RIVERFRONT REDEVELOPMENT COMMISSION
3 year term

- Consists of 14 members
  - Five appointed by City Council, with one being a City Council member
  - Two appointed by County Commissioners, with one being a County Commissioner
  - Two appointed by Asheville Area Chamber of Commerce
  - Two appointed by RiverLink
  - Two appointed Council of Independent Business Owners
  - One appointed by Town of Woodfin Aldermen

- Each appointing body except Town of Woodfin, shall ensure at least half of their appointees are an owner of real property or a business owner in the Regional Riverfront
- Members shall represent various segments of the greater riverfront district community such as, but not limited to, property owners, merchants, residents, businesses, institutions, landscape architects or architects, civil engineers or related specialties; and shall have a willingness to participate actively in commission efforts; and shall possess expertise and interest in the sustainability and development of the riverfront

Riverfront Redevelopment Commission (Asheville Area) - (3 year term)

Carleton Collins - at large seat -**NOT** eligible for reappointment
Term to expire 01-01-21
Served three terms (One year extension)

CURRENT MEMBERS	TERM EXPIRES	APPOINTED	TERMS	RESIDENT	HOMEOWNER/ RENTER	RACE	SEX	AREA	OCCUPATION
Sage Turner Councilmember Seat	When term on Council ends	12/8/2020	1	City	H	W	F		Council member
Jane Mathews (design professional) firm@mathewsarchitecture.com	1/1/2022	01/08/19 1/12/2016	2 1	City	H	W	F	North	Architect
Darren Green (Chair) (Property/Bus. Owner) darrengreen.avl@gmail.com	1/1/2023	01/14/20 1/24/2017	2	City	H	W	M	North	Owner Old Wood Co.
Tim Schaller (Prop/Bus Owner in Rrvt) timschaller60@gmail.com	1/1/2023	01/14/20 4/10/2018	1 unexp.	City	H	W	M	North	Member/ Manager Wedge Brewing
Carleton Collins (at large) ccollins@carletoncollins.com	1/1/2021	01/14/20 *1 yr extention	3	City		W	M	West	Architect
BUNCOMBE COUNTY									
Kristine Quinn (Prop/Business Owner) kristiequinn@aol.com	12/1/2018	2/2/2016							
Parker Sloan	When term on Commission Ends	1/5/2021							Commissioner

CURRENT MEMBERS	TERM EXPIRES	APPOINTED	TERMS	RESIDENT	HOMEOWNER/ RENTER	RACE	SEX	AREA	OCCUPATION
CHAMBER									
Samantha Cole scole@ashevillechamber.org		Feb. 2020							Chamber of Commerce Local Govt. Liaison
Wendy Whitson Artist, property & business owner wendy.whitson@gmail.com									

RIVERLINK	CIBO	TOWN OF WOODFIN
Joe Ransmeier Artist & business owner joseph.ransmeier@gmail.com	Jeremy Goldstein Agent for business owner jgold@gmproperty.com	Ben Dannemil 12/31/2 1/1/2C Town of Woodfin jasonyoung@woodfin-nc.gov
Peter Sprague Property owner psprague@ingles-markets.com	David Brown Property & business owner dlevbrown@bellsouth.net	

Chair: Darren Green
Vice-Chair: David Brown
Staff: Stephanie Monson
Council: Sage Turner

Name	Male	Female	Black	White	Other	North	East	South	West	Central	City	County	Home owner
Turner (Council)		X		X							X		
Mathews		X		X		X					X		X
Green	X			X		X					X		X
Schaller	X			X		X					X		X
VACANT (At large)											X		
Quinn (County)		X										X	
Whitesides (County)	X			X								X	
Brown (CIBO)		X		X									
Goldstein (CIBO)	X												
Ransmeier (RiverLink)	X												
Sprague (RiverLink)	X												
Dannemi (Woodfin)	X												
Cole (Chamber)		X											
Whitson (Chamber)		X		X									

Riverfront Redevelopment Commission Resource List

APPLICANT FName	APPLICANT LName	Email	SUBMITTED APPLICATION	HOMEOWNER	RACE	SEX	AREA	OCCUPATION	Int. in other Boards
Timothy	**Bramley**	tim.bramley@deweypa.com	01/06/21	H	W	M	North	Vice President Dewey Property Advisors	
Douglas	**Buchalter**	d_buchalter@yahoo.com	01/13/21	H	W	M	North	Principal/Co-Founder JB Real Estate Partners	Downtown Comm
Brian	**Loftus**	brian.loftus18@gmail.com	01/20/21	H	W	M	South	Sr. Strategic Advisor Blue Cross North Carolina	
Daniel	**Ratner**	danratner88@gmail.com	01/24/21	H	W	M	West	Sr. Account Manager Impossible Foods	
Ben	**Williamson**	bwilliamson@greenopportunities.org	01/26/21	H	W	M	East	Interim Exexutive Director Green Opportunities	
Christopher	**Fundanish**	chris.fundanish@gmail.com	02/01/21	H	W	M	Central	Realtor Mountgain Oak Properties LLC	Board of Adjustment

City of Asheville

BOARDS & COMMISSIONS

Application Form

Applicants are strongly urged to attend several meetings of a board prior to applying

Name of board or commission: Asheville Area Riverfront Redevelopment Commission

Your name: Timothy Bramley Home Phone #: 828-424-1141

Street address: 21 Hampstead Road City: Asheville Zip Code: 28804

Mailing address (if different): _____

Employer: Dewey Property Advisors

Your position: Vice President Office Phone #: 828-548-0090

Resident of City Asheville County Buncombe Race Caucasian* Sex M ✔ F ___ * Age 37 *

Are you a Homeowner or a Renter? * Homeowner

Residence location (check one): Central ___ North ✔ South ___ East ___ West ___

Are you aware of any potential conflicts of interest that may arise during your service on this board (i.e., property interest, business interest, etc.)? If so, please explain: None. Potential conflicts of interest do not preclude appointments.

Please indicate the area(s) of expertise that you can bring to the above board(s), and then in detail list education, experience, reasons for your interest, and other factors that support your interest in serving **Applicants are encouraged to provide a cover letter and/or a brief resume. Please use additional sheets if necessary.**

Resume and Cover Letter will be submitted

eSigned via SeamlessDocs.com
Timothy Bramley
Key: d7f721ab...

Signature: _____

Date: 1/6/2021

E-Mail: tim.bramley@deweypa.com

Fax #: _____

Return to:

Sarah Terwilliger, Deputy City Clerk
Post Office Box 7148
Asheville, N.C. 28802-7148

E-Mail: sterwilliger@ashevillenc.gov
Telephone: 259-5839
Fax #: 259-5499

* This information is requested for the sole purpose of assuring that a cross section of the community is appointed.

Timothy Bramley

21 Hampstead Road, Asheville, NC 28804 · (828) 424-1141 · tim.bramley@deweypa.com

Members of the Selection Committee,

I am submitting my resume for your consideration regarding the opening to serve on the Asheville Area Riverfront Redevelopment Commission (AARRC).

The opportunity interests me for several reasons. From family float trips to my professional role assisting businesses and property owners along the riverbanks, I am intimately familiar with and actively engaged in Asheville's greater riverfront area. I am also an enthusiastic supporter of organizations committed to ensuring the responsible, sustainable growth of Asheville's greater riverfront area. In order for future generations to continue to enjoy and prosper from all that the area has to offer, strategic planning and effective management are necessary, and organizations such as the AARRC are critical in this effort.

As Vice President and Partner at local Asheville commercial real estate firm Dewey Property Advisors (DPA), I frequently work alongside architects, designers, engineers and developers. The technical knowledge I have acquired in over 10 years of full time commercial real estate work will allow me to quickly assimilate and collaborate on current and future AARRC committee initiatives.

My relationships in Asheville's expanding business community provide a platform for me to promote and advocate for the important work that the AARRC does. To date, I have personally been responsible for leasing over 200,000 square feet of commercial retail, office and industrial space along the Riverside Drive, Lyman Street and Roberts Street corridors (French Broad River), and over 100,000 square feet along the Swannanoa River Road and Thompson Street corridors (Swannanoa River). Working in this capacity has affirmed my understanding of the enormous role the riverfront plays in the Asheville area, and makes me well prepared to evaluate and represent the voices of the greater riverfront community in key decisions.

By serving on the AARRC, I will bring a diverse skill set, relevant collective experiences and a fresh perspective that would benefit the organization and riverfront community greatly.

Thank you for your consideration and I look forward to hearing from you.

Sincerely,
Timothy Bramley

Timothy Bramley

21 Hampstead Road, Asheville, NC 28804 · (828) 424-1141 · tim.bramley@deweypa.com

EDUCATION

Appalachian State University, Boone, NC — August 2011
Master of Business Administration

The University of North Carolina at Chapel Hill, Chapel Hill, NC — May 2006
Bachelor of Arts, Communication Studies

RELATED EXPERIENCE

Dewey Property Advisors, Asheville, NC — August 2011-Present
Vice President – Partner
Currently serving commercial real estate clients in the greater Western NC market. Transactions and experiences include buyer and seller representation, landlord and tenant representation, property management

- Closed over 200 sale and lease transactions to date totaling over $60M
- Past President of Commercial Investment Realtors Association of Western NC
- Certified Commercial Investment Member Designee (CCIM)
- International Council of Shopping Centers Member (ICSC)

ChannelAdvisor Corporation, Raleigh, NC — September 2009-August 2010
Business Development Representative – Inside Sales
Territory leader responsible for optimizing online sales platforms for retailer clients grossing over $12M in annual online Gross Merchandise Volume

- Worked closely with Regional Sales Director to ensure all revenue targets were met and exceeded
- Increased territory annual sales bookings 50%

Blackbaud, Inc., Charleston, SC — January 2008-August 2009
Business Development Representative
Territory leader responsible for enhancing CRM systems of current and prospective clients

- Developed strategies for higher education and non-profit organizations to solicit Major Gifts for fundraising capital campaigns through CRM optimization
- Created and extended company marketing strategies with Marketing Director to acquire new clients
- Worked with software product development team to develop solutions for clients to meet and exceed long-term and short-term capital campaign goals

The University of North Carolina at Chapel Hill — May 2007-December 2007
Office of Development and Advancement, Chapel Hill, NC
University Events Coordinator – Carolina First Capital Campaign
Assistant to the Director of University Events and Director of Development and Advancement during the final stage of an eight-year, $2.38 billion capital campaign

- Programmed and coordinated private fundraising events for high net worth donors

City of Asheville

BOARDS & COMMISSIONS

Application Form

Applicants are strongly urged to attend several meetings of a board prior to applying

Name of board or commission: Asheville Area Riverfront Redevelopment Commission (AARRC)

Your name: Douglas Buchalter Home Phone #: 3109683265

Street address: 141 Skyview Cir City: Asheville Zip Code: 22804

Mailing address (if different): _____

Employer: JB Real Estate Partners

Your position: Principal + Co-Founder Office Phone #: _____

Resident of City Asheville County Buncombe Race Caucasion* Sex M ✔ F ___ * Age 46 *

Are you a Homeowner or a Renter? * Homeowner

Residence location (check one): Central ___ North ✔ South ___ East ___ West ___

Are you aware of any potential conflicts of interest that may arise during your service on this board (i.e., property interest, business interest, etc.)? If so, please explain: NO.

_____. Potential conflicts of interest do not preclude appointments.

Please indicate the area(s) of expertise that you can bring to the above board(s), and then in detail list education, experience, reasons for your interest, and other factors that support your interest in serving **Applicants are encouraged to provide a cover letter and/or a brief resume. Please use additional sheets if necessary.**

Please see attached cover letter and resume. Thank you for your consideration.

eSigned via SeamlessDocs.com

Douglas Buchalter

Key: df7d721a9fe98f4d2aa1f402f0f0b478

Signature: _____

Date: 01/13/2021

E-Mail: d_buchalter@yahoo.com

Fax #: _____

Return to:

Sarah Terwilliger, Deputy City Clerk
Post Office Box 7148
Asheville, N.C. 28802-7148

E-Mail: sterwilliger@ashevillenc.gov
Telephone: 259-5839
Fax #: 259-5499

* This information is requested for the sole purpose of assuring that a cross section of the community is appointed.

Douglas Buchalter
141 Skyview Circle
Asheville, NC 28804

January 12, 2020

Ms. Sarah Terwilliger
Deputy City Clerk
PO Box 7147
Asheville, NC 28802-7148

Dear Ms. Terwilliger:

Please find attached my resume and application to join the Asheville Area Riverfront Redevelopment Commission (AARC). For the past 15 years I have been involved in the acquisition, development, redevelopment, management and disposition of industrial, self-storage, retail, multifamily and student housing properties across the US. Total investments in real estate have exceeded $2B and have spanned the states of CA, WA, OR, AZ, CO, TX, FL, AL, TN, WV, WI, and OH. The search for attractive investment opportunities has led me to conduct in depth research and travel to 44 of the 50 states. During this process I have gained a great deal of insight regarding urban and suburban growth and what works and does not work from a design and development perspective of this country's great cities (from some of the largest cities in the US to some of the smallest quaint college towns and everything in between).

As I begin to wind down my career in real estate, I wish to share the knowledge I have gained to help guide the policies that govern development and growth in my own backyard, Asheville. As Asheville grows in both population and geographical size, its leadership will be forced to make critical decisions with regard to future development and how to accommodate the structural needs of a larger population and the inherent positive (e.g. culture and diversity) and negative (e.g. traffic and affordability) externalities that growth brings with it. We all know that in a dynamic and attractive city like Asheville, growth is inevitable. This is especially true along the French Broad. And while a lot of capital investment and progress has been made in the past three years along the Riverfront, I do believe this is only the tip of the iceberg.

The key is to develop plans for smart and sustainable growth that not only accommodate the future and diverse needs of a growing population (both local residents and tourism) but preserve community, authenticity, socioeconomic and racial diversity, affordability, and the environment. This is a complicated and challenging matter. One which requires experience, sound strategy, great leadership and the buy-in of the community as a whole.

My experiences having traveled to, researched, and invested in many burgeoning cities with waterfront exposure similar to Asheville (e.g. Seattle, Austin, Bend, Boise, Missoula, Knoxville) have led me to understand the successes, failures, and pitfalls of both smart growth and ill-conceived development. I

bring a unique perspective having invested and operated in so many cities across the US over the past two decades. In addition, while I conducted my undergraduate studies and received a BA in History at the University of Virginia, I also received an MBA from University of California at Los Angeles (UCLA). My MBA studies were focused on the nexus of entrepreneurship and environmental sustainability. I took dozens of classes focused on business and the environment both at UCLA as well as the pre-eminent school of environmental sustainability, the Donald Bren school at UCSB. My studies not only led to environmental consulting projects for the City of Santa Barbara and DuPont, but also led to my co-founding the GreenCoast Foundation, a non-profit research and education organization dedicated to the acceleration and development of clean, renewable energy in CA. While the organization was later merged with a larger non-profit organization (Environment CA), my stewardship of the organization forced me to focus on cities and smart sustainable development.

Now, it is time for me to give back to the community that I have grown to love so much. Given my unique business and education background, I feel that this can best be accomplished through participating on the AARRC. I'd like to be a part of the future growth of Asheville's Riverfront and make sure that it lives up to its tremendous and largely untapped potential. I look forward to your positive response.

Best Regards,

Douglas Buchalter

Douglas Buchalter

Cell: 310-968-03265

Douglas A. Buchalter
141 Skyview Cir o Asheville, NC 28804 o 310-968-3265
d_buchalter@yahoo.com

EXPERIENCE

JB Real Estate Partners — Asheville, NC
Principal and Co-Founder — Oct 2017 – Current
Regional Multi-family investment firm with over $250M AUM

- Acquired and currently manage over $250M in value-add multi-family properties throughout the US including major metros such as Los Angeles, Seattle, Denver, and Austin.
- Member of the Investment Committee.
- Head of asset management ensuring that each portfolio asset executes on its business plan, stays on budget, and meets or exceeds its financial objectives.
- Lead construction management on all property renovations.
- Responsible for raising debt and equity.
- Formulate acquisition strategies and source deals off market.
- Lead contract negotiations and due diligence efforts for each portfolio asset.
- Co-manage corporate initiatives including portfolio wide insurance procurement, accounting and reporting, investment relations, software procurement and HR.

M&A Real Estate Partners — Los Angeles, CA
Senior Director, Acquisitions — Feb. 2008 – Sept 2017
Leading regional multi-family investment firm with over $1B AUM

- Led all multifamily and student housing acquisitions. Bought and Sold over $1B in multifamily assets over a 10 year period.
- Member of the Investment Committee.
- Responsible for formulating a national acquisition strategy including the creation and development of one of the nation's 20th largest student housing platforms in the country.
- Devised an off-market sourcing platform specifically designed for the niche student housing space.
- Led asset management for several portfolio assets including several large renovation and construction projects.
- Cofounded an in-house student housing management platform.
- Devised new corporate fundraising strategy, drafted private placement memorandum, and built fund marketing platform.
- Created relationships and raised investment funds from various equity sources including private equity groups, real estate funds, insurance/life companies, investment managers, and high net worth individuals. Successfully raised and created joint ventures with the Carlyle Group and Phoenix Capital Partners.

The Magellan Group — Los Angeles, CA
Director — Nov. 2005 – Jan. 2008
Leading Southern California real estate investment and development firm with in-house acquisition, development, finance, leasing, and property management expertise

- Worked side by side with Principals in analyzing, underwriting, performing due diligence and closing new industrial and self-storage acquisitions.
- Developed firm's environmental building standards including launching Magellan's first prospective LEED certified industrial project – a 500,000 SF industrial business park in Central Valley, CA.
- Successfully structured and raised Magellan's first discretionary closed end equity fund ($50M).
- Devised new corporate fundraising strategy, drafted private placement memorandum, and developed fund marketing platform, including a corporate web site and investor presentations.
- Initiated contact with, pitched and developed relationships with over 80 potential equity sources including investment banks, real estate funds, fund of funds, endowments, private foundations, insurance/life companies, pension funds, wealth managers, and high net worth individuals.
- Closely assisted CFO in the refinancing of roughly 1 million SF of industrial properties worth over $100 million.
- Created and maintained complex financial models, project proformas, detailed analysis of potential acquisitions, NOI, and cash flow projections from individual properties and portfolios.

Green Coast Foundation — Los Angeles, CA
Co-Founder and Director — March 2005 – March 2008
Non profit dedicated to supporting and accelerating the market for clean, renewable energy in California

- Co-founded dynamic nonprofit organization and successfully raised initial $250K in seed capital.
- Recruited a prestigious Board of Directors and forged key relationships with academic and corporate partners including British Petroleum (BP) and the UCLA Institute of the Environment.
- Managed a cross-functional team of interns including research associates, marketing professionals, and grant writers.
- Published two environmental reports which were well received by both NGOs and top policy makers in CA.
- Increased internet outreach to over 30,000 visitors per month.

Marker Seven, Inc. — San Francisco, CA
Co-Founder and Partner — Jan. 2001 – August 2005
Premier interactive agency offering customized web design and software application development for Fortune 500 companies such as Wells Fargo, Providian Financial and American Express

- Co-founded digital agency and grew company revenues to over $3M in three years.
- Developed client list that includes Wells Fargo, Providian Bank, American Express, Blue Shield and McKinsey.
- Secured financing through Wells Fargo allowing for the expansion of operations.
- Managed cross functional team of eighteen designers, engineers, consultants and sales managers.
- Oversaw day to day financial operations of the company including budgeting, planning/forecasting and accounting.
- Recruited top caliber CTO, VP Business development, VP Marketing from major competitors
- Successfully sold company in August 2005 at a significant profit.

eCustomers, Inc. — San Francisco, CA
Regional Sales Director, West Coast — Sept. 2000 – Jan. 2001
eCRM application service provider of turn-key personalization solutions to leading retailers and financial service companies.

- Founded eCustomers regional office in San Francisco. Developed a regional revenue plan, hired and managed a team of five sales associates on West Coast. Surpassed company sales quotas by over 25% each and every month.
- Conducted market research, administered merchant needs assessments, delivered outside sales presentations, and negotiated contracts with eCustomers largest customers.
- Worked closely with business development team driving strategic partnerships and developing new sales channels which led to over $2 million in additional revenues.

LinkShare Corp. — San Francisco, CA
Senior Manager, Client Development — Oct. 1999 – Sept. 2000
Largest affiliate marketing solutions provider servicing both Fortune 500 and leading e-commerce companies.

- Involved in every aspect of the sales process from first contact through contractual negotiations.
- Awarded Company Top Salesman (Quarter: Summer 2000) and Top Salesman for West Coast Region (Quarters: Winter, Spring, Summer 2000) - First sales associate to close over $1M in contracts in one quarter.
- Promoted to Senior Manager within first 6 months of employment and managed a team of six sales associates.
- Closed several of the company's largest $250K+ contracts, including Target, BMG Music, and Martha Stewart.
- Closely assisted international business development team in developing new revenue and investment opportunities within the S. American, Japanese and European markets
- Targeted and developed key international strategic partnerships with companies such as Terra-Lycos, Mitsui, Sony, and GE Capital. Led to revenues in excess of $5M and major capital investment in company.

Japan Ministry of Education — Osaka, Japan
High School Teacher and Consultant — July 1996 – August 1999

- Created a curriculum and managed the English Departments of two public Japanese high schools.
- Consulted both the Osaka Board of Education and CLAIR (Council of International Relations) to improve English Education at a prefectural and national level in Japan.

EDUCATION

UCLA Anderson School of Management — Los Angeles, CA
M.B.A. Entrepreneurial Finance and Environmental Management — March 2005

- *Certification*: Corporate Environmental Management – Completed 30 units at UCSB Bren School
- *Honors*: Parksy Fellow, Anderson Fellowship (2003 & 2004), Dean's List

- *Leadership*: Entrepreneur Association (Owner/Manager Young Entrepreneurs Speaker Series), Ethics Committee
- *Consulting/Research*: Santa Barbara County Fire Dept (Consolidation Study), DuPont (Environmental Strategy)

University of Virginia Charlottesville, VA
BA with Honors, History June 1996

- *Awards*: Echols Scholar, Phi Beta Kappa,
- *Activities*: Editor for Cavalier Daily, TESL certification, Manager of Big Brother Program, Sigma Phi Epsilon

ADDITIONAL

- *Computer Skills*: Proficient in all MS Office applications, including advanced excel/modeling skills, Argus
- *Foreign Languages*: Proficiency in both Spanish and Japanese. Passed Level III Japanese Proficiency Exam.
- *Charitable Interests:* Former Director of Green Coast Foundation
- *Interests:* Yoga, Photography, Travel, Hiking.

City of Asheville

BOARDS & COMMISSIONS

Application Form

Applicants are strongly urged to attend several meetings of a board prior to applying

Name of board or commission: Asheville Area Riverfront Redevelopment Commission

Your name: Brian Loftus Home Phone #: 214-675-0664

Street address: 14 Deanwood Circle City: Asheville Zip Code: 28803

Mailing address (if different): _____

Employer: Blue Cross North Carolina

Your position: Sr Strategic Advisor Office Phone #: _____

Resident of City Yes County Buncombe Race Caucasian* Sex M ✔ F ___ * Age 35 *

Are you a Homeowner or a Renter? * Homeowner

Residence location (check one): Central ____ North ____ South ✔ East ____ West ____

Are you aware of any potential conflicts of interest that may arise during your service on this board (i.e., property interest, business interest, etc.)? If so, please explain: _____
_____. Potential conflicts of interest do not preclude appointments.

Please indicate the area(s) of expertise that you can bring to the above board(s), and then in detail list education, experience, reasons for your interest, and other factors that support your interest in serving **Applicants are encouraged to provide a cover letter and/or a brief resume. Please use additional sheets if necessary.**

Prior to my relocation to Asheville I lived in Norman, Oklahoma. I participated in several civic organizations such as Norman Next, an under-40 group of business and community leaders, and Leadership Moore, a seven-month course composed of team building, nonprofit awareness, local government, and educational systems. Through each group I experienced the opportunity to learn more about the community and contribute to its future. I enjoyed learning more economic, social and educational changes taking place and how they are developed.

Additionally, my role as a hospital strategic planner provided me experience in hearing different constituencies' perspectives regarding changes to the health system's facilities. I participated in myriad focus groups over a five-month period and gained an understanding of citizens' thoughts on relocating and building new healthcare facilities within the community. The ability to participate in a dialogue impacting the local neighborhoods was a great experience.

I would love to engage with my new community of Asheville in similar fashion. I love learning about new developments in town and the impacts they bring to their surrounding area.

Moreover, I develop business plans to evaluate the financial impact of capital and strategic investments such as a freestanding imaging center, an outpatient counseling clinic and

Return to:

Sarah Terwilliger, Deputy City Clerk
Post Office Box 7148
Asheville, N.C. 28802-7148

E-Mail: sterwilliger@ashevillenc.gov
Telephone: 259-5839
Fax #: 259-5499

Signature: Brian James Loftus
eSigned via SeamlessDocs.com
Key: d7f6721a9fe08f4d2aa1f402f0f0e5d78

Date: 1/20/2021

E-Mail: brian.loftus18@gmail.com

Fax #: _____

* This information is requested for the sole purpose of assuring that a cross section of the community is appointed.

Brian Loftus

Prior to my relocation to Asheville I lived in Norman, Oklahoma. I participated in several civic organizations such as Norman Next, an under-40 group of business and community leaders, and Leadership Moore, a seven-month course composed of team building, nonprofit awareness, local government, and educational systems. Through each group I experienced the opportunity to learn more about the community and contribute to its future. I enjoyed learning more economic, social and educational changes taking place and how they are developed. Additionally, my role as a hospital strategic planner provided me experience in hearing different constituencies' perspectives regarding changes to the health system's facilities. I participated in myriad focus groups over a five-month period and gained an understanding of citizens' thoughts on relocating and building new healthcare facilities within the community. The ability to participate in a dialogue impacting the local neighborhoods was a great experience. I would love to engage with my new community of Asheville in similar fashion. I love learning about new developments in town and the impacts they bring to their surrounding area. Moreover, I develop business plans to evaluate the financial impact of capital and strategic investments such as a freestanding imaging center, an outpatient counseling clinic and operating room laparoscopic equipment. These investments required an environmental scan to identify an unmet need in the market and subsequently an analysis to determine their economic benefit. I can bring this type of analysis to the board. While my career has been focused in healthcare strategic planning, I have always maintained an interest in local social, political, and economic developments. My Political Science bachelor's degree gave me insight into the machinations of various governments and social movements in the United States and abroad. I also earned a minor in History during my undergraduate studies. This education has given me an appreciation for an understanding of the different dynamics and perspectives at play and learn from the past. My Masters of Health Administration education provided me with the fundamentals of leading a healthcare organization. The degree focuses on business management elements crucial for operating a hospital or health system such as budgeting, law and ethics, human resources and planning. Also, the degree enhanced my knowledge of the social determinants of health which are integral to improving well being. My interest in the Asheville Area Riverfront Redevelopment Commission stems from my desire to become more engaged in Asheville. The waterways in the area hold a unique place to draw people to the natural habitat and support investment in their future in the form of sustainable business development. The integration of economic activity and the riparian environment will only strengthen the desire to protect the habitat while supporting local business.

6 Pheasant Drive
Asheville, NC 28803
214.675.0664

Brian Loftus

Brian.Loftus18@gmail.com

Employment

Norman Regional Health System March 2018 – Present
Strategic Planning Specialist

- Lead cross-functional teams for health system and service line initiative success
- Facilitate quarterly strategic plan reviews to track plans, milestones, and deliverables
- Lead and facilitate the strategic planning process for the development of annual service line strategic plans
- Collaborate with health system leaders to develop and implement strategic initiatives
- Developed pro forma and business plan for new outpatient imaging center with capital investment of $2 million
- Developed business plan for new laparoscopic towers with capital investment of $2.6 million
- Leverage claims-based analytics tool to identify market opportunities
- Train employees on strategic analytic tools and business plan development
- Just Culture system-wide implementation Project Manager
- Participate in system-wide Plan-Do-Study-Act process improvement initiatives

INTEGRIS Health February 2013 – March 2018
Strategic Planning Specialist

- Developed and managed the Physician Loyalty Program resulting in a 32% reduction in referral outmigration among employed primary care physicians over three years
- Served as an internal consultant on health system strategic initiatives and opportunities
- Developed and presented comprehensive assessments of markets, service lines, and competitors for health system leadership
- Provided intelligence and analysis of market trends for the annual system strategic plan
- Assisted the System Director of Strategy Development with the facilitation of hospital strategic planning sessions
- Managed the due diligence process for joining the Mayo Clinic Care Network

Health for Friends Community Health Center October 2011 – February 2013
Business Development Manager

- Wrote the Federally Qualified Health Center New Access Point grant application
- Contracted the health center and clinical providers with Medicare and Medicaid

Honors/Activities

- American College of Healthcare Executives
- OU Master of Health Administration Student Mentor
- Leadership Moore Class XXII
- Norman Chamber of Commerce Norman Next
- Early Risers Toastmasters Oklahoma City Vice President, Treasurer
- Oklahoma Hospital Association 2010 David J. Falcone Student Achievement Award

Education

University of Oklahoma Health Sciences Center August 2009 – May 2011

- Master of Health Administration

University of Oklahoma August 2004 – May 2008

- Bachelor of Arts Political Science

City of Asheville

BOARDS & COMMISSIONS

Application Form

Applicants are strongly urged to attend several meetings of a board prior to applying

Name of board or commission: Riverfront Redevelopment Commission

Your name: Daniel Ratner Home Phone #: 6096471082

Street address: 116 Hudson St City: Asheville Zip Code: 28806

Mailing address (if different): _____

Employer: Impossible Foods

Your position: Sr. Account Manager Office Phone #: _____

Resident of City Asheville County Buncombe Race Caucasian* Sex M ✔ F ____ * Age 32 *

Are you a Homeowner or a Renter? * Homeowner

Residence location (check one): Central ____ North ____ South ____ East ____ West ✔

Are you aware of any potential conflicts of interest that may arise during your service on this board (i.e., property interest, business interest, etc.)? If so, please explain: NO

_____. Potential conflicts of interest do not preclude appointments.

Please indicate the area(s) of expertise that you can bring to the above board(s), and then in detail list education, experience, reasons for your interest, and other factors that support your interest in serving **Applicants are encouraged to provide a cover letter and/or a brief resume. Please use additional sheets if necessary.**

Dear AARRC:
Thank you for the opportunity and consideration to become a contributing member of the Riverfront Development Commission. Please see below for 'Reasons for my Interest', 'Relevant Professional Experience', and Education respectively.

Reasons for my Interest:
Asheville's vibrant community was one of the first (of many) compelling reasons my fiancee and I moved from Brooklyn to AVL. We immediately observed the warmth people shared with their neighbors and the pride they took in nurturing their homes and neighborhoods - giving time and effort in return for community value. This is an ethos I am committed to and one that aligns strongly with my professional experience of listening thoughtfully and considering critically in an effort to grow business. More specifically, to implement resourceful solutions to develop the riverfront in ways that drive business to small enterprises, support non-profits, and align with Asheville's sustainability initiatives. I am passionate about contributing to Asheville and based on my experience and the role of the Committee, I am confident I'd be a strong addition to the commission.

Relevant Professional Experience:

Return to:

Sarah Terwilliger, Deputy City Clerk
Post Office Box 7148
Asheville, N.C. 28802-7148

E-Mail: sterwilliger@ashevillenc.gov
Telephone: 259-5839
Fax #: 259-5499

eSigned via SeamlessDocs.com
Daniel Ratner
Key: df76721a9fe98f4d2ea1f402f0fc5678

Signature: _____

Date: January 24, 2021

E-Mail: danratner88@gmail.com

Fax #: _____

* This information is requested for the sole purpose of assuring that a cross section of the community is appointed.

DAN RATNER

Dear AARRC: Thank you for the opportunity and consideration to become a contributing member of the Riverfront Development Commission. Please see below for 'Reasons for my Interest', 'Relevant Professional Experience', and Education respectively. Reasons for my Interest: Asheville's vibrant community was one of the first (of many) compelling reasons my fiancee and I moved from Brooklyn to AVL. We immediately observed the warmth people shared with their neighbors and the pride they took in nurturing their homes and neighborhoods - giving time and effort in return for community value. This is an ethos I am committed to and one that aligns strongly with my professional experience of listening thoughtfully and considering critically in an effort to grow business. More specifically, to implement resourceful solutions to develop the riverfront in ways that drive business to small enterprises, support non-profits, and align with Asheville's sustainability initiatives. I am passionate about contributing to Asheville and based on my experience and the role of the Committee, I am confident I'd be a strong addition to the commission. Relevant Professional Experience: tl;dr: My professional career began in the non-profit space w/ a focus on food sustainability and hunger relief. It then grew into sales leadership roles across organizations driven to make a positive social impact through strong business practices. Impossible Foods, Senior Account Manager (Present) * Develop and grow partnerships with national restaurant chains through strategic collaboration, marketing alignment, and relationship building * Build relationships with key decision makers across a range of decision makers: C-Suite, R&D, Culinary, Marketing, Operations YourLocal, Co-Founder (Past) * Launched a social enterprise across Brooklyn & Manhattan, providing 150+ restaurants with a profitable solution to their surplus food * Curated channel partnerships with major NYC organizations to gain community & city engagement. Organizations consisted of: City Harvest, Brooklyn Chamber of Commerce, Business Improvement Districts (4x across Brooklyn), Brooklyn Borough President, Dept. of Sanitation NY FoodBank of Monmouth and Ocean Counties, Agency Coordinator (Past) * Trained the leaders of 260 Agencies to optimize food distribution systems & effective use of tech * Reduced SNAP Application time by 30%, reduced pantry intake time by 45-120 seconds per client, and enhanced compliance for NJDA & USDA gov. mandates * Composed advocacy e-newsletter and led discussion on Advocacy Strategy for over 60 participating agencies Education: University of Connecticut / Storrs, Connecticut (2007-2011) Bachelor of Science in Management: International Business & Psychology, Cum Laude (GPA 3.7)

Daniel Ratner

116 Hudson St. Asheville, NC

Danratner88@gmail.com ▪ (609) 647-1082

RELEVANT EXPERIENCE

Impossible Foods

Senior Account Manager, National Accounts — *July 2020 - Present*

- Develop and grow partnerships with national chain accounts by strengthening sales of Impossible
- Strategize and facilitate Impossible relationship to drive Impossible through menu innovation, new SKUs, and as an essential marketing pillars for our Food Service customers
- Build relationships with key decision makers across the span of National Accounts to foster growth with R&D, Culinary, Marketing, Operations and Procurement

YourLocal / Brooklyn, NY

Co-Founder, Head of Growth — *Nov 2018 - April 2020*

- Launched YourLocal across Brooklyn & Manhattan, developing complete sales-process & closing business with 150+ independent & national retailers leading to 20% MoM revenue growth
- Built sales strategy leading to a 16% close rate, 6.5 day sales cycle, & partner retention of 92%
- Developed CRM, ICP, Cadence, Forecasting Model, and Strategic Partnership guidelines to foster success & retention for key enterprise partners like Juice Press, Pressed Juicery, Just Salad & fresh&co
- Curated strategic channel partnerships with major NYC organizations (City Harvest, Brooklyn Borough, DSNY) to unlock high-revenue business & increasing meeting efficacy by 3x

The Muse / New York City, NY

Business Development Manager + AE — *January 2018 - Nov 2018*

- Led The Muse Sales team in new business closed throughout 2018 Q1 while scaling BDR team by 4x
- Cultivated an internal sales pipeline that led to 70% of team (9 hires) to be promoted across Account Executive & Account Management roles within 10-14 months of onboarding
- Developed first SMB program, implemented by my team of Business Development Representatives, earning $175k (12% total team revenue) in a sales cycle twice as fast

Team Lead & Account Executive - Mid Market East — *Nov 2016 - May 2017*

- Supported team of 6, in tandem with new manager, to improve ramp & achievement for team
- Led the Mid-Market AE Team of 11 in new business for Q3 and Q4 to close out 2017
- Refined prospecting & outreach strategy to improve meetings set from 5% to 10%

Account Executive - Mid Market — *Nov 2015 - January 2018*

- Surpassed Annual Quota of $425k ARR YoY (2016 + 2017) by 10% and 25% respectively
- Awarded 'Hard Hat' 3x by my colleagues for exemplifying company values of working smart & hard
- Closed partnerships across verticals with brands like Subaru, Blue Cross Blue Shield, AAA, Plated, ATI

ADDITIONAL EXPERIENCE

PareUp / New York City, NY

Head of Business Development — *May 2015 - Nov 2015*

- Enhanced sales cycle by reducing sales cycle from 2 ½ weeks to 4 days

EDUCATION

University of Connecticut / Storrs, Connecticut — *2007 - 2011*

Bachelor of Science in Management: International Business, Minor in Psychology, Cum Laude (GPA 3.7)
Honors Scholar, Undergraduate Student Government Senator, & University of Cape Town Study Abroad

TRAINING & INTERESTS

Sales Training: John Barrow's Sales Training, Tony Robbins: Unleash the Power Within, Dale Carnegie Skills for Success (*Coach for group of 30*)
Technical Skills: Salesforce, Salesloft, Hubspot, ZoomInfo, Lookr, Chorus, ConnectAndSell, Google Suite

Interests: Airbnb Superhost (*5x*), Bugles Across America *(Volunteer to play Taps player at veterans' funerals)*, Magnet Improv: Level 1, health & wellness, short films, thoughtful discussion, creative ways to be sustainable

City of Asheville

BOARDS & COMMISSIONS

Application Form

Applicants are strongly urged to attend several meetings of a board prior to applying

Name of board or commission: Riverfront Redevelopment Commission

Your name: Ben Williamson Home Phone #: 8287727115

Street address: 7 Broadview Drive City: Asheville Zip Code: 28803

Mailing address (if different): _____

Employer: Green Opportunities

Your position: Executive Director (Interim) Office Phone #: 828-398-4158

Resident of City Asheville County Buncombe Race W * Sex (non-trans) man

Are you a Homeowner or a Renter? * Homeowner Age: 45

Residence location (check one): Central _____ North _____ South _____ East ✔ West _____

Are you aware of any potential conflicts of interest that may arise during your service on this board (i.e., property interest, business interest, etc.)? If so, please explain: The only conflict I can think of is if Green becomes involved with any future _____. Potential conflicts of interest do not preclude appointments.

Please indicate the area(s) of expertise that you can bring to the above board(s), and then in detail list education, experience, reasons for your interest, and other factors that support your interest in serving **Applicants are encouraged to provide a cover letter and/or a brief resume. Please use additional sheets if necessary.**

Hi, I've recently accepted the opportunity to serve Green Opportunities (GO) as their Interim Executive Director after a 20-year career in education. I'm excited to use my experiences in strategic planning, organizational management, and curriculum development, to support the work of GO during this transitional time for them. I have a Master's degree in school administration from WCU and am nearing completion on my doctorate, also from WCU, in Educational Leadership. My focus of that work has been addressing dropout prevention, in coordination with United Way and Buncombe County Schools. I've been a frequent community volunteer for a variety of organizations and started a business in the RAD (CrossFit Pisgah) in 2012. I sold that business after 5 1/2 years, but am proud that it's still alive and well. My interest in serving is primarily based on my role with GO, in an effort to help our organization be more visible and involved in local government, and to represent the interests of the marginalized communities we serve in those positions. I've been in Asheville/Buncombe since 2001, and am the proud parent of 2 high school-age daughters in Buncombe County Schools. Thanks for considering my application and thanks especially for the work you do.

eSigned via SeamlessDocs.com

Ben David Williamson

Key: df7d721 ... 2f402f0b5678

Signature: _____

Date: 1/26/21

E-Mail: bwilliamson@greenopportunities

Fax #: _____

Return to:

City Clerk's Office
PO Box 7148
Asheville, NC 28802-7148

Email: boards@ashevillenc.gov
Telephone: 259-5839
Fax #: 259-5499

* This information is requested for the sole purpose of assuring that a cross section of the community is appointed.

Ben Williamson

7 Broadview Drive, Asheville, NC 28803
828.772.7115 – bdwilliamson1@catamount.wcu.edu

Objective

To serve as an engaging and inclusive leader through building and strengthening communities, and fulfilling a vision of using education to promote growth, equity, social consciousness, and wellness.

Education

WESTERN CAROLINA UNIVERSITY - Cullowhee, NC
Ed.D. Program (Scheduled graduation date – May '21) – Educational Leadership – Research focus: Refining early warning response systems to reduce dropout rates

INTERN: Henderson County Public Schools District Office (Jan. – Dec. 2018).

SUPERINTENDENT LICENSURE PORTFOLIO

WESTERN CAROLINA UNIVERSITY – Cullowhee, NC
Master's Degree (2010) - School Administration

- NC PRINCIPAL'S LICENSE (K-12 Administrator)
- TEACHING LICENSURE: (SUMMER 2012) MS MATH AND LANGUAGE ARTS

AUBURN UNIVERSITY – Auburn, AL
Bachelor's Degree (1998) – English

Experience

2021-Present Green Opportunities Asheville, NC

Executive Director (Interim)

- Tasked to coordinate strategic plan process, restart trainings and programs, and launch fundraising initiatives.
- Responsible for staff management, budget supervision, communications, strategy, and planning.

2017-2020 The Asheville School Asheville, NC

Assistant Head of School for Student Life – Dean of Students (2019-Present)

- Coordinated day-to-day operations for 295-student high school with 80 faculty and staff.
- Responsible for establishing and maintaining a positive, safe, and inclusive school culture. Oversaw conduct, residence life, advisory, dining services, on-campus health center, staff duty rotations, school safety, parent relations, service, and afternoon activities, including mountaineering and equestrian programs.
- Participated in bi-annual board meetings and various strategic sessions, including full schedule reboot (Winter '20). Continued school's recent turn toward restorative justice. Completed Restorative Practices training through Asheville-Buncombe United Way (2020).

Ben Williamson

- Participated in full school COVID review and program restructuring. Coordinated school-wide implementation. We are currently operating at full capacity with 0 student COVID cases.

Director of Service (2018-2019)

- Coordinated all on- and off-campus service opportunities for 295-student high school.
- Students contributed over 3,000 service hours, serving 10 local non-profits. Responsible for program evaluation, budget management, planning, operations, and all aspects of program design.
- Attendee, 8-day Outward Bound Educators Initiative. Summer 2018. Also attended follow-up 4-day sessions in Fall '18 and Spring '19.
- Carter Leadership Award Recipient (voted on by students).
- Led student group creation of inaugural MLK Recitation Celebration event at YMI Center, approved by the King Center, featured in *Citizen-Times*, and listed in *USA Today*. Arranged sponsorships, marketing, volunteer coordination, event emcee.

Faculty Chair, Conduct Council (2018-Present)

- Oversaw 6-person council of students and teachers tasked with supporting students through major violations of community expectations. Group is tasked with recommending action to the Head of School, ranging from separation to implementation of restorative justice principles to support students.

2015-2017 The Franklin School of Innovation Asheville, NC

Dean of Students

- Member of administrative team at public middle/high school with 400+ students. Franklin is a member of the EL Education network, with a heavy experiential learning focus. Oversaw day-to-day operations of school, including safety plan, bus routes, car line drop-off and pick-up, teacher duty schedules, fire/lockdown/tornado drills, etc.
- Managed curriculum, supervision, planning, operations, and professional development toward daily Crew program. Crew is the primary vehicle for teaching character development, service learning, executive functioning, and academic support.
- Installed Peer Support Council to increase student leadership and investment in school culture. Installed elements of restorative justice as an alternative to detentions and suspensions. Despite school growth, we were successful in reducing rate of suspensions at Franklin after implementation.
- Franklin School Testing Coordinator (2015-2016).
- Athletic Director (2016-2017): Oversaw budgeting, fundraising, coaching staff hiring and development, parent communications, social media/website promotions, and team scheduling for 11-sport department (middle and high school programs).

2012 – 2017 CrossFit Pisgah Asheville, NC

Founder/Co-Owner/Trainer

- Assisted in management, operations and coaching for strength and fitness program. CF Pisgah began June 2012 with 0 clients and grew to 200+ members.

7 Broadview Drive ◆ Asheville, NC 28803 ◆ 828.772.7115◆ bdwilliamson1@catamount.wcu.edu

Ben Williamson

- Initiated CrossFit Kids (CFK) programming at our facility and launched outreach CF Kids options at Asheville Middle School (In Real Life after-school program), William Randolph School, Vance Elementary, and Evergreen Charter. CrossFit Kids, Olympic Lifting, Endurance, Football, and Level 2 Certificates.
- Founder, Unbroken Series. Event and consulting platform to assist CrossFit affiliate owners with event initiation and coordination. Series ran 22 events in 2017 and donated over $24,000 back to community charities (2014-2017).
- Former Member, Buncombe County Schools Health Action Committee
- Former Chair, United Way Asheville-Buncombe Health Funding Focus Committee

2008 - 2012 The Walker School Marietta, GA

Assistant Athletic Director

- Managed day-to-day operations for 15-sport, 47-team athletics program. Managed daily content for Walker Athletics website.
- Installed student-led athletics mentorship program that paired male and female varsity athletes with Walker lower and preschool classrooms. Installed peer coach evaluation program and assisted re-shaping of school's booster club to more efficient group with increased revenue-producing capability.
- Assisted with various athletic charity components, including football food drive (over 3,500 donations to local Salvation Army) and children's cancer center ($4,500 donated – Fall Season '11) and others (Habitat for Humanity, Special Olympics, Goshen Valley Boys Home, etc.)

Teacher

- Led Algebra Foundations (7^{th}- 9^{th} grade), 7^{th} Literature, PE and strength training (3 years) classes at the middle and high school level.
- Faculty Advisor, Student Diversity Leadership Committee. Founding Member, Walker Faculty Wellness Committee. Faculty Committee Member, Walker 2011-2012 Strategic Planning. Attendee, 2012 NAIS Persons of Color Conference (Philadelphia, PA).

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City of Asheville

BOARDS & COMMISSIONS

Application Form

Applicants are strongly urged to attend several meetings of a board prior to applying

Name of board or commission: Riverfront Redevelopment Comimission

Your name: Christopher Fundanish Home Phone #: 9106195198

Street address: 28 Marne Road City: Asheville Zip Code: 28803

Mailing address (if different): _____

Employer: Mountain Oak Properties LLC

Your position: Realtor Office Phone #: 8283188801

Resident of City asheville County buncombe Race w * Gender Identity: (non-trans) man *

Are you a Homeowner or a Renter? * Homeowner Age: 34

Residence location (check one): Central ✔ North _____ South _____ East _____ West _____

Are you aware of any potential conflicts of interest that may arise during your service on this board (i.e., property interest, business interest, etc.)? If so, please explain: [illegible]. Potential conflicts of interest do not preclude appointments.

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profoundly fell in love with Asheville and surrounding areas when first moved to Asheville in 2013. At this time, I begin a career as a local real estate agent. I quickly was offered the opportunity to work overseas on a unique real estate development in the Fiji Islands. After returning to NC in 2017, I took a position with a NC-based solar installation company and even consulted for a few startups. I have been working closely with the Asheville real estate market since 2019 and still consult on a luxury real estate development in Belize. I have a personal, and what I feel, is passionate interest in helping Asheville grow in a respectful and sustainable way. Looking forward, I see change around us, and I know the benefits of having committed and experienced people in positions of support. I'm an NC State University graduate with a degree in Environmental Science. One lesson I took away from my time in Raleigh was the understanding that we need to balance the humans' interest on our world with the natural systems that occur around us. Without that balance you can have less than ideal results and we see this in poorly managed cities across our country. I've been around a myriad amount of development, in multiple countries, and I have seen the failures and lack of vision. In fact, the majority of my life and work has been focused around water and how humans intertwine and work with it. I take pride on the resources, natural and man-made, that we have. I believe I offer a point of view, sound advice in my particular area of expertise, and passion that will help bring all the voices of Asheville together. I have been interested in working with the City of

Christopher Donald Michael Fundanish
Key: df76721a6fe98f4d12aa1f4027f0fcb678

Return to:

City Clerk's Office
PO Box 7148
Asheville, NC 28802-7148

Email: boards@ashevillenc.gov
Telephone: 259-5839
Fax #: 259-5499

Signature: _____

Date: 2/1/2021

E-Mail: chris.fundanish@gmail.com

Fax #: 999-999-9999

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Christopher Fundanish

I profoundly fell in love with Asheville and surrounding areas when first moved to Asheville in 2013. At this time, I begin a career as a local real estate agent. I quickly was offered the opportunity to work overseas on a unique real estate development in the Fiji Islands. After returning to NC in 2017, I took a position with a NC-based solar installation company and even consulted for a few startups. I have been working closely with the Asheville real estate market since 2019 and still consult on a luxury real estate development in Belize. I have a personal, and what I feel, is passionate interest in helping Asheville grow in a respectful and sustainable way. Looking forward, I see change around us, and I know the benefits of having committed and experienced people in positions of support. I'm an NC State University graduate with a degree in Environmental Science. One lesson I took away from my time in Raleigh was the understanding that we need to balance the humans' interest on our world with the natural systems that occur around us. Without that balance you can have less than ideal results and we see this in poorly managed cities across our country. I've been around a myriad amount of development, in multiple countries, and I have seen the failures and lack of vision. In fact, the majority of my life and work has been focused around water and how humans intertwine and work with it. I take pride on the resources, natural and man-made, that we have. I believe I offer a point of view, sound advice in my particular area of expertise, and passion that will help bring all the voices of Asheville together. I have been interested in working with the City of Asheville for some time. I would take this responsibility and opportunity with the utmost care and attention. Thank you for the consideration.

CHRIS FUNDANISH

N.C. STATE UNIVERSITY
B.S. ENVIRONMENTAL SCIENCE, MINOR IN COMMUNICATION

CHRIS.FUNDANISH@GMAIL.COM
910.619.5198

PROFESSIONAL OBJECTIVE

A sales and relationship-focused professional with proven success in multiple industries and countries. Flexible and multifaceted - able to maintain a positive mindset under pressure. Poised and competent with demonstrated ability to easily transcend cultural differences. Thrives in deadline-driven environments. Excellent team-building skills.

I am leveraging my 7.5 years of sales experience to focus on account manager roles within a leading, vibrant SAAS company. I have a profound interest in machine learning and its abilities to help solve the world's complex problems.

SALES ASSOCIATE - FOUR SEASONS CAYE CHAPEL, BELIZE

November 2019 - Present

- Consistently exceeded a quota of 80 outbound daily calls resulting in a team-leading number of booked tours (12).
- Implemented phone, email, and text strategy to revive a database of 3,000+ leads. Resulting in $7.2M in revenue in pre-sales real estate opportunity.
- Created and implemented a specific outbound text strategy that increased open-rate by 81% and tours by 68%.
- Directly supported and collaborated with Director of Sales, VP, project developer, and Four Seasons Resorts for business strategy, vision, and sales optimization.
- Designed and integrated Salesforce CRM for our sales organization; Implemented sales process, set sales goals and established reporting for entire organization.

YES SOLAR SOLUTIONS - COMMERCIAL BUSINESS DEVELOPMENT

January 2018 - November 2018

- Responsible for developing $4.5M pipeline of enterprise and mid-market commercial customers.
- Educated and nurtured prospects through complex 12-24 month sales cycle.
  - Virtual and on-site analysis, initial consultation, negotiation, complete solar system design, communicate with implementation team through the system installation.
- Effectively communicated with C-level executives and business representatives.
- Consistently made over 15 daily outbound calls to generate at least 1 new meeting per week.
- Proven propensity for strategic partnership:
  - Developed unique strategic partnerships resulting in new business.
  - Created network of educational lunches presenting the benefits of solar - led to over 10 direct conversations with decision-makers.

SALES AND MARKETING COORDINATOR - NANUKU AUBERGE RESORT FIJI

May 2014 - December 2016

- Consistently exceeded quota of 150 outbound cold calls per week; Full management, implementation and control of Brightdoor CRM in a team-based sales environment.
- Created international business partnerships with 20+ firms to promote our property.
- Spokesperson for Nanuku on several international engagements and partnerships.
- Negotiated over $400,000 worth of media purchases and was highly instrumental in marketing decisions.
- Directly responsible for on-site tours of real estate offering; eventuating in 11 of 13 properties sold for > $8.9M.

TECHNOLOGIES/LICENSES/CERTIFICATIONS

- Salesforce, Zoho, Brightdoor, Microsoft Excel, CommandKW, Python, Wordpress
- NC State Real Estate License, Fiji Real Estate License
- Gratitude Leadership Training Certification