



Ex Officio Board Member

Magento Association

Feb 2019 - Feb 2021 (2 years 1 month)

Founding board director representing Adobe's continuing investment in the Magento ecosystem.

Content Committee Chairperson, Commerce CO-OP editor, Partnership Committee member, Events Committee member. Helping ensure the \$5B/year Magento ecosystem thrives and expands to new and more diverse members the world over.



Magento Evangelist

Adobe

Jul 2018 - Feb 2021 (2 years 8 months)

Seasoned community engagement specialist with hundreds of public and online presentations across six continents. Using strategic insight and empathy to understand, inform, and strategically engage both a worldwide ecosystem and the internal stakeholders who serve them.



Magento Evangelist

Adobe Commerce

Apr 2014 - Jul 2018 (4 years 4 months)

Community.



Trainer

Adobe Commerce

Feb 2011 - Jul 2018 (7 years 6 months)

As a consultant from Blue Acorn:

- Advised on several Magento U developer-focused and user-focused training materials
- Delivered over 1500 hours of in-person and online training to hundreds of developers around the world

- Featured in the on-demand Magento U Fundamentals of Magento Development video <http://www.magentocommerce.com/training/on-demand>



Director of Development

Blue Acorn iCi

Jul 2013 - Apr 2014 (10 months)

Responsible for developers, development technology initiatives, internal training, espresso operations, and general kitchen maintenance & curmudgeoning



Magento Developer & Trainer

Blue Acorn iCi

Oct 2008 - Jul 2013 (4 years 10 months)

Responsible for in-house architectural advice and training initiatives.



Developer

brainstorm Web Design

2006 - 2008 (3 years)

Provided frontend and backend Web design and Web application development as both an independent contractor and employee.

Highlights

- Maintained, upgraded, and enhanced a custom Zend Framework beta / ZF1-based component framework
- Worked on Addy award-winning sites



Owner

WebMarks LLC

Jun 2003 - Mar 2006 (2 years 10 months)

Provided PHP & MySQL-based website design, eCommerce development, hardware and networking services, and bespoke event registration software to multiple clients nationwide.

Highlights:

- (via ACME Branding Co) Designed and developed CarAndDriverRaceSeries.com, a site which provided event configuration, competitor registration (including complex car classification logic), and live payment gateway integration.
- (via ACME Branding Company) Developed nationally-advertised and nationally-consumed Web-based voting for Car and Driver and ROAD & TRACK magazines' annual polls
- (via ACME Branding Company) Designed and developed the Web-based registration, purchasing, ticketing, and onsite admission software for Car and Driver's 50th Anniversary Party at Indianapolis Raceway Park
- (via ACME Branding Company) Designed and developed live-to-Web registration and reporting software for Car and Driver's Ride & Drive consumer events featuring Cadillac, Subaru, and other well-known brands



Technology Director

Precision Racing Organization

2003 - 2003 (1 year)

Designed & built multiple dynamic websites to serve multiple business needs related to on-site auto racing and marketing events, complete with logic for ticketing and registration.

Education



Guilford College

BS, Psychology

1996 - 2000

Minor, Business Management

Minor, Biology

Licenses & Certifications



Magento Certified Developer Plus - Magento, Inc

0027269426



Front End Developer - Magento, Inc.

28544102

Skills

Magento • PHP • HTML5 • CMS • jQuery • CSS • Web Development • Prototype • E-commerce • HTML

Application for Boards and Commissions

Applicant Name
Barbara Bergwerf

Position Sought
Accommodations Tax Advisory Committee

Home Phone
(843) 886-5355

Work Phone

Mobile Phone
(843) 693-4418

Email
barbbergwerf@gmail.com

Are you a resident of the Isle of Palms?
Yes

How many years have you lived in the Isle of Palms?
22

Address
611 Ocean Blvd, Isle of Palms, South Carolina 29451

Occupation and Title
Retired Author and Photographer

Business or Employer Name
Self employed

Have you ever served on a board or commission for the City of Isle of Palms or another local government?
Yes

If yes, please provide information about that service
2 years planning, 8 and half years City Council

Have you served as an elected official of local government?
Yes

Please list community and volunteer activities you may be involved in.
Island Turtle Team, NOAA Mammal Stranding Network, South Carolina Aquarium

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.
No

State your interest in serving on this Board or Commission.
To improve our island and its' services for both citizens and visitors.

Upload Résumé

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Application for Boards and Commissions

Applicant Name

Robert Ross

Position Sought

Accommodations Tax Advisory Committee

Home Phone**Work Phone**

(843) 886-8596

Mobile Phone

(843) 442-3277

Email

bobby@windjammeriop.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

48

Address

2301 Hartnett Blvd, Isle Of Palms, South Carolina 29451

Occupation and Title

Co-Owner

Business or Employer Name

The Windjammer

Have you ever served on a board or commission for the City of Isle of Palms or another local government?

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

No

State your interest in serving on this Board or Commission.

I hear long time residents are needed to fill vacant positions. I am available.

Upload Résumé

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Application for Boards and Commissions

Applicant Name

Alexander Stone

Position Sought

Accommodations Tax Advisory Committee

Home Phone

(843) 224-7280

Work Phone**Mobile Phone****Email**

sandy@islandrealty.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

49

Address

7 Ensign Court, 1304 Palm Blvd, Isle of Palms, South Carolina 29451

Occupation and Title

President

Business or Employer Name

Island Realty, Inc.

Have you ever served on a board or commission for the City of Isle of Palms or another local government?

Yes

If yes, please provide information about that service

Currently on Planning Commission

Have you served as an elected official of local government?

Yes

Please list community and volunteer activities you may be involved in.

Currently an officer on the IOP Chamber of Commerce.

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

Treasurer for IOP Chamber of Commerce, March 2022

State your interest in serving on this Board or Commission.

I believe i can add value to this Committee as well as an industry insight that may help others understand the needs of the residents and the business community while working with the council in this Advisory position.

Upload Résumé

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Application for Boards and Commissions

Applicant Name

C. Anthony (Tony) Jones

Position Sought

Accommodations Tax Advisory Committee

Home Phone**Work Phone****Mobile Phone**

(864) 915-3005

Email

tonyjones1966@gmail.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

20

Address

409 Merritt Blvd, Isle of Palms, South Carolina 29451

Occupation and Title

VP Sales

Business or Employer Name

Seatex Corp

Have you ever served on a board or commission for the City of Isle of Palms or another local government?

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

IOP Exchange Club, LENS Advisory Board

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

No

State your interest in serving on this Board or Commission.

As my career slows down, I'd like to get more involved locally on the island. My sales and marketing background is potentially a good fit for this committee. I think we need clear direction on target and message, as well as best pathway to achieving.

Upload Résumé

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Application for Boards and Commissions

Applicant Name

Paige Grimball

Position Sought

Accommodations Tax Advisory Committee

Home Phone

(843) 729-3607

Work Phone**Mobile Phone****Email**

paiegrimball@gmail.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

3

Address

5 35th Avenue, Isle of Palms, South Carolina 29451

Occupation and Title**Business or Employer Name****Have you ever served on a board or commission for the City of Isle of Palms or another local government?**

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

Active IOP Rec Dept family. Beach clean up volunteer. I also volunteer at our church which is downtown.

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

Isle of Palms

State your interest in serving on this Board or Commission.

As a resident and active member of the Isle of Palms community, I see so much potential for growth and goodness on our beautiful island. I believe we have so much to offer one another as a local neighborhood, a happiness destination for visitors and encouragement in business owners/investors. I cannot think of a better way to serve, and I am super excited about the possibility. Looking forward . . .

Upload Résumé

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Application for Boards and Commissions

Applicant Name

Chas Akers

Position Sought

Accommodations Tax Advisory Committee

Home Phone**Work Phone****Mobile Phone**

(415) 827-3046

Email

chasakers@me.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

1

Address

18 26th Ave., Isle of Palms, South Carolina 29451

Occupation and Title

Founder/Principal

Business or Employer Name

Wherewithal Marketing, Inc.

Have you ever served on a board or commission for the City of Isle of Palms or another local government?

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

State your interest in serving on this Board or Commission.

As a direct-to-consumer marketing executive with over 30 years of agency/consultancy, startup, and corporate experience, I can bring valuable insights into the inner workings, efficiencies, and measurement criteria needed to evaluate marketing agency/DMO partnerships, marketing campaigns, and appropriate spend and ROI aspects of IOP's ATAX funds. As a new (1.5 yr.) resident of IOP, I'd like the opportunity to give back to this wonderful community and assist with the challenges of preserving IOP's serenity while balancing the needs of its residents and businesses.

Upload Résumé

Chas Akers 2022 Resume 4-18-22.pdf

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the Isle of Palms.

Chas Akers

Charleston, SC

chasakers@me.com | 415-827-3046

linkedin.com/in/chas-akers

D2C marketing executive with deep agency/consultancy, startup, and corporate experience. Extensive history of partnering and leading companies across nine industries in B2C and B2B categories. Expert in leveraging data to navigate the crossroads of technology, commerce, and branding. Excels in delivering exponential growth, profitability, and efficiency within omnichannel marketing environments.

Professional Experience

Wherewithal Marketing, Inc. Charleston, SC/San Francisco, CA

January 2003-Present

Founder/Principal

Founded e-commerce/online marketing consultancy specializing in advising clients on digital advertising, paid (PPC) and organic (SEO) search engine marketing (SEM), email, catalog/direct mail, affiliate, and growth/performance marketing programs. Pivoted the company into a full-service direct-to-consumer (D2C) boutique agency serving B2C and B2B clients specializing in providing strategy and execution resources for growth and customer lifecycle marketing programs.

- Experienced in end-to-end channel management, advanced analytics, data modeling, forecasting and analysis, circulation planning, CRM/database development, customer loyalty programs, creative services, vendor selection, contract negotiation, print and data brokerage, executive consulting, and M&A due diligence. Managed, led, and mentored both employees and outsourced marketing teams within in-person and remote work settings.
- Orchestrated business development efforts and fostered client relationships which led the agency to conduct over 1,200 customer engagements spanning over 30 brands, including Popcorn, Birdies, Auction Technology Group, FabKids, Disney, Safeway, Discovery Channel, Art.com, BevMo!, Lumens, Y Lighting, History Channel, UFC, Tiny Prints, Tea Collection, and Backroads Travel. Achieved multi-million-dollar annual revenues for the agency.
- Successfully launched, tested, and grew hundreds of direct marketing programs, resulting in increased sales, profit, and customer lifetime value for our clientele. Ensured learnings and outcomes were leveraged into clients' brand strategy and omnichannel marketing/attribution programs.
- Created proprietary data modeling and fulfillment system designed for prospecting and customer retention/reactivation campaigns for a B2C regional lifestyle fitness brand. Increased campaign response rates by 40%, reduced CPAs by 26% and decreased production time by 50%.
- Designed customer segmentation and contact strategy that allowed B2B client to continue to successfully leverage its catalog marketing efforts during the COVID pandemic when 85%+ of offices were unoccupied. The execution resulted in a 119% increase in demand/sales per catalog circulated, with a 55% reduction in adcost YOY during the 2020 holiday season.
- Developed 200+ variable regression model study with internal and external datasets. Identified customer archetypes and customer lifecycle trends across B2C clients' 60+ locations. The study identified vital aspects driving successful retention elements while predicting inactive/lapsed customer behavioral traits that resulted in the client achieving double-digit increases in customer retention.
- Executed best-in-class customer insights and segmentation platform that increased conversion, reduced churn, and increased retention. Delivered increased revenue and profitability to the client's complex global business model. The project provided actionable insights and customer segmentation through leveraging advanced data analytics and modeling techniques.

RedEnvelope, Inc. San Francisco, CA

October 1999-January 2003

Vice President of Marketing

Promoted to leadership role after first serving on the startup team as Director of Database Marketing of a VC-funded, specialty gifts e-tailer founded by entrepreneur/thought-leader Scott Galloway.

- Realigned marketing strategy and budgets to address challenges of the early 2000's .com crash by successfully introducing the company's catalog marketing channel. Eliminated inefficient marketing spend while focusing on improving the customer lifecycle marketing strategy. Results achieved exponential growth in sales with vast improvements in ROI, which assisted in positioning the company to realize a successful IPO.
- FY02 vs. FY01: Increased revenues 71% to approximately \$56MM, Decreased Adcost 64% to 24%, Increased Customer Database 91% to 853K, with a decreased marketing budget of 38% (\$13.4MM)

- FY03 vs. FY02: Increased revenues 26% to approximately \$70MM, Decreased Adcost 9% to 22%, Increased Customer Database 52% to approximately 1.3MM, with an increased marketing budget of 14% (\$15.3MM)
- Led and mentored an eight-person team in strategizing and executing marketing plans for D2C growth/performance channels, including online/digital advertising, paid (PPC) and organic (SEO) search engine (SEM), email, catalog/direct mail, and affiliate marketing. Directed business development and public relations efforts.
- Led company in key cross-functional initiatives and long-term planning. Provided insights and analytics for potential merger/acquisition activities. Co-authored and partnered with finance to create a five-year advanced analytics customer lifecycle model.
- As Director of Database Marketing, vetted the company's ESP platform and built out the company's email marketing strategy by developing targeted, triggered, and retargeted campaigns.
- Integral part of the launch team responsible for re-branding the company to become an e-commerce lifestyle brand.

IMSI, Inc. Marin County, CA

September 1997- October 1999/May 1993-April 1996

Vice President of Direct Marketing

Re-recruited and promoted to executive role. Migrated direct sales division of a B2B and B2C computer software company specializing in computer-aided design (CAD) and utilities from a direct mail model to a multi-channel platform. Channels included e-commerce, email marketing, download trial offers, software subscriptions, traditional direct mail, and outbound telemarketing. Drove worldwide direct marketing strategy that produced increased growth in revenue and profit.

Symantec, Inc. San Francisco, CA

March 1997-August 1997

Director, Direct Marketing

Directed D2C sales and marketing department in developing and executing prospect and customer database campaigns for the company's utility division, Quarterdeck Software.

Vintage Wine Estates, Inc. Sonoma County, CA

April 1996-February 1997

Director, Direct Marketing

Launched direct marketing/telemarketing department for company's Viansa Winery and Marketplace division. Grew direct and continuity wine club business by over 300% YOY by introducing email and catalog marketing channels.

Infogroup, Inc. Marin County, CA

July 1992-April 1993

List Broker

Provided targeted data audiences for clients such as Microsoft, Apple, Transamerica, and AMEX thru the company's Direct Media division.

Williams-Sonoma, Inc. San Francisco, CA

October 1989-July 1992

Sales & Circulation Manager

Managed catalog circulation planning across five Williams-Sonoma brands. Promoted from List Management Specialist and was responsible for integrating new relational order management system.

Education & Certifications

Tulane University. New Orleans, LA

B.A. Political Economics, 1987

The University of San Francisco. San Francisco, CA

Integrated Online Strategies, 2013

Section 4. New York, NY

Prof G Certified Strategist, 2020

Application for Boards and Commissions

Applicant Name

Joshua Hooser

Position Sought

Accommodations Tax Advisory Committee

Home Phone**Work Phone****Mobile Phone**

(843) 469-1428

Email

josh@hooserlawyer.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

4

Address

6 Sandwedge Lane, Isle of Palms, South Carolina

Occupation and Title

Lawyer

Business or Employer Name

Hooser Legal Counsel, LLC

Have you ever served on a board or commission for the City of Isle of Palms or another local government?

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

Ran for IOP mayor in 2021

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

No

State your interest in serving on this Board or Commission.

I have been closing following the ATAX committee and read in the paper the extent of the many vacancies. I believe I can help the city and be a servant leader by joining the committee.

Upload Résumé

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Application for Boards and Commissions

Applicant Name

Nadine Deif

Position Sought

Accommodations Tax Advisory Committee

Home Phone**Work Phone****Mobile Phone**

(843) 926-3850

Email

ndeif@icloud.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

18

Address

3305 Hartnett blvd, Isle of Palms, South Carolina 29451

Occupation and Title

Board Chair/PT Adjunct teacher/Business Owner

Business or Employer Name

CAA High School/College of Chs/Rocky's Forever Homes

Have you ever served on a board or commission for the City of Isle of Palms or another local government?

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

Board Chair and founding member of a Charter Public High School since 2017 *please see resume.
Founding board member of Math and Science Charter school, volunteer member of opportunities without borders/college of chs/ ran for city council in November 2021

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

No

State your interest in serving on this Board or Commission.

Would like to fill a need in the community in I live in. My varied experience and interest in this area could be helpful. Looking forward to working together to find meaningful and creative options when trying to resolve new issues that come up.

Upload Résumé

N Deif Resume 2022.pdf

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the Isle of Palms.

NADINE DEIF
3305 Hartnett Boulevard, Isle of Palms, SC 29451
(843) 926-3850

S U M M A R Y O F Q U A L I F I C A T I O N S

CHARLESTON ADVANCEMENT ACADEMY HIGH SCHOOL
Formerly known as Charleston Acceleration Academy
Charleston, SC
2017- present

Board Chair and Founder

Developed and opened a public charter high school for at-risk students in Charleston County to serve the Tricounty area. Assisted in writing the Charter and bylaws. Applied and received nonprofit status 501c3. School grew from 30 students in 2018 to 474 students in 2022. Located on two campuses, (James Island and Trident Technical College in North Charleston). Recruited management and staff including advocates, coaches, as well as teachers and special ed.

Purchased and selected varied curriculum, negotiated and signed several leases and most major contracts. Hired various legal representations for several litigations from AAA to the court of common pleas and the fourth circuit courts, one still ongoing on appeal in Federal Court. Set up marketing plans to bring greater awareness to other public schools, non-profits, churches, businesses, and the community. Developed marketing budgets using operating budget as well as federal grants. Created television and radio ads in 2018 & 2019 in the Charleston market with two target markets. Arranged for the development of the school websites and continuous online advertising in social media platforms as well as with partnership organizations. Purchased billboard ads in geographic target markets. Budgeted large marketing campaigns positioning our mission statement. Along with other board members, developed the startup and annual budgets, one- year and five-year financial budgets and opened accounts in various financial institutions including sweep accounts. With assistance from bookkeepers, assisted in preparing for annual financial audits, initiated requests for proposals. set up billing systems (Bill.com), medical (PEBA) and retirement benefits (private) for staff, created student safety and employee manuals and policies (including procurement policies), ran student expulsion hearings, and reviewed safety protocols. Actively involved in arranging facilities management and operational oversight of all the aspects of opening and operating a successful high school with the mission of educating the disengaged youth in our community. Graduation rates quadrupled within four years (great management team!). Worked closely and collaboratively with an active board of directors and management

to oversee the school and all the necessary procedures and policies. Work with our district authorizer to ensure the school is consistently in compliance with all state and federal laws. Using Robert's Rules set up board agendas. CAA public board meetings are held at least once a month. All the above was accomplished in collaboration with the school's board of directors and principal.

ROCKY'S FOREVER HOMES

OWNER

Own and manage a real estate portfolio of rental properties in upstate NY

College of Charleston

Adjunct professor

International Business

Charleston Charter School for Math and Science

Charleston, SC

Founding Board member

Project Lead The Way Teacher- Business

Trident Technical College

Charleston, SC

Adjunct Professor –Marketing, Quality Assurance, HR Management

Carolina Ice Palace, LLC

Charleston, SC

GENERAL MANAGER

COMPLETE HUMAN RESOURCE MANAGEMENT OF APPROXIMATELY 80 EMPLOYEES AND SEVEN DEPT. MANAGERS IN THIS MULTI- MILLION DOLLAR RECREATIONAL FACILITY

MANAGE ALL ASPECTS OF OPERATIONS, INCLUDING FINANCIAL ANALYSIS, CONTRACT NEGOTIATIONS, PUBLIC RELATIONS, AND OVERALL PROFIT AND LOSS

RESPONSIBLE FOR ALL MARKETING, MARKET RESEARCH, MARKET LAUNCH, PLACEMENT OF ADVERTISING AND DEVELOPMENT OF FOCUS GROUPS

PLAN AND OVERSEE THE CONSTRUCTION OF NEW ADDITIONS TO THE FACILITY, INCLUDING A 17, 000 SQ. FT. SKATE PARK AND OTHER AMENITIES

Monit Management Inc.

Montreal, Québec

PROPERTY MANAGER (REGIONAL)

RESPONSIBLE FOR THE GENERAL MANAGEMENT OF SEVERAL LARGE HIGH- RISE COMMERCIAL BUILDINGS IN DOWNTOWN MONTREAL WITH APPROXIMATELY 500,000 SQ. FT. OF LEASABLE SQUARE FOOTAGE AND A TOTAL MARKET VALUE OF MORE THAN \$50 M.

NEGOTIATED AND ADMINISTERED CONTRACTS WITH SUPPLIERS, TENANTS, AND CONTRACTORS

RESPONSIBLE FOR ALL FINANCIAL ASPECTS (PROFIT & LOSS AND BUDGETING)
NEGOTIATED LEASES / RENEWALS WITH A STRONG EMPHASIS ON TENANT
RETENTION AND TENANT RELATIONS
ACTED AS PROJECT MANAGER FOR SEVERAL LARGE CONSTRUCTION AND RENOVATION
PROJECTS AND BUILDING IMPROVEMENTS

SP Holdings Canada Inc.
Montreal, Québec

DIRECTOR OF PROPERTY MANAGEMENT
RESPONSIBLE FOR THE COMPLETE ADMINISTRATION OF THE COMPANY'S
QUEBEC AND ONTARIO REAL- ESTATE PORTFOLIO (PROPERTIES COMPRISING
MORE THAN 1, 000 RESIDENTIAL UNITS, RETAIL, COMMERCIAL, AND INDUSTRIAL
BUILDINGS LOCATED IN SEVERAL CITIES)
PREPARED AND IMPLEMENTED BUDGETS AND MARKETING PLANS FOR THE VARIOUS
PROPERTIES, INCLUDING DEMOGRAPHIC RESEARCH STUDIES
REPRESENTED THE COMPANY IN MORE THAN 300 RENTAL BOARD (LEGAL) CASES FOR
THE VARIOUS RESIDENTIAL PROPERTIES
ESTABLISHED RENTAL RATES FOR ALL LEASABLE SPACE AND APARTMENTS IN A HIGHLY
COMPETITIVE MARKET
RESPONSIBLE FOR STAFFING ALL PROPERTY MANAGEMENT AND MAINTENANCE
POSITIONS
NEGOTIATED CONTRACTS AND APPROVED ALL MAJOR PURCHASES AND RENOVATIONS
RESPONSIBLE FOR INITIATING AND MANAGING SEVERAL MAJOR RENOVATION
PROJECTS
ACTED AS THE COMPANY'S REPRESENTATIVE ON THE BOARD OF DIRECTORS OF A
MAJOR CONDOMINIUM ASSOCIATION (TROPICS NORTH)
PROPERTIES UNDER ADMINISTRATION INCLUDED:
5999 MONKLAND AVE: 22 STORY SPLIT- LEVEL LUXURY APARTMENT COMPLEX WITH 174
UNITS
SOMERVALE GARDENS: 225 TOWNHOUSES IN A SUBURBAN COMMUNITY
VILLA SP: TWO HIGH- RISE RESIDENTIAL BUILDINGS WITH APPROXIMATELY
120 UNITS EACH
SUMMIT HOUSE: NEWLY CONSTRUCTED HIGH- RISE RESIDENTIAL BUILDING WITH
APPROXIMATELY 170 UNITS
TROPICS NORTH: EXCLUSIVE CONDOMINIUM COMPLEX WITH TROPICAL ATRIUM.
CONDO UNITS RANGED IN PRICE FROM \$225K TO \$1 M.
8600 DECARIE BLVD.: COMPLETELY RENOVATED HEAD OFFICE BUILDING COMPRISING
COMMERCIAL, LAND, & INDUSTRIAL SPACE
COLONEL BY TOWERS: LARGE RESIDENTIAL HIGH- RISE BUILDING WITH
APPROXIMATELY 220 UNITS AND SEVERAL RETAIL SPACES IN OTTAWA, ONTARIO

DMC Services
Subcontractors for New York State Electric & Gas (NYSEG) And the New York Power Authority
(NYPA)
Peru, New York

CERTIFIED ENERGY CONSERVATION AUDITOR

ANALYZED AND EVALUATED THE CONSTRUCTION OF EACH PROPERTY
PERFORMED TECHNICAL TESTS TO DETERMINE THE ENERGY EFFICIENCY LEVEL OF
EACH PROPERTY

CREATED ENERGY CONSUMPTION REPORTS. SELECTED AND INSTALLED ENERGY SAVING TOOLS BASED ON DATA AND ANALYSIS I DEVELOPED

EDUCATION

University of Antwerp (Belgium) & Management Center Innsbruck (Austria)
Joint executive PhD - Student
THESIS: Investor State Dispute Settlement: Impact of Arbitration Cases
on FDI, Public Policy, and Businesses/ Foreign Investor by Industry Sector, Treaty/Int'l
Investment Agreement, and Level of Host Country Economic Development: A Qualitative
Comparative Analysis with Case Studies
2017-2022

University of Quebec - Montreal
1996- 1998
Montreal, Québec
MASTER OF BUSINESS ADMINISTRATION (EXECUTIVE OPTION in French)

McGill University
1986- 1989
Montreal, Québec
BACHELOR OF ARTS – ECONOMICS

Vanier College 1983- 1986
Montreal, Québec
DIPLOMA, PURE & APPLIED SCIENCES

COMMUNITY ACTIVITIES

City of Isle of Palms
2021- ran for City council position

Charleston Advancement Academy High School
Public Charter School 2017-present
Founding board member
Board Chair (non-profit charter school)

College of Charleston 2010 -2016
Board Member of 'Possibilities Without Borders' (non-profit foreign charity projects)

Charleston Charter School for Math and Science 2006– 2007
Founder and board member

Park At Rivers Edge Subdivision 1999 -2000
North Charleston, SC
Board Member of Architectural Review Committee
Leadership Charleston – 2000 1999 -2000
Charleston Regional Chamber of Commerce

LANGUAGES

Fluent in English & French (written & spoken)

Application for Boards and Commissions

Applicant Name

Kathy Campbell

Position Sought

Accommodations Tax Advisory Committee

Home Phone**Work Phone****Mobile Phone**

(843) 886-0408

Email

iopcampbell@gmail.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

23

Address

10 20th Avenue, Isle of Palms, South Carolina 29451

Occupation and Title

Retired Accountant

Business or Employer Name**Have you ever served on a board or commission for the City of Isle of Palms or another local government?**

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

VFW Post 3137, Soldier's Angels, Volunteer at Harvest Free Medical Clinic, Water Missions, and many years ago I worked at IOP Wee Camp for a few summers.

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.**State your interest in serving on this Board or Commission.**

Now that I have raised my two girls and am retired, I have time and would like to help this beautiful Island Community to be the best it can be for tourists and residents going forward. I hope to be blessed to live here forever.

Upload Résumé

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Application for Boards and Commissions

Applicant Name

Ted McKnight

Position Sought

Accommodations Tax Advisory Committee

Home Phone**Work Phone****Mobile Phone**

(570) 605-3206

Email**Are you a resident of the Isle of Palms?**

Yes

How many years have you lived in the Isle of Palms?

22

Address

2 Shad Row, Isle of Palms, South Carolina 29451-2717

Occupation and Title

Retired

Business or Employer Name

Lawyer

Have you ever served on a board or commission for the City of Isle of Palms or another local government?

Yes

If yes, please provide information about that service

BOZA-IOP currently. City solicitor-Lock Haven, Pa 1970's 24 years elected District Attorney

Have you served as an elected official of local government?

Yes

Please list community and volunteer activities you may be involved in.

Currently-board member Bliss Spiritual Co-op. Previously, numerous boards.

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

No.

State your interest in serving on this Board or Commission.

Want to do what's best for IOP. Previously had a rental property here for 6 years. I think there are numerous things that could be done here with the A tax money that aren't being done now.

Upload Résumé

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Application for Boards and Commissions

Applicant Name
Rebecca Kovalich

Position Sought
Accommodations Tax Advisory Committee

Home Phone
(843) 886-8970

Work Phone

Mobile Phone
(336) 817-3999

Email
rkovalich@yahoo.com

Are you a resident of the Isle of Palms?
Yes

How many years have you lived in the Isle of Palms?
2,005

Address
104 Charleston Blvd, Isle of Palms, South Carolina 29451

Occupation and Title
Clinical laboratory shareholder and consulting

Business or Employer Name
Select Laboratory Partners, LLC

Have you ever served on a board or commission for the City of Isle of Palms or another local government?
No

If yes, please provide information about that service

Have you served as an elected official of local government?
No

Please list community and volunteer activities you may be involved in.
Volunteered lab services to free clinics

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.
No

State your interest in serving on this Board or Commission.

The ATAX committee has a community responsibility to appropriately direct the Island's short term rental revenue to its highest and best use. My experience has been to successfully create options that are acceptable to both the organization and to the people that support it.

Upload Résumé
resume rebecca April 2019 CHS.doc

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REBECCA D. KOVALICH

104 Charleston Blvd, Isle of Palms, SC 29451

rkovalich@yahoo.com

cell: 336.817.3999

Physician Practice and Laboratory Operations, Sales, Finance & Business Development

Value Offered

Market Expansion & Growth
Asset Productivity & Profit Margin Growth
Bargaining & Negotiations
Laboratory Start-Ups; Joint Ventures; Mergers
STRENGTHS: Identifying Talent and Facilitation

Sales & Sales Management
Team Building & Staff Leadership
Customer Service & Relationship Building
Restructuring & Turnarounds

Career Highlights

Select Laboratory Partners and Select Laboratories of SC

Consultant

June 2006-- present

Hired sales staff for physicians' laboratories in North Carolina/South Carolina and managed clinical laboratories for physician office laboratories including physician office management and evaluation.

Implemented laboratory procedures for Select Laboratory clients to economically and conveniently process and monitor prescribed medications including controlled drugs. Hired and evaluated technical staff. Established QA/QC and billing protocol. Established immunoassay laboratory for hormone and age management studies.

Triad Clinical Laboratory, Inc. • Winston-Salem, NC

July 1991 – Feb 2003

CEO

Established clinical laboratory to provide customized services for physicians, home-health agencies, and nursing facilities. Achieved market share in the Triad region of NC which expanded to 10 locations within 100 mile radius. Net profits ranged between 18-26% annually. Supported operations with internal financing; net worth greater than 50% of total capitalization. *Net worth was substantially above industry average.* (Duns: 86-729-0520)

Salem Laboratory • Highland Oaks Laboratory • Winston-Salem, NC

July 1984 – July 1991

Operations Manager & Managing Shareholder

Established two physician owned stat laboratories; purchased lab equipment; set up QC/QA protocol; built management team; set up billing procedures including laboratory information systems.

Salem Gastroenterology Associates, PA • Winston-Salem, NC

February 1982 – July 1991

Practice Administrator

Coordinated daily operations for a 7-physician group practice. Responsible for financial management, contract negotiations, human resources, facility design, strategic planning, and issues related to future growth.

Education

Bachelor of Science, Business Administration (Management Information Systems), 1986. Temple University, Philadelphia, PA and Gardner Webb University • Shelby, NC

MBA, Babcock Graduate School of Management, 1988 Wake Forest University • Winston-Salem, NC

Application for Boards and Commissions

Applicant Name

Jeffrey Rubin MD FACS

Position Sought

Planning Commission

Home Phone

(843) 242-8032

Work Phone**Mobile Phone**

(864) 237-3941

Email

reedrub@icloud.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

9

Address

25 Waterway Island Dr, Isle Of Palms, South Carolina 29451

Occupation and Title

Retired vascular surgeon

Business or Employer Name**Have you ever served on a board or commission for the City of Isle of Palms or another local government?**

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

Exchange Club

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

No

State your interest in serving on this Board or Commission.

I am interested in getting involved with local governance/advisory committee/s involving our island

Upload Résumé

21.pdf

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JEFFREY R. RUBIN, M.D.

Curriculum Vitae

Home: 25 Waterway Island Drive
Isle of Palms, South Carolina 29451
Phone: (843) 242-8032
Cell: (864) 237-3941
Email: Reedrub@icloud.com

DATE AND PLACE OF BIRTH

September 19, 1952 –Chicago, Illinois

FAMILY STATUS

Wife: Janis James-Rubin
Children: Ryan, Kimberly, Lindsey

EDUCATION

High School:	Lake Forest Academy		1970
Undergraduate:	Tulane University	B.A.	1974
Medical School:	Northwestern University	M.D.	1978

PROFESSIONAL TRAINING

Internship:	Northwestern University	1978-1979
Surgery:	Medical Center	
Resident:	Northwestern University	1979-1983
Surgery	Medical Center	
Chief Resident:	Northwestern University	1982-1983
Surgery	Medical Center and Lakeside VA Medical Center	
Research Fellow:	University of Arizona	1983-1984
Vascular Surgery	Health Sciences Center	
Clinical Fellow:	University of Arizona	1984-1985
Vascular Surgery	Health Sciences Center	

FACULTY APPOINTMENTS

Instructor:	Northwestern University Medical Center Department of Surgery Chicago, Illinois	1982-1983
Instructor:	University of Arizona Health Sciences Center Tucson, Arizona	1983-1985
Assistant Professor of Surgery	Case Western Reserve University School of Medicine Cleveland, Ohio	1985-1991
Associate Professor of Surgery	Case Western Reserve University School of Medicine Cleveland, Ohio	1991-1993
Associate Professor of Surgery with Tenure	Case Western Reserve University School of Medicine Cleveland, Ohio	1993
Professor of Surgery With Tenure	Northeastern Ohio Universities College of Medicine Rootstown, Ohio	1993-2000
Professor of Surgery	Wayne State University School of Medicine	2007-2018
Professor of Surgery	Michigan State University College of Osteopathic Medicine	2011-2018

HOSPITAL APPOINTMENTS

Staff	VA Medical Center Tucson, Arizona	1983-1985
Staff	University of Arizona Medical Center Tucson, Arizona	1983-1985
Staff	Morenci Hospital Morenci, Arizona	1983-1985
Chief Section Of Vascular Surgery	Cleveland VA Medical Center Cleveland, Ohio	1985-1990
Consultant	Cleveland VA Medical Center Cleveland, Ohio	1990-2000
Staff	Lakeside Hospital Case Western Reserve University Hospitals Cleveland, Ohio	1987-1993
Medical Director	Peripheral Vascular Diagnostic Center University Hospitals Cleveland, Ohio	1987-1993
Founder/Program Director, Fellowship In Peripheral Vascular Surgery	Case Western Reserve University Cleveland, Ohio	1990-1993
Chief Section Of Vascular Surgery	Case Western Reserve University Cleveland, Ohio	1990-1993
Chairman, Department of Surgery	Western Reserve Care System Youngstown, Ohio	1993-2000
Program Director, General Surgery Residency	Western Reserve Care System Youngstown, Ohio	1993-2000
Courtesy Staff	St. Elizabeth Medical Center Youngstown, Ohio	1997-2000
Active Staff	Mary Black Health System Spartanburg, South Carolina	2000-2007
Active Staff	Spartanburg Regional Medical Center Spartanburg, South Carolina	2000-2007
President	Mary Black Physician Group Spartanburg, South Carolina	2004-2006

Director	The Vascular Center of Mary Black Health System	2000-2007
Director	Vascular Laboratory of Mary Black Health System	2000-2007
Chief	Division of Vascular Surgery Harper University Hospital	2007-2018
Director	Vascular Laboratory Harper University Hospital	2007-2018
Vice President	Heart Center – Detroit Medical Center	2007-2018
Associate Director	Fellowship in Vascular Surgery Wayne State University SOM	2007-2018
Active Staff	Charles Dingell VA Medical Center	2015-2016
Active Staff	Vascular Surgery East Cooper Medical Center	2019-2020

MEDICAL LICENSURE

Illinois	036-059626	1979 – Not renewed
Arizona	4318	1983 – Not renewed
Ohio	52884	1985 – Present
South Carolina	22039	2000 – Present
Florida	ME83791	2001 – Present
Michigan	4301090978	2007 – Present

SPECIALITY CERTIFICATION

National Board of Medical Examiners Certificate Number 205140	1979
Board Certification – General Surgery American Board of Surgery Certificate Number 29684	1984
Recertification – General Surgery	1993, 2003
Special Qualifications in General Vascular Surgery Certificate Number 693	1987
Recertification – Vascular Surgery	1996, 2006, 2016

SERVICE TO THE UNIVERSITY AND MEDICAL CENTER/MEDICAL CENTER

Northwestern University Medical Center, Chicago, Illinois

Resident Review Committee, Department of Surgery	1982-1983
Emergency Room-Trauma Committee	1982-1983

University of Arizona, Tucson

SICU/PAR Committee, Section of Vascular Surgery	1984-1985
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Cleveland VA Medical Center

Prosthetics/Rehab Committee	1985-1993
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MEDIPRO Advisory Board – District 13	1985-1993
Quality Assurance Committee	1985-1993
Dialysis Committee	1986-1993
VA District Council Advisory-Vascular Surgery	1988-1993

Case Western Reserve University, Cleveland, Ohio

Credentials Committee	1988-1990
Operating Room Committee	1989-1993
University PPO Committee	1989-1990
Department Review Committee	1990-1993
Safety Committee – University	1991-1993
Health Careers Enhancement Program	
For Minorities Medical Apprentices Program	1991-1993

North Eastern Ohio Universities College of Medicine Rootstown, Ohio and Western Reserve Care System Youngstown, Ohio

Council of Chairs (NEOUCOM)	1993-2000
Overall Curriculum Committee (NEOUCOM)	1993-1996
Medical Executive Committee (WRCS)	1993-2000
Surgical Patient Care Committee (WRCS)	1993-2000
Surgical Case Review (WRCS)	1993-2000
Operating Room Committee – Chairman (WRCS)	1993-2000
Cardiovascular Task Force – Chairman (WRCS)	1993-2000
Institutional Review Board (WRCS)	1993-2000
Quality Assurance Committee (WRCS)	1993-2000
Strategic Planning Committee (WRCS)	1993-2000
Special Care Units Committee (WRCS)	1993-2000
Surgical Quality Assurance Committee (WRCS)	1993-2000
PHO Task Force	1993-1995
Cardiovascular Task Force	1993-2000
Facilities Planning Committee	1995-2000
Research Committee (NEOUCOM)	1993-2000
Board of Directors – PrideCare PHO	1996-2000
Chairman, Credential Committee – PrideCare PHO	1996-2000
Board of Directors – PrideCare PHO	1996-2000
Planning Committee – Cardiovascular Center	1999-2000

Mary Black Memorial Hospital System

Surgical Case Committee, Chair	2002-2007
OR Committee	2001-2007
Endovascular Committee, Chair	2005-2007
Stroke Center Steering Committee	2003-2007

Detroit Medical Center

OR Committee	2007-2018
Council of Chiefs	2007-2018
Stroke Council	2007-2018
Clinical Excellence Committee	2007-2018

MEMBERSHIPS IN PROFESSIONAL SOCIETIES

American Medical Association
 American Venous Forum
 Arizona Medical Society
 Association for Academic Surgery
 Candidate – American College of Surgeons
 Central Surgical Association
 Cleveland Academy of Medicine
 Cleveland Surgical Society
 Cleveland Vascular Society
 Fellow – American College of Angiology
 Fellow – American College of Surgeons
 Fellow – Society for Surgical Research
 Fellow – Stroke Council
 International Society for Cardiovascular Surgery
 Michigan Vascular Society
 Midwest Surgical Society
 Midwestern Vascular Surgery Society
 Ohio Chapter American College of Surgeons
 Peripheral Vascular Surgery Society
 Society for Clinical Vascular Surgery
 Society for Vascular Surgery
 Society for VA Surgeons
 Society of University Surgeons
 Southern Association for Vascular Surgery

AWARDS AND RECOGNITION

Chief Resident Award Western Reserve Care System	1995
William S. Halstead Award Forum Healthcare	1998
Von Liebig Foundation Award	1999
Outstanding Surgical Education Award	1994-1999
Who's Who in North America	1998
Chief Resident Surgical Teaching Award	2000
Board of Directors Mill Creek Metroparks – Fellows Riverside Gardens	1998-2000
Albert Nelson Marquis Lifetime Achievement Award	2017
Top Doctors Award Detroit, Michigan	2018-2020
Who's Who in North America	2020

COMMITTEES SERVED AND OFFICES HELD IN PROFESSIONAL SOCIETIES

Program Chairman – Cleveland Vascular Society	1987-1990
Treasurer – Cleveland Vascular Society	1989-1990
Secretary – Cleveland Vascular Society	1990-1991
President Elect – Cleveland Vascular Society	1991-1992
President – Cleveland Vascular Society	1992-1993
Executive Committee – Cleveland Vascular Society	1987-
Reviewer : Eastern Research and Development - Merit Review Grants Department of Veterans Affairs	1991-
Recorder – Peripheral Vascular Surgery Society	1992-1995
Executive Committee – Peripheral Vascular Surgery Society	1992-1995
Program Committee – Midwestern Vascular Surgery Society	1992-1995
Program Committee – Society for Clinical Vascular Surgery	1996-1998
Representative to Regional Vascular Committee	1992-1993
Reviewer – Annals of Vascular Surgery	1992
Councilor at Large – Midwestern Vascular Surgery Society	1992-1993
Recorder – Midwestern Vascular Surgery Society	1993-1994
Membership Chairman – Midwestern Vascular Surgery Society	1994-1995
Editorial Board – Annals of Vascular Surgery	1994-2000
Editorial Board – Vascular Surgery	1994-2000
Editorial Board – Current Surgery	1998-2007
President – Elect – Peripheral Vascular Surgery Society	1997-1998
President – Peripheral Vascular Surgery Society	1998-1999
Chairman – Ad Hoc Committee Legal Affairs – Society of Clinical Vascular Surgery	2006-2008
Executive Committee – Society of Clinical Vascular Surgery	2006-2008
Medical Director and Board Member – The Carnegie Institute	2014-2018

RESEARCH GRANTS

Principal Investigator, \$220,000.00/year "The Role of the Lymphatic System in the Pathogenesis Of Acute Prosthetic Graft Infection," Veterans Administration Merit Review Grant	1987-1990
Principal Investigator, \$6,100.00 "Evaluations of Patch Angioplasty as Derived by Doppler Spectral Analysis" University of Arizona BRSG New Researcher Grant	1984-1985
Principal Investigator \$35,000.00/year "Efficacy of Vascular Bypass Graft Materials in Lower Extremity Revascularization:	1985-1993

(CS:#141)" VA Cooperative
Study

Co-Investigator, 1985-1986
"Effect of Ciprostone
(U-61, 431F) on the Patency
of Femoropopliteal Segment
Grafts" (IND-22, 679 Phase
II) Upjohn Co.

Principal Investigator, \$13,000.00 1986-1989
"The Value of Patching
Endarterectomized Vessels:
Does Patching Reduce the
Incidence of Arterial Thrombosis Secondary to
Recurrent Atherosclerosis,"
W.L. Gore & Associates

Principal Investigator, \$20,000.00 1987-1989
"Randomized Prospective
Trial: Unna Boots vs
Epi-Lock for the Treatment
Of Chronic Venous Stasis
Cutaneous Ulcerations,"
Merck and Co.

Principal Investigator, 1988-1989
"Plasma TFE Vascular Prosthesis
Vascular-Access Clinical Study"
Medtronic Inc.

Principal Investigator, \$45,000.00/year 1990-1993
"Evaluation of the
Efficacy and Safety of
Activated Platelet

Supernatant, Topical 1991-1993
(APST) in the Treatment
of Chronic, Nonhealing
Cutaneous Wounds in
Patients with Diabetes
Mellitus – Protocol 301"
Curative Technologies, Inc.

Principal Investigator, \$30,000/year 1991-1993
Evaluation of "Telioderm"
For the Treatment of
Venous Stasis Ulcerations
Telios Pharmaceuticals –
Biometric Research Institute

Principal Investigator, \$30,000/year 1992-1994
Combined Angioscope/
Valvulotome for Two
Incision Technique
In Situ Bypasses –
Endovascular
Technologies, Inc.

Co-Investigator, Tolrestat Neuropathy Study; 709A-304-US Wyeth-Ayerst Research	1992-1993
PTFE vs. Dacron Aortic Bifurcation Graft Study Planning Committee	1992
Principal Investigator, Recumbent (RUK, Abbott 76120) vs. Operative Intervention as Initial Therapy for Acute Lower-Limb Arterial Occlusion Abbott Laboratories Pharmaceutical Products Division	1994-1995
Principal Investigator, A Double-Blind Comparison Of the Efficacy and Safety of Extended Outpatient Treatment with subcutaneous Normiflo® vs Placebo for the Prevention of Venous Thromboembolism In Patients After Hip or Knee Replacement Wyeth-Ayerst Laboratories	1994-1997
Principal Investigator, Open Label Study of Novastan® (brand of argatroban) In Patients with Heparin Induced Thrombocytopenia (HIT) or Heparin-Induced Thrombocytopenia and Thrombosis Syndrome (HITS) Protocol ARG-911 (1995-1996), ARG-911 (Historic Control), ARG-915 (1997), ARG-915X (1998-1999) Texas Biotechnology Corporation	1995-1999
Principal Investigator, Atrium Hybrid PTFE A-V Access Clinical Study Atrium Medical Corporation	1995-1999
Principal Investigator, Cost of Illness of Patients with Diabetic Foot Ulcers R.W. Johnson Pharmaceutical Research Institute Ortho-McNeil Pharmaceutical Corporation	1996-1997
Co-Investigator, A Multicenter, Randomized, Open-Label Study to Compare the Safety and Efficacy of IV and/or Oral Levofloxacin with that of Ticarcillin/Clavulanate in the Treatment of Complicated Bacterial Skin and Skin Structure Infections R.W. Johnson Pharmaceutical Research Institute	1997-1998
Co-Investigator, Angioscopic Valvulotomy – A Pilot Study Northeastern Ohio Universities College of Medicine Research Challenge Grant Award	1997
Co-Investigator, Local Application of B-Particle Radiation To Reduce Venous Intimal Hyperplasia in PTFE AV Grafts Northeastern Ohio Universities college of Medicine Research Challenge Grant Award	1998

Principal Investigator, A Double-Blind, Placebo-Controlled Safety, Efficacy and Dose Response Trial of Three Intravenous Doses of BMS-204352 in Patients with Acute Stroke Bristol-Myers Squibb Pharmaceutical Research Institute	1999
Principal Investigator, Single-Arm Clinical Trial of the Safety and Efficacy of Recombinant Tissue Plasminogen Activator (rt-PA) For Restoration of Function to Central Venous Access Devices Genentech, Inc.	1999-
Principal Investigator, Venticute® (rSP-C Surfactant) For the Treatment of Acute Respiratory Distress Syndrome (ARDS) – A randomized, multinational, multicenter parallel group, double-blind, controlled study Byk Gulden Pharmaceuticals	1999-
Principal Investigator, Evaluation of the Topical Hemostatic Efficacy and Safety of a New Fibrin Sealant Compared with Currently Licensed Tisseel® VH Kit in Subjects Undergoing Cardiac Surgery Baxter Healthcare Corporation	2000-
Principal Investigator, A Double-Blind, Randomized, Placebo-Controlled Study to Assess the Efficacy and Safety of Circulase™ for the Treatment of Critical Leg Ischemia Catalyst Pharmaceutical Research LLC	2002-
Principal Investigator, A Double-Blind, Randomized, Placebo-Controlled Study to Assess the Efficacy and Safety Of Circulase™ in Conjunction with Peripheral Revascularization For the Treatment of Critical Leg Ischemia Catalyst Pharmaceutical Research LLC	2002-
Principal Investigator, A Safety Trial Using Recombinate Urokinase (ABT-120, Urokinase alpha) in the Treatment of Occluded Central Venous Catheters Abbott Laboratories	2001-
Co-Investigator: ADOPT CV 185-036 Apixaban VTE Prevention, PPD Pharmaceuticals	2010
Sub-Investigator: Medtronic Vascular: Simplicity Htn-3	2011
Principal Investigator: 3-D Contrast Enhanced CT Reconstruction Applied Technology	2015-2018

CHAPTERS, MOVIES, REVIEWS

1. McIntyre, K. and Rubin, J.R.: The Diabetic Foot and the Management of Infectious Gangrene. In: Lower Extremity Amputation. Eds. Moore, W.S. and Malone, J.M., W.B. Saunders. Philadelphia, PA 1985.
2. Rubin, J. R. and McIntyre, K.: Amputations for Trauma. In Lower Extremity Amputation. Eds. Moore, W.S. and Malone, J.M., W.B. Saunders, Philadelphia, PA. 1985.
3. Rubin, J. R., Durham, J., Malone, J.: The Infected Femoral-Distal Graft. In: Reoperative Arterial Surgery. Eds. Bergan, J.J. and Yao, J.S.T. Grunne & Shatton. Orlando, Florida 1986.
4. King, T.A. and Rubin, J.R.: Arterial Reconstruction After Failed Axillofemoral Bypass Procedures. In: Reoperative Vascular Surgery. Eds. Trout, H.H., Giordano, J.M. and DePalma, R.G. Marcel Dekker, Inc., New York, New York 1987.
5. Rubin, J.R., Weinstein, E. Movie: Femoral Distal Tibial In Situ Saphenous Vein Bypass. W.G. Gore & Assoc. 1987.
6. Graham, L.M. and Rubin, J.R.: Arteriosclerotic Femoral Artery Aneurysms. In: Current Therapy in Vascular Surgery II. Eds. Ernst, C. B. and Stanley, J.C., B.C. Decker, Inc. Philadelphia, PA 1990.
7. Rubin, J.R. and Folsom, D. : Management of Lower Extremity Graft Infections. In: Seminars in Vascular Surgery. Eds. Rutherford, R. and Bandyk, D.E. 3:2; 114-22, 1990.
8. Rubin, J.R. and Graham, L.M.: Controversies Regarding Carotid Endarterectomy in the Community. In: Perspectives in Vascular Surgery. Ed. Goldstone, J. S.B. Saunders Co., Philadelphia, PA 1990.
9. Rubin, J.R. and Hutton, M.: Peripheral Vascular Disease in the Lower Extremities. In: Clinics in Podiatric Medicine and Surgery. Ed. Robbins, J., W.B. Saunders Co., Philadelphia, PA 1991.
10. Graham, L.M. and Rubin, J.R.: Visceral Artery Aneurysms. In: Vascular Diseases: Surgical Interventional therapy. Ed. Strandess, D.E. and Von Breda, A. Churchill Livingstone, Inc.
11. Rubin, J.R. Invited Discussant: Delayed Thrombectomy and Myometabolic Syndrome. Postgraduate Vascular Surgery, 3:2;39-41, 1992.
12. Rubin, J.R. and Hutton, M.: The AKA and Graft Infection In: Infection in Vascular Surgery. Ed. Bunt, T.J.
13. McGregor, W.E., Koher, A.J., Labat, G.C., and Rubin, J.R.: Awake Aneurysm Repair in Patients with Severe Pulmonary Disease. In: Yearbook of Vascular Surgery Eds: Porter, J Moseby Yearbook Inc., St. Louis, MD 2001.
14. Rubin, J.R. and Hutton, M. Lymph Node/Tissue Contributions to Graft Infections. Infections in Vascular Surgery. Ed. Bunt, T.J. 2011
15. Rubin, J.R.: Mathog's Atlas of Craniofacial Trauma, 2nd Edition; Treatment of Penetrating Injuries of the Carotid Artery. Alternative Technique for Blunt Trauma. Lippincott, Williams and Wilkins; Part 2: Chapter 11, 2012.

16. Rits, Y. and Rubin, J.R.: Intravascular Drug Injection into Peroneal Arteris. In: Clinical Scenarios in Vascular Surgery. Ed. Upchurch and Henke; 2014.
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18. Rits, Y and Rubin, J.R.: Natural History and Contemporary Mnagement of Recurrent Carotid Stenosis in Practical Endovascular and Open Vascular Reconstruction. Eds. Hans, SS, Taylor and Francis; Abington, UK 2016
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JOURNAL ARTICLES

1. Rubin, J. R. and Beal, J.M.: Diagnosis of Choledocholithiasis. SGO 156: 16, 1983.
2. Rubin, J.R. and Conn, J.: Splenectomy for Hematologic Disorders. III. J. Med., 10/83.
3. Rubin, J.R. and Goldstone, J.: Peripheral Vascular Disease: Treatment and referral of the Elderly, Part I. Geriatrics: 40:6, 1985.
4. MacBeth, C.A., Rubin, J.R., Malone, J.M. et al.: The Relevance of Arterial Wall Microbiology to the Treatment of Prosthetic Graft Infections: Graft Infection vs Arterial Infection. J Vascular Surgery. 1:6, 1984.
5. Rubin, J.R., Malone, J.M. and Goldstone, J.: The Role of the Lymphatic System in Acute Prosthetic Graft Infections. J. Vascular Surgery, 2:1, 1985.
6. Rubin, J.R. and Goldstone, J.: Peripheral Vascular Diseases: Treatment and Referral of The Elderly, Part II, Geriatrics 40:6, 1985.
7. Rubin, J.R., Yao, J.S.T., Thompson, R.G. and Bergan, J.J.: Management of Infection of Major Amputation Stumps Following Failed Femoral-distal Grafts. Surgery, 98:3, 1985.
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14. Rubin, J.R., Pitluk, H.C., King, T.A., Hutton, M, Keiger, E.F., Plecha, F.R., Hertzner, N.R. Carotid Endarterectomy in a Metropolitan Community: Early Results After 8535 Operations. *J Vascular Surgery* 7:2, 256-60, 1988.
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35. Rubin, J.R. Aneurysms of the Aortic Orifice of the Renal Artery. *Vascular Forum*. 3/94.
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Application for Boards and Commissions

Applicant Name

Alex Skatell

Position Sought

Planning Commission

Home Phone

(202) 550-2853

Work Phone**Mobile Phone**

(202) 550-2853

Email

askatell@gmail.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

20

Address

24 Seagrass Ln, Isle Of Palms, South Carolina 29451

Occupation and Title

Managing Partner

Business or Employer Name

Mission 8

Have you ever served on a board or commission for the City of Isle of Palms or another local government?

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

No

State your interest in serving on this Board or Commission.

I believe given my background in strategic planning, construction science and management degree from Clemson University and an interest in the long-term livability and quality of life for residents on the Island that I could be of service to the Island on the planning commission.

Resume can be found at my LinkedIn here: <https://www.linkedin.com/in/alex-skatell-8935804/>

Upload Résumé

Note: This is an application only and indicates your willingness to serve on an Isle of Palms Board or Commission. You will be notified when a seat is vacant and will be considered among other applicants. Final selection will be determined by the Isle of Palms City Council. Thank you for your interest in serving the Isle of Palms.

Application for Boards and Commissions

Applicant Name

David J. Guilford

Position Sought

Planning Commission

Home Phone

(704) 608-9145

Work Phone**Mobile Phone**

(704) 608-9145

Email

dguilford@dlgassociates.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

8

Address

18 42nd Ave, PO BOX 1175, Isle of Palms, South Carolina 29451

Occupation and Title

Retired

Business or Employer Name**Have you ever served on a board or commission for the City of Isle of Palms or another local government?**

Yes

If yes, please provide information about that service

Mecklenburg County Board of Equalization and Taxation

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

See attached resume'

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

No

State your interest in serving on this Board or Commission.

As a long time resident of IOP, I would like to use my extensive business and volunteer leadership experience to help guide current and future planning for our beautiful community. More specifically, my experience in real estate, commercial property appraisal, property tax assessment review and HOA board membership should position me to quickly contribute to the Planning Commission.

Upload Résumé

DJG Resume 2021.docx

Note: This is an application only and indicates your willingness to serve on an Isle of Palms Board or Commission. You will be notified when a seat is vacant and will be considered among other applicants. Final selection will be determined by the Isle of Palms City Council. Thank you for your interest in serving the Isle of Palms.

DAVID J. GUILFORD

**18 42nd Avenue
Isle of Palms, SC
704-608-9145**

SUMMARY OF PROFESSIONAL EXPERIENCE

DLG ASSOCIATES, INC

PRESIDENT/OWNER

1993 - 2013

- **National Retained Executive Search firm that specialized in senior management recruiting for financial services clients**
- **Selected Clients Included: Fannie Mae, FreddieMac, Mortgage Bankers Association of America, Wachovia/First Union, Triad Guaranty**

AMERICAN COMMUNITY BANK

BOARD MEMBER

2000 - 2007

- **Board Executive Committee** **2001 - 2007**
- **Chairman, Directors Loan Committee** **2001 - 2007**
- **Investment Committee** **2001 - 2007**

BARCLAYS AMERICAN MORTGAGE

1984-1993

Member of Founding Executive Management Team directing growth from start-up to 7th largest mortgage banking company in the U.S.

- **Executive Vice President** **1987 – 1993**
- **Senior Vice President** **1984 – 1987**

SOUTHERN NATIONAL MORTGAGE

1983-1984

- **Senior Vice President** **1983 – 1984**

PLANTERS NATIONAL BANK

1979-1983

- **Senior Vice President, Mortgage Lending** **1982 – 1983**
- **Vice President, Mortgage Lending** **1979 – 1982**

WACHOVIA MORTGAGE COMPANY

1973 - 1979

Joined Company as Commercial Mortgage Banking Trainee following Completion of M.B.A. Program

- **Vice President** **1978 – 1979**
- **Assistant Vice President** **1976 – 1978**
- **Mortgage Loan Officer** **1975 – 1976**

EDUCATION

EAST CAROLINA UNIVERSITY

Master of Business Administration **1973**

Batchelor of Arts **1970**

PROFESSIONAL DESIGNATIONS

MAI (Member, Appraisal Institute), Retired

S.C./N.C. Licensed Real Estate Broker, Retired

SELECTED NON-PROFIT & VOLUNTEER BOARDS

ALDERSGATE RETIREMENT COMMUNITY

2015 – 2020

Member of Board guiding this 400(+) resident Continuing Care Retirement Community

- **Vice Chairman** **2019 – 2020**
- **Board Development Committee Chair** **2020**
- **Finance Committee** **2015 – 2020**
- **Investment Committee** **2016 – 2019**

METHODIST FOUNDATION OF WESTERN N.C.

2008 – 2016

\$300(+) Million Methodist Church affiliate managing investments, Endowments and loans for churches across Central and Western N.C.

- **Development Fund Chair** **2008 – 2014**
- Oversight committee for deposits and church loan program**

Page Three

David J. Guilford

WESLEY COMMUNITY DEVELOPMENT CORP. 2011 – 2014

Non-profit specializing in building, owning and managing low-income rental housing (single family and multi-family) in small towns and rural communities across Western N.C.

MECKLENBURG COUNTY BOARD OF ADJUSTMENT 2010 – 2013

County Appointed Member of Real Estate Tax Valuation Review and Adjustment Board for residential and commercial real estate properties throughout Charlotte and Mecklenburg County; One of three lead commercial property review members

EASTON PARK HOMEOWNERS ASSOCIATION 2018 – 2020

Founding Board member of new 33-unit condominium HOA

ROSWELL PLACE HOMEOWNERS ASSOCIATION 2007 – 2015

Founding Board member of 15-unit condominium HOA

President 2011 – 2014

STONE BLUFF HOMEOWNERS ASSOCIATION 1994 - 2002

Board member of 130-unit condominium HOA on Lake Norman, NC

President 1998 - 2001

Application for Boards and Commissions

Applicant Name

steven morris

Position Sought

Planning Commission

Home Phone

(843) 822-5027

Work Phone**Mobile Phone**

(843) 822-5027

Email

romorris300@gmail.com

Are you a resident of the Isle of Palms?

Yes

How many years have you lived in the Isle of Palms?

16

Address

264 FOREST TRL, 610.69, 610.69, Isle of Palms, South Carolina 29451

Occupation and Title

Real Estate/ Spartan 300 Properties LLC

Business or Employer Name

Spartan Properties

Have you ever served on a board or commission for the City of Isle of Palms or another local government?

No

If yes, please provide information about that service

Have you served as an elected official of local government?

No

Please list community and volunteer activities you may be involved in.

Former Volunteer Fireman with the IOP Fire/Rescue

Are you currently in a position of responsibility in an organization or board that has received or is seeking funding from the City of Isle of Palms? If yes, list position and date of hire.

No

State your interest in serving on this Board or Commission.

I've lived full time on the island since 2005 and have been coming to the island since I was a bartender at the former Oldside on front beach. I care very deeply about the quality of life on the island and understand there's a balance that has to be maintained. I would like to make a difference by serving and giving back my time. As a real estate professional, I understand the many challenges our area is facing and would like to be a part of a team and finding adequate solutions to our small community.

Thank You

Upload Résumé

Morris, Steven L.Resume2021.pdf

Note: This is an application only and indicates your willingness to serve on an Isle of Palms Board or Commission. You will be notified when a seat is vacant and will be considered among other applicants. Final selection will be determined by the Isle of Palms City Council. Thank you for your interest in serving

the Isle of Palms.

Steven L. Morris

264 Forest Trail • Isle of Palms SC 29451 • Cell: 843.822.5027 • Email: romorris300@gmail.com

Results-Driven Sales Manager & Sales Representative

Market Expertise: Real Estate Investment Properties • Manufactured Housing • Medical Industry • Commercial, Consumer

Accomplished sales manager and account executive with over 20 years' experience and a solid track record of success in forging long-term relationships to drive sales, revenues and profits. Business growth specialist with exceptional interpersonal and communication abilities complemented by effective problem solving and conflict resolution skills. Impressive record of penetrating new markets and increasing business with existing accounts. Highly self-motivated and goal-oriented.

Key Skills & Strengths

- | | | |
|-----------------------------------|--|---------------------------------|
| • High-Impact Sales Presentations | • Territory Management & Staffing | • Cold Calling & Prospecting |
| • Key Account Management | • Inside & Outside Sales, Solution Selling | • Business Proposal Development |
| • Marketing Strategy Planning | • B2B & B2C Sales, Contract Negotiations | • Vendor/Client Relations |
-

Professional Experience

SPARTAN 300 PROPERTIES, LLC—Isle of Palms, SC, 2012 – Present

President/Owner/Sales Manager

Specialize in the acquisition and management of income-producing properties. Acquire and coordinate the purchase and rehabilitation of Manufactured Housing to market for investment purposes and monthly rentals. Develop lists of prospective investors and communicate opportunities for increasing their passive income. Coordinate permitting and transportation of homes. Conduct inspections to ensure refurbished housing meets quality assurance standards.

- **Increased Market Penetration** – Drove revenues from zero to double-digit growth year-after-year.
- **Worked closely with the City of Charleston** regarding Section 8 and VA housing.
- **Forged Multiple Referral Relationships** – Developed relationships through networking and community/professional activities.

BARLING BAY, LLC/SPAWAR—Charleston, SC, 2011 to 2012

Federal Government Contractor & Consultant

Served as medical industry SME (subject matter expert) during the construction of a new hospital in Washington, DC. Worked closely with medical-related efforts to establish a new virtual, Tele-Med platform.

- **Awarded** a Secret Security Clearance.

ZIMMER ORTHOPEDIC COMPANY—Warsaw, IN, 2008 to 2011

Product Sales Director – Zimmer Corporation

Recruited by this Fortune 500 company in Orthopedics to help create a new position in the field that would drive regional sales for THR/hip replacement surgery. Developed new Hip Reconstruction Portfolio.

- **Created sales and marketing strategies** for Orthopedic Surgeons and Distributors.
- Increased sales by developing custom instrumentation—**propelled sales by 35% within first year.**

CROSSLINK ORTHOPEDICS, STRYKER CORP.—Atlanta, GA, 1990 to 2008

Sales Manager – Stryker Spine Products (2006 to 2008)

Developed the Greenville-Spartanburg, SC territory following recruitment by this exclusive distributor of Stryker Orthopedics. Hired, trained, mentored, and supervised 5 sales representatives and oversaw all sales within the territory. Established and maintained relationships with key industry decision-makers. Attended surgeries almost daily to instruct Orthopedic Surgeons and Neurosurgeons at key area hospitals.

- **Propelled sales from \$650 K in 2006 to \$5.3 million in 2008.**
- Consistently exceeded sales goal and elected to the President's Council.

Senior Sales Rep – Reconstruction Products Group (Spartanburg, SC, 1990 to 2006)

Education & Training

BACHELOR OF SCIENCE IN BUSINESS – UNIVERSITY OF SOUTH CAROLINA
Licensed Real Estate Agent – State of South Carolina



Spirit of the Island Award

The Spirit of the Island Award is a prestigious award that recognizes an individual or an organization who have made significant contributions to the life and wellbeing of the Isle of Palms. This award will recognize an individual or organization's remarkable single achievement or community service and volunteerism.

Nomination Application

Date of Submission: 4/27/2022

Nominee Information

Full Name: Jim Thompson

Name as it is to appear on Award: Jim Thompson

Street Address: _____ City, State, Zip _____

Phone Number: _____ Email: _____

Nominator's Information

Full Name: Ted Kinghorn

Organization Name: Isle of Palms Exchange Club

Address: _____ City, State, Zip: _____

Phone Number: _____ E-mail: kinghorn.ted@gmail.com

Please include the Biographical Summary and Letters of Recommendation with the application.

All applications will be reviewed by a nomination committee made up by the Mayor and the Personnel Committee. The Personnel Committee will make the recommendation to City Council to issue the award.

Spirit of The Island Award

Jim Thompson, one of the City's leading citizens is nominated for this award for his unselfish service to the Isle of Palms Exchange Club. It is through the Club's long service to the island that Jim has lent his talents, leadership, time and generosity to support the Four Pillars of Exchange: *Prevention of Child Abuse; *Americanism; *Youth Programs and * Community.

Jim Thompson has supported and worked tirelessly with many of the local groups that help prevent child abuse, such as, HALOS, Windward Farms. Contributions over \$1 million dollars have resulted from the IOP Connector Run, which Jim has happily assisted and been a sponsor.

Jim is a Founding Sponsor of the Law Enforcement Neighborhood Support (LENS) program dedicated to assisting our First Responders, Citizens and Visitors special needs.

He is an outstanding example of what one individual can do to improve the lives of those who have served our military, children and families in need, tangible support for a highly valued community facility and improving the quality of life for others.

April 8, 2022

Dear Jim,

What a treat to have this honor of contributing a note to your Treasure Box! While I have not seen you in recent months, you remain a special person in my life since our days of working together on the Fort Sumter Trust.

I will remember meeting you on a Trust Harbor cruise shortly after I arrived in Charleston in 2012. As Richard and I got to know you that night, we were struck by your warm manner, that twinkle in your eye, and your passion and love of history. We knew we had found a kindred spirit in Jim Thompson!

What a leader you have been in making the Trust a vital organization in support of the Compelling mission of the Fort Sumter, Fort Moultrie, and Charles Pinckney Parks. As

our leader you understood early on the critical role that these National Treasures could play in illuminating the challenges and incredible opportunities our Country has faced. Whether it was a special lecture, light show, a restored Cannon, or a boat house exhibit, you always inspired us to aim higher and to renew our commitment to the belief that knowledge of our history will transform lives and ensure the future of our Democracy. And that is why, when I was asked to assume a leadership role with the Trust, I conditioned it on having you serve at my side to mentor me.

Jim, congratulations on your well deserved recognition. And thank you for your friendship. It has enriched my life beyond measure.

Fondly,

Belinda Gergel

FRIENDS OF DANGER



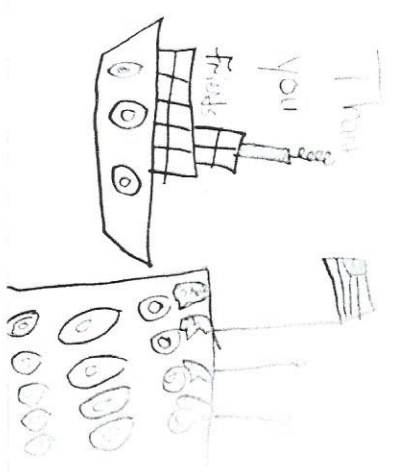
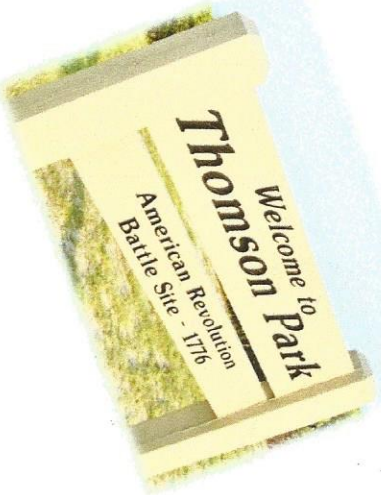
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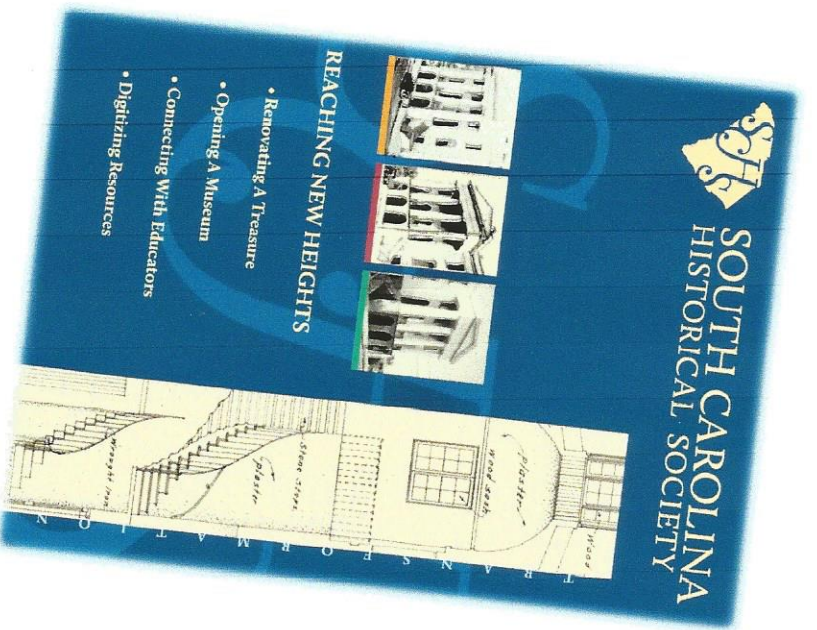
EMAIL ADDRESS

PHONE

Tim Thompson #1

Fond Memories of Service & Friendship





Saltmarsh Society
 EDISTO ISLAND OPEN LAND TRUST



Doug Macchione