

## Billy E. Birdwell



**Goal: To serve the American people and the people and State of Georgia in a manner to bring honor upon the state and dedication to the United States Constitution.**

**Job type:** Short Term (remainder of current senate term)

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### Work Experience:

**03/2009 – Present Savannah District, US Army Corps of Engineers**  
100 W. Oglethorpe Ave  
Savannah, GA 31401 United States

**Current Salary:** [REDACTED] Per Year  
**Hours per week:** 40  
**Series:** 1035 **Pay Plan:** GS **Grade:** 13

**Senior Public Affairs Specialist** (This is a federal job)  
**Supervisor:** Russell A. Wicke ([REDACTED])  
**Okay to contact this Supervisor:** Yes

In this position I:

- \* Advise the Corporate Communications Officer and the District commander on a wide range of Public Affairs issues including media relations, community involvement, employee communications and public controversies
- \* Develop communications campaign plans to inform the community on issues dealing with public waterways, reservoirs, recreation, Formerly Used Defense Sites and environmental management
- \* Collaborate and coordinate with a wide variety of staff areas including engineers, water managers, project managers, lawyers, environmental regulators, park rangers, recreation specialists, biologists and resource managers
- \* Write news stories for public dispatch and for the District blog ([example](#)); monitor public reaction to social media posts and respond as needed; create and distribute photographs via social sites and Defense Department sites
- \* Act as the Public Affairs office writing coach, ensuring all writers adhere to Associated Press and Army style
- \* Mentor others in writing and public interaction
- \* Give presentations to public groups on topics of public concern
- \* Plan and conduct public workshops and meetings, often representing the District before large and sometimes skeptical audiences
- \* Deploy to disaster areas as a leader in Public Affairs response during recovery efforts
- \* Hold a SECRET security clearance

\* Monitor office equipment purchases, inventory and, in the absence of the Corporate Communications officer, the office budget

**01/2004 – 03/2009 Savannah District, US Army Corps of Engineers**

100 W. Oglethorpe Ave  
Savannah, GA 31401 United States

**Salary:** ██████████ Per Year

**Hours per week:** 45

**Series:** 1035 **Pay Plan:** GS **Grade:** 13

**Okay to contact this Supervisor:** Supervisor no longer available

In this position I:

\* Advised the District commander on a wide-range of Public Affairs issues, many highly controversial, requiring a deep knowledge of the technical, political, and financial aspects of the District's programs

\* Gained strong community and statewide support for \$654 million harbor deepening project through a comprehensive Public Affairs program – media interactions, public meetings, web site oversight, arranging public speeches by subject experts, advising senior leadership, social media development and execution, and video production.

\* Organize and conduct major media events including news conferences, photo opportunities and one-on-one interviews between the commander and the news media.

\* Earned high level of trust from local/state news media. Receive, research and answer questions from local, regional, and national news media, supporting an 1,100-member engineering district.

\* Plan and execute a comprehensive strategic Public Affairs program including media relations, employee information and community relations (including technical workshops)

\* Communicate with Congressional staffers and senior state officials and staff on topics of immediate and long-term interest

\* Supervise the internal and external web presence and social media interactions for the district

\* Assign work to subordinates, set work standards and evaluate performance, for four other Public Affairs specialists and an administrative support personnel

\* Establish and monitor budgets for the office, including salary and travel expenses for all personnel, training costs, and other expenditures

\* Monitor national and regional media, advising senior leaders on trends and recommending actions; communicate trends to senior leaders and higher headquarters

\* Maintain strong relations with select stakeholder groups to provide leaders with timely evaluation of strategies, campaigns and public statements. **Results:** Greatly improved public acceptance of drought management actions.

\* Build consensus among diverse staff offices to achieve effective communications with the public, the media, and elected officials

\* Operate in high-pressure, time-sensitive situations, to lead the Public Affairs team in support of the unit commander

\* Deploy to disaster areas to establish and lead external communications programs in support of the National Emergency Response Plan; plan and coordinate actions with federal and state agencies, including FEMA Region IV

External Affairs

\* Led community relations program rated as best in the Corps of Engineers 2004, 2005, 2006

\* Held a SECRET clearance

**11/2001 - 12/2003 National Guard Bureau**  
Arlington, VA

**Salary:** [REDACTED] Per Year

**Hours per week:** 40

**Series:** 1035 **Pay Plan:** GS **Grade:** 12

**Environmental Public Affairs Specialist** (This is a federal job)

**Supervisor:** Nedra DeLima [REDACTED]

**Okay to contact this Supervisor:** Yes

In this position, I:

- \* Oversaw contractors authoring environmental community relations plans for various military locations
- \* Advised state National Guard organizations on handling environmental controversies, how to keep the public engaged on environmental clean-ups, and reaching community consensus
- \* Obtained support from local business, professional and government leaders and the public for environmental restoration programs and clean-up operations
- \* Reviewed military restoration plans for compliance with national and state environmental laws including NEPA, CERCLA and NHPA
- \* Conducted public meetings to involve civilian communities in various military environmental actions
- \* Worked closely with district congressional offices ensuring liaison with affected congressmen and Senators
- \* Organized annual training workshop/convention for more than 300 National Guard Public Affairs professionals; secured speakers, evaluated and selected convention site and hotel
- \* Coordinated actions with Native American tribes as necessary to obtain cooperation for National Guard projects
- \* Coordinated strategic plans with outside agencies, as needed, to further National Guard projects, including National Park Service, National Forest Service, state environmental agencies

**09/1979 - 09/2001 US Air Force**  
Various locations in USA, Japan, Italy

**Ending Salary:** [REDACTED] Per Year

**Hours per week:** 40 - 60

(GS-1035-11/12/13/14 equivalent) These were military positions.

In seven continually advancing positions I served as a spokesperson, Public Affairs planner, and leader. Highlights include:

- \* Served as the sole-voice of DoD during initial public reaction to

provocative North Korea missile launch over Japan. Maintained close liaison with American embassy spokespersons to ensure solid US position.

- \* Provided advice, counsel and media training to US senior commanders; served three years as "press secretary" for the senior US commander in Japan.

- \* Established and maintained relations with US, Japanese, European and other international media, ensuring trust in official US statements to the media

- \* Conducted face-to-face briefing with US Secretary of Defense in preparation for news conference with US and international media

- \* Participated in direct government-to-government negotiations and bilateral discussions. (Japan-US)

- \* Developed media plans to increase senior leader exposure in the general and trade news.

- \* Oversaw organizational-wide strategic communications with 13 widely dispersed military installations, resulting in consistent messaging

- \* Created the training syllabus and conducted training on media relations for senior leaders.

- \* Directed all local PR efforts for "60-Minutes" coverage of Russia's top rocket forces general US visit. **Results:** Very positive segment on "60 Minutes."

- \* Conducted media relations for more than a dozen space launches, including communication satellites and ICBM tests

- \* Supervised diverse staffs at various locations, both military and civilian, US and international, ensuring equal treatment for all

- \* Held a TOP SECRET clearance

**Education:**

**University of Texas (Austin)** Austin, TX

Master's Degree 05/1991

**GPA:** 3.71 of a maximum 4

**Major:** Journalism **Minor:** Radio/TV

**Relevant Coursework, Licenses and Certifications:**

Survey research; Content analysis; Radio broadcasting; Cable TV management

**University of Oklahoma** Norman, OK

Graduate School Coursework

**Major:** Managerial Economics **Minor:** Communications

**Relevant Coursework, Licenses and Certifications:**

Statistics; Economics of Energy Systems; Research in Communications

**Texas State University** San Marcos, TX

Bachelor's Degree 08/1974

**GPA:** 2.90 of a maximum 4

**Major:** Journalism **Minor:** Psychology

**Relevant Coursework, Licenses and Certifications:**

News writing; News editing; News photography; Psychology of group dynamics; Intro to Public Relations; Behavior Modification

**Air War College** Maxwell Air Force Base, AL  
Completed 05/2000

**Major:** Military Management

**Relevant Coursework, Licenses and Certifications:**

Completed this professional military education program spanning one nine-month period. It included intense training on leadership, financial management, federal budgeting, integrated planning and operations.

**Job Related Training:**

FEMA - IS-100.FWa, ICS-100 for Federal Workers, Oct 2011  
FEMA - IS-700.a NIMS intro, Oct 2011  
FEMA - IS-800.b NRF-National Response Framework, Nov 2010  
FEMA - IS-803 ESF#3 Public Works /Engineering, Oct 2011  
"Dealing with an Angry Public" - MIT-Harvard Public Disputes Program, May 2002  
"Executive Risk Communication Training" - National Guard Bureau, August 2003

**Affiliations:**

Rocky Mountain Collegiate Press Advisors Assoc. - Member - Board of Directors (Past)  
Public Relations Society of America – Member (Past)

**References**

**Name, Title, Employer**

**Type**

Steve Miskelley  
Life Group Leader  
Compassion Christian Church  
[REDACTED]

Personal

Erik Blechinger  
Deputy District Engineer, Savannah District, USACE  
US Army (civilian)  
[REDACTED]

Professional

William "Bill" Peoples  
Director of Public Affairs  
Nashville District, US Army Corps of Engineers  
[REDACTED]

Professional

**Additional Information:**

Linked In Contact: <http://www.linkedin.com/pub/billy-birdwell/5/692/30>

-- Completed Disaster Response Public Affairs Course conducted by the Public Relations Society of America

-- Qualified as a Joint Staff Officer

**E.R. (Zeke) Lambert, III**



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**EDUCATION**

**Georgia College & State University**

BBA Degree in General Business, June 1990

**LaGrange College**

MBA Degree, June 1994

**Leadership Morgan County**

Graduate, 1996

Madison-Morgan Chamber of Commerce

**University of Georgia**

Graduate School of Banking, 2003

**Georgia Agri-Leadership Forum**

Graduate, 2004

**WORK EXPERIENCE**

**Vice President, Lake Oconee Community Bank, Madison, Georgia**

June 1, 2006-Current

Opened Loan Production office with the intention of generating commercial, consumer real estate and development loans. Build marketing of a new bank and develop a new customer base.

**Vice President, Bank of Madison, Madison, Georgia**

January 1993-January 2006

Initiated and managed a \$37 million loan portfolio to include seeking out potential commercial loan customers, negotiating loan terms, analyzing financial conditions and repayment capacity, analyzing real estate appraisals, coordinating all processing for real estate closing, and loan collections and renewals.

**OTHER EXPERIENCE**

**Owner-operator of a Family Farm Operation**

1991 – Present

Manage a diversified farm consisting of wheat, cattle, silage, alfalfa, timber production and formerly cotton and various grains. All farming performed in cooperation with conservation guidelines and practices.

**Real Estate Development**

1996 – Present

Procure, partner and manage various developments in Newton, Morgan and Oconee Counties.

## COMMUNITY INVOLVEMENT

### **Madison First United Methodist Church**

Lifetime Member  
Current Treasurer

### **USDA Farm Service Agency (Morgan County)**

1992-1996      1998-Present  
Alternate Board Member

### **Madison Kiwanis Club**

1993-Present  
Past President, Past Treasurer

### **Habitat for Humanity**

2001-Present  
Board Member, Past Treasurer

### **Madison-Morgan Chamber of Commerce**

1993-Present  
Chairman, Agri-Business Committee

### **Morgan County Extension Service**

2000-Present  
Advisory Board

### **Nation Cotton Council**

1998-Present  
Alternate Board Member

### **Morgan County Farm Bureau**

1999-Present  
Current Board President, Past Vice-President  
Past Treasurer

### **Southern States Co-Op**

1997-Present  
Current Chairman, Board Member (2 terms)

### **Madison Morgan Cultural Center**

2000/2002/2004  
Cow Horse Day Committee Chairman

### **Downtown Business Authority**

1996-2000  
Advisory Board Member

## HONORS

- 1998      Morgan County Farmer of the Year  
            Madison-Morgan County Chamber of Commerce
- 1999      Georgia High Yield & Production Efficiency Contest Winner  
            The University of Georgia Co-Op Extension Service
- 1999      Conservationist of the Year  
            Piedmont Soil & Water Conservation Commission
- 2004-2005      Georgia Outstanding Young Farmer  
            The United State Junior Chamber and  
            National Association of County Agricultural Agents



Hal Shouse



## Profile

Im a single father who has raised his daughter from birth, on my own while starting, building and running my own businesses. A former Navy 'Devil Doc', It was my great pleasure to serve my country taking care of some of the finest Marines on the planet. I MISS serving my country, deeply. I will serve again, hopefully as the next US Senator from Georgia. A Constitution loving, gun totin' Democrat from the 1980-s era, before they got "Beto'd".

As our great states US Senator, my goals will be :

1. Mitigate the 'acts of mass violence' perpetrated against our country citizens WITHOUT taking any ANY 2nd amendment rights from lawful citizens. ( I have a multifaceted plan, for a multifaceted problem)
2. Bring our Law Enforcment officers into the 21st century with increased funding, increased training and a pay scale that makes them more competitive, so that departments can attract and keep the very best .
3. Hold LEO accountable for 'gaps' in law Enforcment. The fringe left, would like nothing more than to add new laws after each tragedy, however enforcement of our existing laws would prevent 90% of the tragedy to begin with. Current Republicans, as well as the Democrats have been silent, as failure to enforce laws, that have lead to DOZENS of unnecessary deaths. We need to asses the problems and fix them. Budgeting, training and manpower increases are needed. NO felon who fills out a background check, should be walking the streets. Yet very few are arrested for it. Where I come from, we call that 'BullShit.'
4. Work across the isle to fix our broken healthcare system for civilian AND our Veterans.
5. Fight the encroachment on our Constitutional rights with every breath I have. ALL of the Constitution, NOT just the parts I agree with. Most Democrats scream from the top of the mountain they'll take them and too many Republicans give them away quietly. NO MORE!!



6. Work across the isle to root out and eliminate fraud waste and abuse in our military, its taking up resources we could divert to our LEO's on the home-front. As a Veteran, I've seen it first hand.
7. Fathers rights, an overlooked problem that effects a huge portion of the citizenry. The best way to be treated as a 3rd class citizen in family court, it to have a penis. As a single father I've seen it first hand, and its ugly, ugly like ANY discrimination. It needs to be addressed on a National level.
8. DFCS has great intentions but horrible execution, they need more oversight. They violate our citizens rights on a daily basis, causing more harm than good in far too many cases.
9. Immigration needs to be brought into the 21st century as well, modernized and streamlined it could provide LEGAL entry into the country for millions of future citizens. I have a comprehensive plan to accomplish this.
10. Discrimination of hunters and gun owners by large corporations fullled by the fringe left, are openly denying services to these citizens , either out of fear of punishment by the ring left or out of an un-American ideology. If a baker can't deny service to a gay couple, why can large businesses refuse service to hunter and outdoor businesses? Unacceptable.

## Experience

### **JOB TITLE, COMPANY NAME; CITY, STATE – 2018-PRESENT**

I own and operate HogSWAT, founded in Dec of 2008, we are the longest continually operating hog control company in America that does guided, nighttime thermal hog hunts. Our main task is keeping the hogs off of their crops, (which they can destroy a 100 acre field in one night) Yes, Im a professional pig hunter.

### **JOB TITLE, COMPANY NAME; CITY, STATE – 1995-2008**

I ran the largest escort service in Phx AZ for 13 years, owning topless bars and nude bars. I had over 50 employees/subcontractors and was tasked with the day to day operations including marketing, hiring and security. Some of the finest people I've ever worked with , worked with me at this clubs. The worst people we dealt with were the scummy politicians. (Never saw you there Governor Kemp)

### **JOB TITLE, COMPANY NAME; CITY, STATE – 1989-1993**

I was proud to serve my country as a Navy Corpsman serving with the 3rd MARDIVE , Marines. We were called Devil Docs and as a Doc, a name I gladly earned through blood sweat and tears, I learned many things. Including advanced emergency battlefield techniques, basic life support, minor surgical procedure, I instructed Marines on basic and advanced treatment of minor/critical wounds and triage. I shot expert with my Marines, bunked with them, fought with them and stitched them up, went where they went and did as they did. I was like a Marine, except with really outstanding sideburns.

## Education

A graduate of Apache Junction High school, class of 89'

Advanced courses in both the medical area and small unit operations while in the Navy. BUD/S class 172.. I didn't complete training due to injury, but I learned life lessons that have guided me, on a steady path to success and happiness.

## Summery

Its time to put partisan, 'yellow dog' politics behind us. Governor Kemp, you have a unique opportunity demonstrate that you are above partisan politics by appointing me as our next US Senator for the great state of Georgia. The first step in fixing the many problems that partisan politics has forced upon us. Ill serve with honor, integrity and an open mind, resolute in finding solutions to our problems, never ignoring them for political gain. Ive served before and I'm here to serve again.

# Jack Hilton

## Georgia's Next Senator



Governor Kemp -

As Johnny Isakson has unfortunately announced his plans to retire at the end of 2019, please accept my resume, to be considered as your appointment to the open Senate seat.

As I'm currently unemployed, I already have experience at doing nothing, which appears to be a prerequisite for being a politician from either of the two major parties.

I also think I'd be great at having access to an unlimited budget of other people's money, to waste willy-nilly on ridiculous projects & programs.

Do you want to put the state of Georgia, and one of your Senators, in the news cycle pretty much every day? They say that any advertising is good advertising, so use your imagination, and I'll do your bidding, to really make a show of it.

Take a chance, step outside your comfort zone, and appoint me, Jack Hilton, Libertarian, to be your junior Senator.

### Professional Skills

High degree of knowledge in automotive lighting/automotive electrical systems, accessories, relays, cooling systems, air-conditioning systems, wheels, etc..

Self-motivated, assertive and can quickly learn new procedures and methods, especially when I can use the government to take other people's money.

Professional demeanor, but still knows how to party.

Dependable – Simply make a list of your personal and political enemies, and I'll take care of the rest.

Available - Can-do attitude. Want your dry-cleaning dropped off? Car waxed? Re-election Shotgun cleaned?

Experienced business traveler, but I'd rather go on these fantastic junkets I hear so much about.

Experienced Trade Show Representative. Filibuster here I come!

Able to work under pressure and meet deadlines, even though there don't seem to be deadlines for politicians.

### Interpersonal and Teamwork Skills

Work well with a diverse group of people, including those from other countries, like Ukraine. (wink wink)

Honest, friendly, outgoing, at least on the surface.

Excellent communication skills, both written & oral.

Demonstrated accuracy, and attention to detail. I'll make sure I get every drop of tax money from the public as possible, just like our county commissioners.

Work well in a team environment, as long as they're on the same team as me.

Committed to assisting others, and going the extra mile.

## **Work Experience**

### **Director of OE Sales**

Pacific Import Mfg (Formerly Pilot Auto. OE)

City of Industry, CA

January 2017 to Present

Duties also included:

Trade Show Rep

Technical Support

Product Development

### **Director of OE Sales**

Pilot Automotive, Inc

City of Industry, CA

June 2011 to January 2017

Duties also included:

Trade Show Rep

Technical Support

Product Development

### **Southeast Regional Sales Manager**

Hella, Inc

Peachtree City, GA

April 2000 to October 2010

Duties also included:

Motorsports Manager

Customer & Technical Support

Product Development

Trade Show Rep

### **Jack Hilton**



# Jackie Gingrich Cushman

## CFA, MBA, NACD Governance Fellow

### EDUCATION & CERTIFICATIONS

<b>NACD Governance Fellow</b> , National Association of Corporate Directors	<b>2017</b>
<b>Chartered Financial Analyst</b> , The CFA Institute	<b>1993</b>
<b>MBA</b> , Finance, Georgia State University, Atlanta	<b>1990</b>
<b>Bachelor of Science</b> , Business, <i>cum laude</i> , Presbyterian College, Clinton, SC	<b>1988</b>

### EXPERIENCE

#### **Georgia Early Education Alliance for Ready Students (GEEARS)**, Atlanta **2016 - Present** Board Member - Treasurer

Help guide nonprofit working to ensure all children in Georgia are ready to learn when they enter kindergarten. Oversee audit, budgeting and integration of strategic plan into operations. Connect GEEARS with foundations, potential donors and governmental officials.

#### **ASFIP Foundation**, Atlanta **2015 - Present**

##### Board Member, Atlanta Society of Finance and Investment Professionals Foundation

Founding board member of nonprofit focused on financial literacy and education. Assist with governance, fundraising and strategic planning.

#### **Author & Columnist**, Atlanta **2009 - Present**

**Author:** *Our Broken America: Why Both Sides Need to Stop Ranting and Start Listening* (Center Street, 2019), *The Essential American: 25 Documents and Speeches Every American Should Own*, (Regnery, 2010) co-author *5 Principles for a Successful Life: From Our Family to Yours*, with *Newt Gingrich*, (Crown, 2009).

Writes weekly syndicated opinion column for Creators Syndicate.

#### **Trust for Public Land**, Atlanta **2008 - Present**

##### Advisory Council; Co-Chair, Strategic Planning Taskforce; Chair, Strategic Communications

TPL is a nonprofit that saves land for people. Co-chaired the 2015 - 2016 Strategic Planning Taskforce; setting the vision for TPL's next project along the Chattahoochee River. Worked on branding for project resulting in Chattahoochee Riverlands. Lead Strategic Communications Committee, fundraising, awareness. Supported Atlanta Beltline study in 2004.

#### **Strategic Planning - Strategic Messaging**, Atlanta **2002 - Present**

##### Consultant

Consult with executive leaders to set overall strategy and identify metrics to guide successful implementation. Provide strategic messaging advice, messaging techniques and implementation guidelines.

#### **Genesis Shelter/Our House**, Atlanta **2001 - Present**

##### Board Member/Treasurer/Advisory Council Member

Assisted in fundraising and securing bridge financing as treasurer of Genesis Shelter: A New Life during a successful \$5MM capital campaign. Signed personal guarantee along with other board members to ensure completion of transition project on time. Successfully closed out capital campaign. Served on marketing committee during merger between Our House and Genesis Shelter, which reviewed/created name, brand, logo and taglines.

**The Fanforce Company, Atlanta** **2014 - 2015**  
Board Member

Served as chair of the Finance and Operations Committee of a private software company focused on driving attendance and engagement for ticketed venues.

**NEWT 2012, Atlanta** **2011 - 2012**  
Senior Advisor

Advised former Speaker of the House Newt Gingrich's campaign for the 2012 Republican Party nomination for President of the United States. Duties included serving as his spokeswoman before members of the national news media, speaking to campaign audiences and representing him in post-debate "spin rooms." Assisted in strategic planning and communications.

**Gingrich Holdings, Washington, D.C.** **2002 - 2006**  
Senior Director, Information Technology & Planning

Network of for-profit and nonprofit organizations that produced, distributed and supplemented the former speaker's prolific output of books, documentaries and speeches. Led a number of subsidiary companies through exchange migration, website redesign and hosting transitions. Assisted in strategic planning and budgeting for Gingrich Communications.

**BellSouth Corporate, Atlanta** **1996 - 2001**

Full-service telecommunications holding company with \$26B in revenue and 49MM customers.

Senior Director Strategic Planning

Reviewed, analyzed and presented key strategic options to senior executive team. Led team to create corporate-wide tracking model for operating performance and best practices.

Director of Financial Planning - Bellsouth Mobility

Led the \$3B revenue corporate financial and strategic planning group. Reviewed and recommended capital expenditures, pricing and marketing programs. Worked with internal departments and external partners to achieve annual goals. Worked on acquisitions of wireless properties. Managed the BellSouth finance team as part of BellSouth/AT&T partnership, and led Los Angeles Cellular (\$1B in revenue) through operational planning to reach financial target by reviewing staffing, pricing and projects; generated \$24MM in additional netincome.

**Sterling Cellular, Atlanta** **1993 - 1996**

Director of Finance

Operators and owners of wireless properties with high-quality customer service, retail locations and \$22MM in sales. Led financial planning team for operations of \$25MM in revenue through divestitures of market-level properties to maximize profits; worked in marketing, sales management and served as general manager of Arkansas property.

**BDO Seidman, Atlanta** **1989 - 1992**

Consultant

National association of independently owned local and regional accounting, consulting and service firms. Valued closely held companies for ESOPs, divorces, lawsuits, acquisitions and other tax/transaction details.

## **MEDIA EXPERIENCE**

GPB's "Political Rewind;" ABC's "Good Morning America," "The View;" CNN's "Campbell Brown;" CBN's "The 700 Club;" Fox News Channel's "Fox and Friends," "The O'Reilly Factor," "The Sean Hannity Show," "Tucker Carlson Tonight," "The Story with Martha MacCallum," "The Strategy Room," "On the Record with Greta Van Susteren," "Geraldo at Large," "The Huckabee Show;" MSNBC's "First Read," "Thomas Robert," "Rachel Maddow," "Lawrence O'Donnell;" Univision's "Ambrosio Hernandez Show," and "Ninoska en Mambi," "Squeeze Play" on Canada's Business News Network, et al. - Numerous radio shows.

## **AFFILIATIONS, SERVICE, INTERESTS**

### **CURRENT & PAST**

Leadership Atlanta, Class of 2018	National Association of Corporate Directors
CFA Institute/CFA Atlanta	Finisher, five marathons
CFA Review Instructor	CFA Grader
Honoree, 2017 Gala for Our House	Atlanta Press Club
Member, Alliance Theatre Advisory Council	President, Mimosa Garden Club
Co-Chair, Atlanta Botanical Garden Ball	Captain, Atlanta Lawn & Tennis Association
Co-Chair, Fundraiser - The Trust for Public Land	Co-Founder Learning Makes a Difference
Co-Chair, Fundraiser - Atlanta History Center	Foundation

Raised in Carrollton, Georgia. Has lived in Atlanta since graduating college in 1988. Currently resides in Atlanta with her husband, Jimmy Cushman, and their two children.

# JUAN THOMPSON

## OBJECTIVE

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Seeking an opportunity of advancement with the company to utilize my experience in patient care and customer service to ensure timely and accurate healthcare service for all veterans.

## SKILLS

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Relationship Management

Customer Service Professional

Attention to Detail

Scheduling Coordinator

Time Management

Effective Communicator

## EXPERIENCE

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### Medical Support Assistant- Atlanta VA Medical Center

5/2018- Present

- Assist patients through the check-in and out process for Audiology
- Schedule appointments for patients over the phone and in person
- Help train other employees throughout the department
- Operate computer system for VSE, Vista, CPRS, Skype and email
- Partner with Speech Pathology department for appointment scheduling
- Support different departments as necessary to increase the patient experience

### Sales Consultant- Autonation Hyundai

9/2017- 5/2018

- Evaluated customer needs and recommended appropriate vehicles
- Supported internet sales

### Sales Consultant- Malcolm Cunningham Hyundai

1/2014- 8/2017

- Evaluated customer needs and recommended appropriate vehicles
- Supported internet sales

### CSR and Patient Care Advocate- Medco/ Express Scripts

7/2012- 11/2013

- Handled inbound calls from members filling prescriptions
- Provided patients with detailed knowledge of insurance plans
- Trained in SARF Research Team Duties to resolve grievances, billing errors, co-pay charges, and deductibles inquires
- Researched plan changes inform members if any claims are legitimate to be corrected or denied

## EDUCATION

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Ohio State University- Broadcast Journalism and Communications- Bachelor's Degree



Keith A FitzPatrick

LinkedIn: [www.linkedin.com/in/keithfitzleanapics/](http://www.linkedin.com/in/keithfitzleanapics/)

## SUMMARY

Senior leader with more than 30 years of military and civilian supply chain experience. Maintained top secret security (BI) clearance from 1990 until retirement in 2004. Lead nuclear weapons encoding team during retrograde of special weapons from Europe in 1992; led new equipment fielding program for U.S. Army ground forces during the invasion of Iraq. Achieved success in private sector supply chain operations, progressing from supply chain analyst to director level roles in a variety of industries.

## PROFESSIONAL EXPERIENCE

**07/2018 to Present: Manager, Supply Chain and Logistics, Habasit-America, Suwanee, GA, Make to Order Business. ISO 9001.** Leads a team of 60, including 6 direct reports; oversees all aspects materials management including Demand Planning, Supply Planning, Supply Point Coordination, Inventory Management, Sourcing, Purchasing, and Logistics & Transportation for operations at four facilities across the United States. Responsible for managing import/export control to ensure compliance with US Customs policies and procedures.

- Initiated and executed the successful implementation of Sales & Operations Planning, bringing sales, production, and finance into a common process for aligning supply and demand. Led the implementation of a new forecasting software package to support long range planning.
- Consolidated supply chain operations at five locations across the United States into a unified team operating under a common set of processes and procedures.
- Initiated a review of Habasit's logistics program resulting in selection of a 3PL to manage domestic LTL and truckload shipments and selection of a new small package and express air vendor. The 3PL program is projected to reduce costs by 10% and the small package by 13% for a total expected savings of \$500,000 in the first 12 months after implementation.
- Revised minimum, maximum, and safety stock formula to improve raw material availability resulting in an out-of-stock order rate of less than 2%. Improved on-time delivery from 80% to 91%.

**12/2013 to 07/2018: Director, Materials Management, Landis+Gyr, Inc, Alpharetta, GA, Make to Order Business. ISO 9001, ISO 14000.** Led team of 17 salaried and hourly managers, supply chain analysts, and buyers at five locations across the United States and Mexico. Manages \$410 million direct and indirect spend, including \$300 million from direct material suppliers in the United States, Europe, Mexico, and Asia. Develops and executes department's \$1.8 million operating budget. Responsible for supply planning in support of the Sales & Operations Planning (S&OP) process. Manages material plan to support the factory, two distribution warehouses, and five regional support facilities. Supports procurement for new product introductions, including raw materials for NPI builds and finished product planning for introduction to the market.

- Led the successful implementation of Sales & Operations Planning program leading to full alignment of sales, production, and finance plans. Grew program from a 15-minute inventory review meeting to a full S&OP planning cycle.
- Established NAM consensus forecast by aligning Sales and Customer Operations forecast, Finance Revenue forecast, and historic data; expanded forecast horizon from 3 months to 12 months.
- Redesigned the Supply Chain Department to better support customer requirements. Established analyst roles, including team focused on procurement support for new product introduction (NPI). In addition to supporting NPI purchasing, the NPI team Led the integration of purchasing functions into the contract manufacturers and the Landis+Gyr (NAM) manufacturing facility.
- Transformed inventory management across North America. Improved inventory turns for fourth consecutive year. Developed procedures and KPIs that have resulted in a sustained 18% reduction in on-hand inventory (average of \$9 million per day less than the previous FY) in FY16 while supporting a 10% increase in revenue. Further reduced average daily inventory by \$500,000 per day in FY17.
- Planned, budgeted, and executed in-house APICS Certified in Production and Inventory Management (CPIM) training for buyers and analysts leading to three completing certifications and five others passing the first three out of the five tests. Coordinated APICS S&OP certification training resulting in six team members achieving certification.

**4/2012- 9/2013: Director of Supply Chain, Café Press Services (EzPrints Inc), Norcross, GA, Make to Order Business.** Led team of five salaried and hourly managers, buyers, planners and material handlers; expanded team to eight during high season. Led all supply chain functions from forecasting to purchasing to warehousing using processes rooted in Lean philosophy.

**2/2011- 3/2012: Supply Chain Manager, PolyOne Corporation, Kennesaw, GA. Make to Stock Business. ISO 9001, ISO 14000.** Led team of 10 salaried and hourly buyers, planners and material handlers. Developed and executed supply plans to maintain appropriate inventory of more than 4000 finished goods SKUs at warehouses in the United States, United Kingdom and China.

- Developed the roadmap for implementation of the corporate S&OP program by leading a kaizen event to map the divisional S&OP process based on the Wallace-Stahl model. Our S&OP initiative was adopted by the corporate headquarters and rolled into the corporate wide process.
- Developed and executed supply plans to maintain appropriate inventory of more than 4000 finished goods SKUs at warehouses in the United States, United Kingdom and China.
- Developed raw material price forecast tool to assess impact of material pricing on material margin, allowing product management to manage finished goods pricing strategy.
- Represented supply chain on new product introduction team; identified customer CTQs and developed product specifications, including cost targets.

**3/2010- 2/2011: Senior Lean Consultant, Invistics Corporation, Norcross, GA.** Supported lean implementation through client engagements focused on CONWIP material planning.

**4/2008- 3/2010: Materials Manager, Panduit Corporation, Cumming, GA. Make to Stock Business. ISO 9001:2008** Led team of 14 salaried and hourly managers, buyers, planners and material handlers. Led Lean implementation, including value stream mapping and kaizen events at Panduit's Georgia Production Facility as a member of the Lean Steering Committee. Implemented Kanban, visual management, and KPIs, including daily KPI reviews. Improved forecasting of 8,000 finished goods SKUs driving finished goods product availability from 88% to 95%. Drove improved supplier on-time delivery performance at Panduit from 54% to over 90% in 12 months.

#### **EDUCATION**

**Master of Business Administration**, South University, Savannah, Georgia, 2011  
**Bachelor of Science**, University of Wisconsin - Oshkosh, Oshkosh, Wisconsin 1988

#### **TRAINING & CERTIFICATION**

S&OP Certification, APICS  
Certified Supply Chain Professional (CSCP), APICS  
Certified in Production and Inventory Management (CPIM), APICS  
Panduit Lean Level 3 Certification  
Acuity Brands Lighting Lean Silver Certification

#### **TECHNOLOGY**

SAP, Oracle, MAS500, AS400, Ariba

#### **Military Service**

US Army (Retired) 1979-2004