

Agenda

MEETING OF THE CITY COUNCIL

TUESDAY, JANUARY 15, 2019, 6:00 PM

Special City Council Meeting

City Council Chambers

1 Civic Center Drive

San Marcos, CA 92069

Cell Phones: As a courtesy to others, please silence your cell phone or pager during the meeting and engage in conversations outside the building.

Americans with Disabilities Act: If you need special assistance to participate in this meeting, please contact the City Clerk at (760) 744-1050, ext. 3100.

Public Comment: Comments are limited to THREE minutes. The City Council is prohibited by state law from taking action on items NOT listed on the Agenda. However, they may refer the matter to staff for a future report and recommendation. Speakers are asked to fill out a "Request to Speak" form and hand it to staff, although provision of a name, address, or other identifying information is optional.

Agendas: Agenda materials are available for public inspection at the time materials or documents are distributed to the City Council. Agenda related documents and video from this special meeting can be obtained at the City Clerk Department located on the second floor of City Hall, 1 Civic Center Drive, San Marcos, during normal business hours or by visiting the City's website at www.san-marcos.net.

CALL TO ORDER

PLEDGE OF ALLEGIANCE

ROLL CALL

1. CITY COUNCIL VACANCY

Recommendation: INTERVIEW applicants and, if desired, APPOINT one person to fill a vacated City Council seat pursuant to Government Code section 36512.

A. INTERVIEWS

B. PUBLIC COMMENT - Please complete a "Request to Speak" form and place in basket provided.

C. COUNCIL DISCUSSION, CONSIDERATION OF APPOINTMENT, AND ACTION AS DESIRED

PUBLIC COMMENT - Please complete a "Request to Speak" form and place in basket provided.

ADJOURNMENT

AFFIDAVIT OF POSTING

STATE OF CALIFORNIA)
COUNTY OF SAN DIEGO) ss.
CITY OF SAN MARCOS)

I, Phillip Scollick, City Clerk of the City of San Marcos, hereby certify that I caused the posting of this agenda in the glass display case at the north entrance of City Hall and on the City's website on Thursday, January 10, 2019, at 6:30 pm.



Phillip Scollick, City Clerk



Staff Report

File #:17-1130

MEETING DATE:

JANUARY 15, 2019

SUBJECT:

CITY COUNCIL VACANCY INTERVIEWS AND APPOINTMENT

Recommendation

INTERVIEW applicants and, if desired, APPOINT one person to fill a vacated City Council seat pursuant to Government Code section 36512.

A. INTERVIEWS

B. PUBLIC COMMENT - Please complete a "Request to Speak" form and place in basket provided.

C. COUNCIL DISCUSSION, CONSIDERATION OF APPOINTMENT, AND ACTION AS DESIRED

Board or Commission Action

Not applicable

Relevant Council Strategic Theme

Good Governance

Relevant Department Goal

Not applicable

Executive Summary

On December 11, 2018, the city council unanimously directed staff to begin the process for accepting applications for candidates to fill the city council vacancy by appointment. The city clerk's office posted the vacancy notice and application online on December 13, 2018. Applications were received and verified by the city clerk's office until Thursday, January 10, 2019 at 5:30 p.m. The city clerk's office received 24 applications.

The city council also directed staff to schedule a special meeting to interview candidates on January 15 at 6:00 p.m. with the opportunity for applicants to present their qualifications for the position. The City Council may make a decision at this special meeting or may direct staff to place the matter on the January 22, 2019 City Council agenda.

Discussion

The appointment process to fill the Council vacancy has minimal cost implications, with the majority of the cost

File #:17-1130

being staff time. Under Government Code section 36512, the Council would have until February 9, 2019 to fill the vacancy by appointment, which is the date 60 days after the December 11, 2018 swearing in of Mayor-Elect Rebecca Jones. Such an appointment would be for the unexpired term of the City Councilmember seat held by then Councilmember Jones, which ends in December 2020.

The City Council should note that an appointment process involves many details which are not expressly addressed by any laws or regulations. However, general qualifications for applicants are similar to those of candidates running in a regular election, such as:

- An applicant must be 18 years of age and a citizen of the United States
- An applicant must be a resident and registered voter of the City of San Marcos
- A person is disqualified from holding any office upon conviction of designated crimes as specified in the Constitution and the laws of the State of California

The applicants listed in the attachments have all met these minimum qualifications for this office. As previously stated, there is no specified process for appointing someone to fill a City Council vacancy. The city council requested applicants to provide an application and resume of their qualifications for the position. All the individuals have been invited to attend the special meeting where the City Council will interview candidates separately and each applicant will have the opportunity to present their qualifications and discuss their candidacy with the City Council during this public meeting.

After the interviews have been conducted the city council will have the opportunity to discuss the candidates' qualifications and make a decision regarding an appointment. The City Council may make a decision at this special meeting or may direct staff to place the matter on the January 22, 2019 City Council agenda.

The other method for filling the vacated Council seat would be by calling a special election. If the Council does not call an election or make an appointment by February 9, 2019, pursuant to the Government Code the vacancy will be filled at the next regularly-established election. If the City Council desires to pursue this process, City staff would work with the County Registrar of Voters (Registrar) to schedule an election on the next regularly-established election date. Staff would then bring back for City Council approval resolutions to call the election and consolidate with a state-wide election on the applicable state-wide election date.

Staff had previously estimated that the cost of a special election would like be in the \$550,000 to \$600,000 range and possibly even higher.

Environmental Review

Not applicable

Fiscal Impact

There is no additional cost associated with the appointment process for filling the city council vacancy.

Attachment(s)

City Council Candidate Applications

File #:17-1130

Prepared by: Phil Scollick, City Clerk
Reviewed by: Helen Holmes Peak, City Attorney
Approved by: Jack Griffin, City Manager

**SAN MARCOS CITY COUNCIL
VACANCY APPLICANT STATUS LIST (FINAL)**

	Applicant Name	Application Returned	Qualified (Y/N)
1	DIMITRIS MAGEMENEAS	12/11/2018	Y
2	CHRISTOPHER CARROLL	12/21/2018	Y
3	JAY PETREK	12/24/2018	Y
4	MORGAN CHRISTIAN	01/02/2019	Y
5	HEATHER TOWSLEY	01/03/2019	Y
6	TOMME ARTHUR	01/04/2019	Y
7	ROB GAEBE	01/04/2019	Y
8	ALAN GERACI	01/07/2019	Y
9	TAE KIM	01/07/2019	Y
10	ERIC FLODINE	01/08/2019	Y
11	SHERA SANDWELL	01/08/2019	Y
12	MARK LOSCHER	01/08/2019	Y
13	JENNIFER STEPP	01/08/2019	Y
14	VICTOR GRAHAM	01/09/2019	Y
15	FRANK YAKOS	01/09/2019	Y
16	JAMES PENNOCK	01/09/2019	Y
17	HOUA VONGSACHANG	01/09/2019	Y
18	ARIEL OTERO	01/09/2019	Y
19	ROBERT BANKS	01/09/2019	Y
20	BRUCE TAIT	01/10/2019	Y
21	CRAIG GARCIA	01/10/2019	Y
22	WILLIAM PASHLEY	01/10/2019	Y
23	JULIA WIDMAN	01/10/2019	Y
24	MICHAEL GOFF	01/10/2019	Y



CITY CLERK'S OFFICE

APPLICATION FOR APPOINTIVE POSITION

RECEIVED

DEC 11 2018

INSTRUCTIONS:

Applications should be filled out completely so that the City Council may fully evaluate your qualifications. Return your completed application to: CITY CLERK'S OFFICE, City of San Marcos, 1 Civic Center Drive, San Marcos, CA 92069-2918.

Eligibility requirements may vary depending on position. Please visit www.san-marcos.net for further qualification requirements, term length and commission information. Any person appointed to or selected for an appointive position will serve at the pleasure of the City Council.

The following personal information is for internal use only and will not be available to the public. The pages following the Applicant Information will be available for public inspection and will be posted on the City website as part of the nomination process.

APPLICANT INFORMATION

NAME			DATE
FIRST Dimitris	LAST Magemeneas		December 11, 2018
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92069	
BUSINESS ADDRESS			EMAIL
	STATE	ZIP	BUSINESS PHONE
San Marcos	California	92069	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
15 years, since June 2003		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY

NAME	PHONE
Chico Goff	
Mike Winter	


SIGNATURE

12/11/2018

DATE



APPLICATION FOR APPOINTIVE POSITION

APPLICANT NAME

FIRST Dimitris

LAST Magemeneas

NAME OF COMMISSION/COMMITTEE/BOARD (IN ORDER OF PREFERENCE)

ELIGIBILITY REQUIREMENTS CONFIRMED (City Clerk Use Only)

1

City Council

☐ NO

☐ YES

2

☐ NO

☐ YES

3

☐ NO

☐ YES

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
SM Planning Commission	01/2017	12/2018	
SM Chamber of Commerce Board of Directors	01/2012	12/2014	
SM Economic Development Corporation	01/2009	12/2011	

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION
(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Kingsview Asset Management	04/2017		Wealth Management	Regional Director
Edward Jones	01/2007	04/2017	Financial Services	Financial Advisor
Sony Electronics	10/1999	01/2007	Consumer Electronics	Corporate Planning
Mitsubishi Motors	07/1994	10/1999	Automotive Manuf.	Industrial Engineer

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
University of San Diego	Finance / Marketing	MBA
University of Illinois	Industrial Engineering	BS



APPLICATION FOR APPOINTIVE POSITION

WHAT ACTIVITIES OF THE COMMISSION/COMMITTEE/BOARD (1ST PREFERENCE) ARE:

MOST INTERESTING TO YOU? The opportunity to represent the citizens of San Marcos at the policy-making level of the City Council. The opportunity to represent the leadership of San Marcos in public and in the media. The opportunity to enhance further the amazing potential of the "Educational Hub" of NCSD.

LEAST INTERESTING TO YOU? I have no interest in campaigning for office, including the upcoming District 4 election in 2020. My personality is naturally positive and encouraging, and campaigns can be the opposite. If appointed, I will represent our fine city in a professional, positive, and diplomatic manner.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

As San Marcos City Council members, we should lead in a unified and objective manner to optimize future developments already planned, while also continuously taking into account the needs and concerns of all stakeholders. We have outgrown our indoor recreational facilities, specifically Corky Smith Gym, and there is additional potential for innovation and development in this area. We can construct a new facility using private (non-city) funds; a place that would be additive not only to city-run sports programs but also enhance commerce and education in the city and surrounding areas.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

Since 2015, my grassroots team has led an ambitious project to develop a multi-use Sports, Community, Occupational, Recreation and Educational (SCORE!) center that would become a signature landmark for the city of San Marcos. This project has evolved into a 501c3 non-profit organization with the placeholder name of San Marcos Mega GamePlex, Inc or "MGP". Escondido has the SD Zoo Safari Park, California Center for the Arts, and Cruisin' Grand... Vista has The Wave WaterPark and Moonlight Amphitheater... Carlsbad has The Flower Fields, LEGOLAND and its beaches... Oceanside has Oceanside Pier, Old Mission San Luis Rey, and its beaches... San Marcos has colleges & a university, + the potential for a unique attraction: LET'S BUILD SOMETHING AMAZING TOGETHER!

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THIS COMMISSION/COMMITTEE/BOARD?

No conflicts of interest. My business in City Hall pays the same market-rate rent as all other tenants. The rent is paid by Kingsview Asset Management, and not by my S-corporation.

OTHER RELEVANT EXPERIENCE/EXPERTISE

As Vice President of the Twin Oaks Valley Ranch Association HOA, my ideas were vetted then implemented to install capital improvements, to host homeowner events, and to replace an under-performing management company - with much improved service, and -20% lower cost. Furthermore, my career and volunteer background contains 20+ years of leadership experience with documented innovative improvements across many different arenas. (my current resume is attached to this application)

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THIS COMMISSION/COMMITTEE/BOARD YOU SELECTED?

There are two meetings held on the second and fourth Tuesdays of every month. This is a part-time position that requires up to 20 hours/week of commitment to serve effectively. It is expected to study & understand policy issues, to attend public events, and to participate in other commissions and committees county-wide.

Have you ever attended a meeting of this Commission/Committee/Board? ☐ NO ☒ YES If so, how many? Several

Dimitris P. Magemeneas

Executive Summary

Accomplished **leader** that has assimilated a lifetime of experience and education into a mindset of enthusiastically enabling others to confidently achieve their goals.

On the job, an organized and effective business **director** that orchestrates staff and allies to help clients be comfortable and confident with their financial strategies.

In the community, a tireless and committed **volunteer** that identifies needs and opportunities, then communicates and plans activities to improve upon the status quo.

Out in public, an inspiring and knowledgeable **public speaker** with a long history of teaching principles of success in personal finance, career management and business building.

Overall, a **continuous networker** and **lifelong learner** that truly believes anything is possible!

Educational Highlights

- 1990 – B.S. Industrial Engineering, University of Illinois, full-time
 - 1998 – Competent Toast Master (CTM), Toastmasters International
 - 2004 – MBA Finance/Marketing, University of San Diego, part-time
Cumulative GPA of 3.95 on a 4.00 scale
 - 2007 – Series 7 (FINRA), Series 66 (NASAA) and Insurance licensing
 - 2008 – Leadership training, Business Networking International (BNI)
 - 2009 – Competent Communicator (CC), Toastmasters International
 - 2010 – Accredited Asset Management Specialist (AAMS), College for Financial Planning
 - 2014 – Dr. Jason Selk and Tom Bartow, business and mental toughness coaching
 - 2015 – Developing Leadership Presence (DLP), Edward Jones
 - 2016 – Developing Leadership Presence (DLP), Edward Jones
Delivered keynote presentation: “Appearance... More Than Clothing”
 - 2016-2018 – CSUSM, College of Business, Sr. Experience: three-time project sponsor
Spring 2018 Trade Show: delivered keynote speech, “A.C.E. the Test: Achieve Success!”
-

Professional Achievements

APRIL 2017 - PRESENT

Regional Managing Director / Kingsview Asset Management

- Lead San Diego County region for fastest-growing RIA on Charles Schwab platform
- Build client asset base from 0 to over \$30 million in under one year
- Develop client service systems, hire administrative staff, recruit financial advisors

APRIL 2016 - PRESENT

Founder/ San Marcos Mega GamePlex, Inc.

- Establish the vision of building a world-class, multi-use sports and recreation complex
- Recruit and develop a board of directors with skill sets required to launch a charity
- Achieve 501c3 designation via pro-bono efforts of local attorney on the board
- Implement and conduct cost-effective CSUSM student projects: 1) Feasibility, 2) Marketing, 3) Fundraising

APRIL 2008 – SEPTEMBER 2016

Co-Founder / BNI Wave of Success chapter

- Recruit founding members to launch the largest BNI chapter in San Diego county history
- Kick-off the chapter in February 2009 with 47 members, still the record in San Diego
- Serve as chapter's first official president, and multiple terms as Educational Coordinator
- Achieve \$9 million in recorded closed business as of 2016

JANUARY 2007 – APRIL 2017

Financial Advisor / Edward Jones

- Open brand-new office branch in San Marcos in September 2008
- Build client base from 0 to \$40 million in five years from 2007 to 2012
- Maintain high ratings in customer satisfaction and deeply served clients
- Volunteer in numerous leadership capacities, including Trainer, Mentor, Peer Group Leader, Recruiting Event Speaker and Asset & Office Sharing Ambassador

PREVIOUS ROLES: OCTOBER 1990 – JANUARY 2007

Professional Experience / Available upon request

- Continuously employed in Engineering and Finance throughout all economic cycles
- Work for local family-owned companies as well as multinational corporations
- Highlights include a patent for improving customer service at Sony, and coordinating a \$3M annual savings at Mitsubishi via productivity improvements
- Available upon request: detailed information about career positions and responsibilities

Awards & Recognition

- 2016 – Volunteer of the Year, Junior Achievement of San Diego
 - 2014 – Limited Partner, Edward Jones
 - 2014 – Optimism Award, Edward Jones
 - 2013 – Gold Club Member, BNI – San Diego
 - 2012 – Client Service Excellence, Edward Jones, #1 in Customer Satisfaction in San Diego
 - 2007 – “Good Gas” Award, Edward Jones, for new Financial Advisors
 - 2004 – Beta Gamma Sigma, top 10% of business students nationwide
 - 2001 – Special Achievement Award, Sony Electronics
-

Leadership & Volunteer Positions

- 2017-Present: Planning Commission, City of San Marcos
 - 2013-Present: Vice President, Twin Oaks Valley Ranch Homeowner’s Association
 - 2012-Present: Volunteer Teacher, Junior Achievement of San Diego
 - 2014-2016: Director, University Auxiliary & Research Services (UARSC) at CSUSM
 - 2012-2015: Guest Lecturer, Tukwut Leadership Circle at CSUSM, Career Management
 - 2012-2014: Director, San Marcos Chamber of Commerce
 - 2011-2013: Director, San Diego Education Fund
 - 2009-2011: Director, San Marcos Economic Development Corporation
 - 2004-2007: Vice President, Sony San Diego Employees Federal Credit Union (SSDEFUCU)
 - 2003-2004: Chairperson of Supervisory Committee, SSDEFUCU
 - 2003: National Board of Examiners, Malcolm Baldrige National Quality Award program
-

APPLICATION FOR CITY COUNCIL APPOINTIVE POSITION

INSTRUCTIONS:

Applications should be filled out completely so that the City Council may fully evaluate your qualifications. Return your completed application and resume to: CITY CLERK'S OFFICE, City of San Marcos, 1 Civic Center Drive, San Marcos, CA 92069-2918. Resume is required in addition to a completed application.

Candidates must be 18 years of age, reside within the corporate limits of the City of San Marcos, and be registered to vote in the City of San Marcos at the time the application is received.

The following personal information is for internal use only and will not be available to the public. The pages following the Applicant Information will be available for public inspection and will be posted on the City website as part of the nomination process.

APPLICANT INFORMATION				
NAME			DATE	
FIRST Christopher	LAST Carroll		12/14/2018	
RESIDENCE ADDRESS			HOME PHONE	
CITY	STATE	ZIP	CELL PHONE	
San Marcos	California <input type="checkbox"/>	92078		
BUSINESS ADDRESS			EMAIL	
CITY	STATE	ZIP	BUSINESS PHONE	
San Diego	California <input type="checkbox"/>	92110		
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?		
Seven years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES		

REFERENCES	
INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Joseph Moon	
Michael Salazar	

SIGNATURE

DATE

12/21/2018

APPLICANT NAME	
FIRST Christopher	LAST Carroll

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
City of San Marcos Planning Commission	January 2018	Present	Alternate Planning Commissioner
City of San Marcos Budget Review Committee	July 2012	June 2018	Vice Chair San Marcos Budget Review Committ
United States Navy Reserve	February 2004	Present	Hospital Corpsman

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION
(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Oceaneering International	Nov 2015	Present	Defense Contractor	Financial Analyst
Waco Filters	Nov 2014	June 2015	Filtration	Pricing Manager
John Deere Water/Rivulis Irrigation	Sept 2010	Nov 2014	Agriculture	Pricing Analyst

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
San Diego State University	Business	MBA
University of Southern California	International Relations	BA

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? The most interesting activity of the City Council is the ability of the Council to set policies that promote the quality of life in San Marcos.

MOST CHALLENGING TO YOU? The most challenging aspect of being on the City Council is weighing the arguments/interests of the various stakeholders in the city.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

I would like to see the City continue to work on projects that improve the quality of life for the residents of San Marcos. Specifically I would like to see the City continue to look for ways to increase housing affordability and improve traffic flow throughout the city. Secondly I would like to ensure that the City continue it's prudent fiscal course while also looking for ways to improve City infrastructure and recreational assets.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

I would have the City look at improving technology utilized at intersections across the city. The city should ensure that we're at the forefront of traffic management technology and practices. I also would make sure that new developments are planned with appropriate traffic mitigation plans. I would also like to see the City identify areas of the that could be targeted for denser growth providing more cost effective housing to residents and located near transit options.

As I did during my time on Budget Review Committee I would continue sound budget planning with an eye towards having sufficient funds to support future growth and meeting future obligations. The City must constantly be monitoring not just it's current obligations but future pension obligations. Future non-residential development should be geared towards expanding our tax base in a way that does not directly compete with Amazon.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

N/A

OTHER RELEVANT EXPERIENCE/EXPERTISE

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

The City Council sets priorities and direction for the city. This includes approving the budget as developed by city staff. The city manager executes the day to day activities of the government under the general supervision of the Council.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 5

CHRISTOPHER E CARROLL

FINANCIAL ANALYST

PROFILE

Analyst with 12 years of specialization in price analysis, sales analysis, and cost accounting. Expertise in statistical analysis, modeling and planning, and forecasting to yield significant profitability and profit margin achievements. Additional 14 years of management experience directly supervising teams as large as 12 in mission-critical situations.

KEY SKILLS

Forecasting	Modeling and Planning	Ad Hoc Analysis
Value-Based Pricing Development	Sales Expectations & Goals	Sales/Profit Forecasting
Budget Management	Cost Estimation	Cost Accounting
Sales Analysis	Processes & Procedures	Compensation
Cash Flow	Accounts Payable	Top Secret Clearance
Price Analysis	Financial Diagnosis	Statistical Analysis
Process Improvement	Financial Planning & Strategy	Portfolio Analysis
Performance Reporting Systems	Staff Management & Leadership	Compensation

PROFESSIONAL EXPERIENCE

OCEANEERING INTERNATIONAL, San Diego, CA

11/2015 - Present

Staff Cost and Project Analyst

Managed all financial aspects for operational government contract performed at the Secret/SAP level. Responsible for developing project activity and corporate forecasts. Monitored monthly project profitability and performed monthly variance analysis. Created and presented monthly Financial Status Reviews with government Contracting Office Representative (COR) and customer financial staff. Managed relationship with customer and subcontractor financial staff.

- Developed all cost and finance requirements for three proposals leading to the awarding of three option years of current contract. Teamed with engineers and key subcontractor personnel to ensure that all funding requirements were included in proposals. Total award of all three option years was in excess of \$150 Mil.
- Prepared ad hoc analysis and performance reports to program management and project team in evaluating emergent operational requirements. Tracked the financial performance of all project activities ensuring that 100% of all task directives were fully funded. Evaluated all project activities for financial performance and briefed results for program manager and customer staff.
- Instituted bi-monthly invoicing of project costs. Directly lead to a decrease in Days Sold Outstanding from 75 days to 45 days.

WACO FILTERS, Norristown, PA

11/2014 - 6/2015

Strategic Pricing Leader

Monitored sales activity and profitability. Approved price deviation requests from a sales team that numbered 20 people nationwide. Developed reports that tracked and logged product sales performance, as well as analyzed the competition and benchmarked their products as part of developing a value-based pricing system.

- Created and implemented a from-scratch pricing authority matrix that delegated pricing authority to regional sales leaders, cut the average time necessary to get special pricing quotes to customers from 4 hours to 2 hours, and increased profit margin by 10%.
- Led value-based, statistical pricing market studies in the San Diego and Miami markets that resulted in changes to business strategy. Changes included hiring new salespeople in both markets and retaining current warehouse location in San Diego that was slated for relocation to a new market after analysis discovered its location was in fact strategic, thus avoiding up to \$60K in moving costs.
- Studied internal pricing levels and ensured that price increases from affiliated companies were passed through to customers. Price increases ranged from 2% to 15% and represented revenue losses that had to be avoided.

JOHN DEERE WATER/RIVULIS IRRIGATION, San Diego, CA

4/2014 - 11/2014

Global Sales Analyst

Tracked the daily sales of 56 salespeople worldwide and monitored dealer productivity.

- Created and implemented a new global sales compensation program for sales reps and managers in North America, Europe, Africa, South America, India, and Australia that emphasized both volume and profitability and included a commission program. The program retained 80% of staff during a time of crisis for the company—the division had been spun off and the entire staff had been approached by a competitor who tried to hire them away within the first 6 months.
- Worked with general managers around the world to establish new sales territories and appropriate sales goals and profitability targets for each individual sales territory, thereby implementing metrics and instituting sales efficiencies into a company that previously had not been held accountable for its performance.
- Created new sales reporting procedures that allowed the CEO to track the performance of individual sales representatives and managers against budgeted goals worldwide. Took data from SAP and migrated it to Excel, giving greater visibility to which sales territories were performing well and achieved its goal of enabling the CEO to see immediately which salespeople were achieving their targets and which were not.

JOHN DEERE WATER (JDW), San Marcos, CA

10/2010 - 4/2014

Pricing Analyst

Ensured all data in SAP was correct, reviewed accuracy of dealer assignments to the proper channel, and supported customer service to ensure everything was correct at time of order entry.

- Developed pricing best practices and implemented new global pricing systems that were adopted worldwide, led to greater pricing stability and predictability through common pricing structures and practices, and promoted significantly improved global pricing visibility to senior management, increasing margin by 5%.
- Integrated business and pricing processes and developed change management plans for globally impacted teams, resulting in greater alignment with Ag & Turf's pricing systems and procedures, integration into John Deere's sales and marketing force, and a common policy and procedure.
- Implemented value-based pricing processes that successfully migrated North American pricing to a value-based system, resulting in more competitive pricing for all product lines and proper market position for the company.
- Led the new product introduction for the Metal Filter line, allowing for expansion of product lines and offering a more complete irrigation solution to the marketplace. Generated \$1M in revenue by the third year in a highly conservative, slow-to-adopt market.

MARYSVILLE PAINT INCORPORATED, Marysville, WA

8/2010 - 6/2013

Senior Accountant

Oversaw all financial aspects of a family-owned retail paint store chain, generating \$1.5 million in annual revenue. Managed all cash flow, accounts payable, tax, and other financial responsibilities of the business, including filing quarterly income taxes.

- Performed Net Present Value and Internal Rate of Return analysis for the acquisition of a second retail location in Bellingham, WA that enabled the negotiation of a \$50,000 lower purchase price.

CEATUS MEDIA GROUP, Pacific Beach, CA

2/2010 - 4/2010

Financial Analyst Intern

Developed reports and recommendations for improving margin performance. New data facilitated senior leadership in changing how the company recorded employee labor and improved the accuracy of the firm's profitability data.

- Created a financial model that combined data from all aspects of the firm's operations and led to a 100% improvement in the firm's cost accounting.

BOOZ ALLEN HAMILTON, San Diego, CA

3/2008 - 6/2009

Cost Analyst

Utilized advanced Excel skills to build and manage large Excel financial models that determined how much the client/Navy could purchase based on costs. Supported program and budget manager to ensure all requests were achieved and submitted on time.

- Estimated the cost of defense acquisition programs with budgets in excess of \$400 million.
- Responded to data requests and reporting needs of multiple clients to ensure that the Navy's defense acquisition process ran smoothly.

MILITARY EXPERIENCE

US NAVY RESERVE, San Diego, CA

2004 - Present

First Class Petty Officer

Fourteen years of supervisory/management experience with the US Navy Reserve. Mentor eight sailors as a Fleet Corpsman/Career Counselor with the Navy Reserve Third Fleet Headquarters Unit at Point Loma, CA. Past commands include Leading Petty Officer with the 4th Marine Air Wing and Corpsman/Commanding Officer's Assistant with Operational Health Support Unit Det J.

VOLUNTEER ACTIVITIES

CITY OF SAN MARCOS, San Marcos, CA

1/2018 – Present

Planning Commission Member

Appointed by San Marcos City Council to planning commission, responsible for reviewing all land use decisions in the City.

CITY OF SAN MARCOS, San Marcos, CA

6/2012 – 6/2018

Budget Review Committee Member

Appointed by San Marcos City Council to review the city budget with the municipal financial staff.

COMPUTER SKILLS

Microsoft Office Suite: Word, Advanced Excel, PowerPoint
SAP (BI/BW), Peoplesoft
Financial Software

EDUCATION

SAN DIEGO STATE UNIVERSITY, San Diego, CA

MBA, Finance, 2010

- Culminating Experience: Built a business model for a start-up renewable energy firm. Analyzed product concept to determine what cost they could bring the product to market at and validate their central assumption for why someone would buy their product. Evaluated whether their central idea of storing power at night and selling it during the day was financially feasible. At the end of the project, their cost was unfortunately higher than their price point.

UNIVERSITY OF SOUTHERN CALIFORNIA, Los Angeles, CA

Bachelor of Arts, International Relations, 2002

- Graduated in 3 ½ years.
- Member of Executive Committee Kappa Sigma / Rush Chair – Improved recruitment by 50%.

INSTRUCTIONS:

Applications should be filled out completely so that the City Council may fully evaluate your qualifications. Return your completed application and resume to: CITY CLERK'S OFFICE, City of San Marcos, 1 Civic Center Drive, San Marcos, CA 92069-2918. Resume is required in addition to a completed application.

Candidates must be 18 years of age, reside within the corporate limits of the City of San Marcos, and be registered to vote in the City of San Marcos at the time the application is received.

The following personal information is for internal use only and will not be available to the public. The pages following the Applicant Information will be available for public inspection and will be posted on the City website as part of the nomination process.

APPLICANT INFORMATION

NAME			DATE
FIRST Jay	LAST Petrek		December 24, 2018
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92078	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
Escondido	California	92025	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
25 years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY

NAME	PHONE
Jennifer Clement	
Beckie Garrett	

December 24, 2018

DATE

APPLICANT NAME

FIRST Jay

LAST Petrek

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
San Marcos Unified School District	2008	2016	Elected Trustee, President of the Board
City of San Marcos	2005	2005	City Council Ridgeline Taskforce Appointee
San Marcos High School	2005	2006	Parent Club President

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
City of Escondido	2015	Current	City Government	Assist. City Manager
City of Escodnido	2014	2015	City Government	Comm. Dev. Director
City of Escondido	2006	2014	City Government	Principal Planner

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
California State Polytechnic University, Pomona, CA	Urban Planning	B. S.
Poway High School		Graduate

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? 1) Working collaboratively to adopt policies and programs that enhance our quality of life. 2) Evaluating and considering private and public projects promoting sustainability and smart growth principles that will shape the build-out of San Marcos. 3) Developing programs for strengthening our local economy and community engagement. 4) Ensuring a fiscally responsible budget and proper stewardship of our local resources.

MOST CHALLENGING TO YOU? 1) Addressing Public Employee Retirement System (PERS) unfunded liability issues in a manner that will not compromise the long-term financial stability of the City. 2) Responding to state-mandates regarding a variety of concerns pertaining to housing, business, transportation, etc. that impact our ability to address those issues locally.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

- 1) Updating the 2013 General Plan and zoning code to reflect current community values and vision.
- 2) Improving traffic flows during peak hours of travel including better synchronization of traffic signals.
- 3) Streamlining some of the City development application processes while maintaining adequate opportunities for public input.
- 4) Improving aesthetics along Hwy 78 through San Marcos by enhancing landscaping, installing gateway features, and eliminating billboard signs.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

A collaborative approach involving all affected stakeholders would be vital to ensure the success of any project or program. A core group of key community members/stakeholders would be appropriate to head up any project or program that has major city-wide implications. It would be important to conduct thorough community outreach when soliciting the opinions and ideas of local residents and business owners as an opportunity to enhance the project or program. Any final decisions would need to be conducted in an open and transparent fashion to maintain trust and support with the community.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

I am currently employed by the City of Escondido as the Assistant City Manager. As a resident of San Marcos, if I am appointed to the City Council I would feel obligated to refrain from participating on any committee of elected officials that include the Escondido City Council. I would also abstain from voting on any issues where San Marcos and Escondido have opposing counsel on legal matters.

OTHER RELEVANT EXPERIENCE/EXPERTISE

I have a Bachelor of Science Degree in Urban Planning with 30+ years of municipal experience, serving as Community Development Director and Assistant City Manager for the City of Escondido. I am familiar with City Council protocols, municipal general plans, ordinances, development agreements, housing regulations, the California Environmental Quality Act (CEQA), engineering design standards, public works and community service programming, emergency service provisions, city and department budgets, and other governmental operations.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

The City Council's primary role involves establishing and adopting policies and programs, including the annual budget, for the City Manager to implement through a variety of staff and resources. The City Council also appoints members of the community to citizen commissions who make recommendations on various matters for City Council consideration. In their duties, the City Council members should also listen to the concerns of their community, be empathetic, factual, well informed, and willing to be flexible based on new information and circumstances.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? About 5

JAY PETREK, AICP

RESUME

OBJECTIVE

Serving the community as an appointed member of the San Marcos City Council.

EMPLOYMENT HISTORY

April 2016 - Present

Assistant City Manager, City of Escondido

In concert with the City Manager, responsible for implementing City Council policies and programs regarding the City Council Action Plan, economic development, franchise agreements, development fees and agreements, consultant contracts, and streamlining processing procedures. California Center for the Arts, Escondido liaison, and City Council contact regarding major development projects and special studies.

October 2015–April 2016

Director of Community Development, City of Escondido

Department chief for Community Development functions including planning, building, code enforcement, business licensing, housing, graphics, and public art involving staffing, services and activities; establishing and managing the development and implementation of departmental goals, objectives, and priorities for each assigned service area; recommending and administering policies and procedures.

February 2014–October 2015

Assistant Director of Planning, City of Escondido

Division chief of operations within the Planning Division of the Community Development Department including the Planning Resource, Housing, Public Hearing/Public Counter, Project Processing, Graphics/Technology, and Administrative groups; coordinated assigned activities with other divisions, departments, and outside agencies; and provided highly responsible and complex administrative support to the Director of Community Development.

October 2006–February 2014

Principal Planner, City of Escondido

Division Manager of the Advanced Planning and Housing Sections involving complex projects, implementing City Council goals, objectives and programs, conducting and facilitating neighborhood meetings, analyzing issues, identifying solutions, making recommendations, preparing reports and making presentations to various Commissions and the City Council on a variety of major projects.

COMMUNITY SERVICE / AWARDS

San Marcos Unified School District Elected Trustee, 2008-2016

San Marcos Ridgeline Task Force City Council Appointee, 2005

San Marcos High School Parent Teacher Organization President, 2005-2006

San Diego County School Board Association's Parent Volunteer of the Year, 2005

San Marcos Youth Baseball Assistant Coach, 2000-2001

EDUCATION

Bachelor of Science, Urban Planning,

California State Polytechnic University, Pomona, CA, 1983

American Institute of Certified Planners (AICP), 1998

INSTRUCTIONS:

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APPLICANT INFORMATION				
NAME			DATE	
FIRST <i>Morgan</i>		LAST <i>Christian</i>		<i>Dec. 15, 2018</i>
RESIDENCE ADDRESS			HOME PHONE	
CITY	STATE	ZIP	CELL PHONE	
<i>San Marcos</i>	<i>California</i> <input type="checkbox"/>			
BUSINESS ADDRESS			EMAIL	
<i>N/A</i>				
CITY	STATE	ZIP	BUSINESS PHONE	
	<input type="checkbox"/>			
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?		
<i>26 years</i>		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES		

REFERENCES	
INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
<i>Mary Purviance</i>	<i>Santa Fe Hills</i>
<i>Rich Tar</i>	<i>Discovery Hills</i>

APPLICANT NAME

FIRST Morgan

LAST Christian

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
American Philatelic Society	2-28-97	—	
The American Legion	10-12-2004	—	
USO	6-4-2018	—	

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION
(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED		MAJOR	DEGREE
Orange Glen High School	Escondido	General	YES
Palomar College	San Marcos	General Ed.	—
MiraMar College	Mira Mesa	Fire Science	—

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? The Door to Public Input. Safety, Closed Sessions.

MOST CHALLENGING TO YOU? Not to make new law but to enforce existing law.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

Safety: An Ordinance Requiring Razor Palms over 35'ft to be trimmed every three years on City and Private Property.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

Find out what City ordinances apply now and make the necessary Required Changes to the Municipal Code

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

Have contributed to Federal elections and local elections.

OTHER RELEVANT EXPERIENCE/EXPERTISE

See note Book.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

To Administer State laws, County Ordinances, Fire Codes, Building Codes, Licensing Codes in the city both State and Local.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 50

I'm asking for your Vote because I've been a Firefighter and I will always put Safety and Honesty First!
I know how Local Government Works.

I came to California from New York in 1959, growing up in Escondido.

I've also lived in Poway but My Heart has been in San Marcos since 1992.

I've been a Licensed Real Estate Agent, and worked for one of the Largest Developers in the early 1970's in the City of San Diego, building both SFD's and Condo's.

Being active in my Community Coaching Youth Soccer for Seven Years. Also serving in the RSVP Program, with the Sheriff's Department in San Marcos.

I'm a Veteran having served in the Army National Guard during the Vietnam War.

Having had a teaching Credential, teaching both Youth and Adults.

My Children have grown up in San Marcos Schools, from Grade School through CSUSM.

I want to Serve the People of San Marcos and try to give a Voice to All. Please consider Me when you Vote.

Morgan J. Christian Jr.

Summary

Public and community service participant for over 45 years. Experienced participant in public outreach programs, local government and community development.

Volunteer Experience

San Diego County Philatelic Library

General Assistant

August 2018 to Present

Lead instructor for the Boys and Girls Club stamp collecting club. Assist with general library staff duties.

San Marcos Fire Department

C.E.R.T (Community Emergency Response Team)

2006 to 2015

Advised on general rescue and first aid procedures. Participated in community events and promotional activities.

Vista Detention Center

Volunteer / Chaplain's Office – Inmate outreach

January 2014 to December 2014

General office assistant in the chaplains office including book review/rehab, scheduling, inmate outreach and instruction.

San Marcos Sheriff's Department

Senior Volunteer Patrol

2005 to 2012

Volunteer duties as needed including parking enforcement and council security. Led CPR instruction in Poway, Encinitas and Ramona.

Work Experience

Poway Fire Department

Engineer 1983 to 1988

Fire Fighter 1975 to 1983

Served as a firefighter and later an engineer for the city of Poway. Played in an instrumental role in the creation of the paramedic program.

Poway Municipal Water District

General Labor

1975 to 1981

Maintenance and operation support of water filtration and delivery systems. Participated in the construction of a Radio Support Building along with maintenance of cost cutting programs related to electrical systems.

Avco Community Developers, Inc.

Assistant Superintendent of Construction

Communication and Transportation Manager

1971 to 1973

General construction of single family homes and condominiums.

United States ARMY - National Guard

Staff Sergeant

1970 to 1976

Served as 11 Echo 40 Platoon Sergeant, tank commander. Participated in recruiting as a non-commissioned officer.

Education / Certifications

CPR Certified – August 2017 to August 2019

Palomar College (General Studies) - Varying Time Periods

Miramar College (Fire Science, General Studies) – Varying Time Periods

Licensed Real Estate Agent, California – 1978 to 1990

Orange Glen High School – 1964 to 1968

Honorable Discharge



from the Armed Forces of the United States of America

This is to certify that

STAFF SERGEANT (E-6) MORGAN JOSEPH CHRISTIAN JR 560-80-7511 Co C 2d Bn 185th Armor

was Honorably Discharged from the **ARMY NATIONAL GUARD OF**

CALIFORNIA

AND AS A RESERVE OF THE ARMY

on the Twenty-fifth *day of* January 1976

This certificate is awarded as a testimonial of Honest and Faithful Service

THIS DISCHARGE DOES NOT RELIEVE THE INDIVIDUAL NAMED HEREIN FROM ANY RESERVE OBLIGATION TO WHICH HE MAY BE SUBJECT UNDER THE PROVISIONS OF THE UNIVERSAL MILITARY TRAINING AND SERVICE ACT, AS AMENDED

A handwritten signature in cursive script, likely of the commanding officer.

OREN R. FOX MAJ Armor CAL ARNG
HQ 2d Bn 185th Armor, Commanding

NGB FORM 55
1 JULY 59

CSUSM VETERANS CENTER

Phone: 760.750.4827

Fax: 760.750.3089

Email: veterans@csusm.edu

Website: www.csusm.edu/veterans

REPLACES NGB FORM 55 DATED 1 JAN 59, WHICH IS OBSOLETE



Rancho Bernardo

16866 WEST BERNARDO DRIVE, SAN DIEGO, CALIFORNIA 92127, TELEPHONE (714) 277-2132, (714) 487-1011 • A DEVELOPMENT OF AVCO COMMUNITY DEVELOPERS, INC.



March 9, 1973

To Whom It May Concern:

This letter is written to introduce one Morgan Christian.

I have known Morgan for approximately two years. Starting as mail messenger for the company, he has risen through the ranks to the position of Assistant Superintendent of Construction.

I believe he has a great future in the residential construction field. He is dedicated, industrious and intelligent. I would readily recommend him for a position as described herein.

E. A. Mohler
Assistant General Manager

/br

RESOLUTION NO. 1275-81

RESOLUTION OF THE BOARD OF DIRECTORS
OF POWAY MUNICIPAL WATER DISTRICT

WHEREAS, the Poway Municipal Water District was formed to provide the highest quality of service to the citizens of the dynamic community of Poway; and

WHEREAS, that original purpose has been faithfully fulfilled for nearly 27 years; and

WHEREAS, MORGAN CHRISTIAN has contributed significantly to the successful fulfillment of the District's purpose through personally exemplifying the true spirit of service and dedication; and

WHEREAS, the District assets and responsibilities will be assumed by the newly formed City of Poway on February 1, 1981.

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors as one of it's final acts representing the community, extends sincere appreciation and thanks of the citizens of Poway to

MORGAN CHRISTIAN

For his personal productive effort and loyal service.

BE IT FURTHER RESOLVED that MORGAN CHRISTIAN be remembered in the permanent records of the District and its successor, the City of Poway, for his contribution to the high standards of an organization which has significantly influenced the quality of life in the community.

PASSED and ADOPTED this 31st day of January, 1981.



James C. Stanton
James C. Stanton, President

William A. Cole
William A. Cole, Vice President

Sanford B. Hunt
Sanford B. Hunt, Secretary

Carl M. Edmonds
Carl M. Edmonds, Treasurer

Spring Valley Fire Protection District

905 GILLESPIE DRIVE

• TELEPHONE 463-0209 •

SPRING VALLEY, CALIFORNIA 92077-4898

District Secretary: MARJORIE M. McDANIEL

Fire Chief: DARYEL D. STAGER

Board of Directors:
HAROLD J. BRATT
CLARENCE E. KAUFMAN
ARTHUR S. SCHAFER
THOMAS L. TROWBRIDGE
CHRIS HEISERMAN

July 24, 1984

Chief Bill Toon
Poway Fire Department
13050 Community Road
Poway, Ca 92064

Dear Chief Toon:

Thank you for allowing Morgan Christian to participate as a practical examiner in our recent Engineer's Promotional examinations. We were extremely pleased with the results and appreciate your sending such a highly qualified individual to assist us.

Very truly yours,

Ronald E. Lucas

Ronald E. Lucas, Battalion Chief

REL:sk

cc: Morgan Christian





No 317471

The California Community Colleges

MORGAN JOSEPH CHRISTIAN, JR.

The Board of Governors of the California Community Colleges, acting in accordance with the authority vested in it, awards to the person named above a

Limited Service Credential

This document, earned by meeting the provisions established by law and the requirements established by the Board of Governors of the California Community Colleges, authorizes the holder to perform all services permitted by these provisions and requirements.

Subject Matter Area: Fire Science***

James M. Tatum
President, Board of Governors
California Community Colleges

Gerold C. Hayward
Chancellor
California Community Colleges

Issued: February 7, 1986

Expires: June 30, 1988

Certificate of Appreciation

San Diego County
Sheriff's Department San Marcos Station

"ATTABOY"

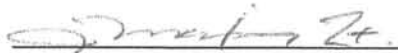
MORGAN CHRISTIAN

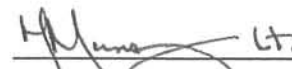
FIVE THOUSAND HOURS OF SERVICE

The above named Senior Volunteer has been awarded an "ATTABOY".
This is our way of recognizing a good job well done.


Thank you for your dedication, service and a job well done

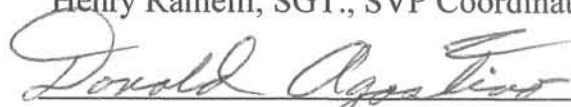
Presented on this 2ND day of July 2012


Jeff Maxin, Admin. LIEUTENANT


Mike Munsey, Field LIEUTENANT


Michael Barnett, CAPTAIN


Henry Ramelli, SGT., SVP Coordinator


Donald Agostino, SVP Administrator



Certificate of Completion

This certifies that

Morgan Christian

has successfully completed
26.5 hours of *Community Emergency Response Team* training
in San Marcos, California.
November 8, 2008




Todd Newman
City of San Marcos Fire Chief


PALOMAR COLLEGE
Learning for Success


Wilma Owens, Dean
Career Technical & Extended Education

APPLICATION FOR CITY COUNCIL APPOINTIVE POSITION

INSTRUCTIONS:

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Candidates must be 18 years of age, reside within the corporate limits of the City of San Marcos, and be registered to vote in the City of San Marcos at the time the application is received.

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APPLICANT INFORMATION			
NAME			DATE
FIRST Heather	LAST Towsley		1/2/2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92078	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
Six years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES	
INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Brian Moloney	
James Chinn	

1/2/2019
DATE

APPLICANT NAME

FIRST Heather

LAST Towsley

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
Parks & Recreation Commission	01/21/2014	11/19/2014	(Alternate)
Parks & Recreation Commission	12/17/2014	12/31/2018	
Woodwind at Discovery Hills HOA	08/14/2014	Present	Vice President

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
White Media Agency	06/2018	Present	Digital Marketing	Vice President
Good Source Solutions	01/2017	04/2018	Wholesale Food	National Accounts
Self Employed	12/2015	11/2017	Mgmt Consulting	Sr. Consultant
BNA Communications	10/2012	11/2015	Advertising	Vice President

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
American University	Communications	Masters
University of Arizona	Political Science	Bachelors

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? It's my honor to represent the City of San Marcos when I'm out in the community -- whether attending an official event or serving lunch at the Senior Center.

MOST CHALLENGING TO YOU? Identifying and mentoring emerging leaders in the community to help recruit future leaders of our city.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

As the gem of North County, San Marcos is a very desirable place to live. We must be vigilante of the balance between growth, opportunity and livability for today and the future. I'd like to see the City and the San Marcos Unified School District (SMUSD) have a more symbiotic relationship -- as our population grows, we must collaborate on infrastructure that best serves the growing interests of our residents. Maintain and increase our presence with Innovate 78 as well as CSUSM and Palomar College for the greater good of the community. Build a greater sense of community pride based on shared responsibility as neighbors.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

Actively participation as a member of the task force established for collaboration between the City and SMUSD. Create a city mentoring program to encourage new people to join the Commissions, Committees or Boards. Include representatives from Innovate 78, CSUSM and Palomar College to city events and activities. Take additional time to be visible and interact with residents to get the pulse of our city and report back.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

Not applicable.

OTHER RELEVANT EXPERIENCE/EXPERTISE

With an averaged 90% attendance on the Parks & Recreation Commission for 5 yrs, contributed towards oversight of \$4M P&L, 19 full-time staff, and 9 departments; I delivered presentations before City Council; I initiated and led the digital fundraising efforts and social media presence for the annual fireworks show. As Vice President of my HOA, I oversee a multi-million dollar budget for 122 homeowners in San Marcos. Regular volunteer at schools. Successful entrepreneur overseeing budgets, expenses, operating capital, cross-functional teams.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

As a member of City Council and various agency boards, represent the citizens of San Marcos with regular attendance twice a month at public meetings to hear residents and work with city staff to ensure we are using resources responsibly and overseeing the effective delivery of services.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 4

Heather Towsley, M.A. Public Communications

Over the course of 20 years as a marketing professional, my campaigns have earned awards, successfully driven revenue growth, and elevated brand experiences for companies such as Dimension Data, The GAP, Greater Miami CVB, NEC Corporation, and Starbucks Coffee Company. I have strong business acumen, impeccable organizational skills, and a tireless dedication to results. With a convergence of marketing expertise ranging across industries, I quickly learn and pivot between projects. I've successfully orchestrated multi-media programs that accelerate traffic, secure customer loyalty, and drive lead generation. I know how to galvanize plans using data, market intelligence, and tech-savvy execution.

EXPERIENCE HIGHLIGHTS



Vice President, Sales & Marketing

Digital Marketing Agency | Virtual | 2018 - Present

Execute global sales strategy targeting professional development entrepreneurs and thought leaders.

Innovate and lead strategic sales campaigns for premier public speaking video program. **Integration of marketing automation software systems** including Infusionsoft, Calendly, Uber Conference, Google, Optimize Press, and Lead Pages. Supervise team of 3 for design and implementation. **Achieved over \$100K in sales within 90 days.** Successfully identified and developed strategies for market expansion. Regularly analyze data for strategic growth and established sales tracking and reporting practices.



Sales & Marketing Manager, National Accounts

Good Source Solutions | Carlsbad, CA | 2017 - 2018

Responsible for **over 350 food service accounts** within senior living communities at the Compass Group. When this global GPO consolidated vendors from 10 to 3, successfully migrated a **record number of accounts** to Good Source within weeks.

Developed marketing materials and automation. Innovated and developed sales strategy for large culinary operations within the hospitality, recreation and lifestyle sectors. **Established 100+ new relationships with Corporate and Executive Chefs** across the U.S. Tracked data on regular basis.



Management Consultant, U.S. Strategist

NEC Corporation | Virtual | 2015 - 2017

Successfully **organized cross functional teams** in Japan and U.S. through exploratory phase of U.S. market entry for an IT solution targeting the water industry. Organized **12 sales presentations** in 4 months, delivered 4 in-depth market intelligence briefs with financial and competitor analysis. Presented **to executives in Silicon Valley** along with a 50-page, full color report on the California water market. **Managed strategic C-level partnership conversations** with engineering firms. **Secured Proof of Concept pilots** with 2 of the largest water utilities in California.



Strengths:

Brand Strategy, Marketing Automation, Market Research, Sales Integration, Customer Relationships, Event & Video Production, Content Development, SEO, Data Analytics, Social Media

Location

San Marcos, CA

Education

- MA, Public Communications
American University
- BA, Political Science
University of Arizona

Technology

- Hubspot, Infusionsoft, Constant Contact, Survey Monkey, MS Office, Calendly, Uber Conference, Zoom, Google, Salesforce

Certifications & Awards

- Hubspot Inbound Marketing
- Hubspot Email Marketing
- PRSA Bernays Award
- IABC Gold Quill
- Silver Telly Award

Most Proud of

- Raising a child
- Competitive ice skating
- Going on safari in Africa
- Acting auditions
- Presidential Advance



"Our teaming was very successful, partly because of your dedication to our work and partly because the trust we had that you can find some way to get us to the next step. Your guidance was very appropriate at each situation. And honestly, it was really fun to work with you."

Taku Yamamoto
Executive Specialist
NEC Corporation



Parks & Recreation Commissioner

City of San Marcos | San Marcos, CA | 2014 - 2018

A 4-year, appointment (served 5 years) by City Council to **oversee \$4M P&L, 19 full-time staff, and 9 departments** including senior services, youth sports, aquatics, classes, and camps. Deliver presentations before City Council on recreational facilities, 34 parks, and 60+ miles of trails. **Led digital fundraising efforts** for annual fireworks increasing new donor interaction, consistently raised **\$30K+ and increased social media presence by 250%**.



VP Business Development, Account Executive

Advertising & PR Agency | Virtual | 2012 - 2015

Managed operations, P&L, full-time staff, and vendors. Met **strict regulatory compliance while driving marketing** for the largest private water utilities in CA. Supported advertising and PR programs with American Water in 9 states. Achieved **30% organic account growth and doubled new accounts**. Optimized strategies to reach **millions of customers** with **consistent brand message**. Accolades: PRSA, Silver Telly Council, and the Academy of Interactive and Visual Arts.



Global Marketing Manager

CH2M | Englewood, CO | 2008

Supervised a **global network of 9 direct reports and 20 cross-functional team** members including office leadership for this Fortune 500, global engineering leader. **Established \$1.2M budget** for cohesive marketing plans with Australia, Asia, India, North America, South America and the UAE.



Director of Business Development

ISM | Boston, MA | 2004-2007

An \$8 million digital agency specializing in travel and lifestyle. Led marketing programs including **SEO, Google Ads, global events, and 3,000+ profiles in CRM**. Content development, design, and implementation. Generated **150+ business leads, organized 75+ sales presentations**, created over \$15M+ in sales pipeline.



Senior Director of Alliance Marketing

Dimension Data | New York, NY | 2000 - 2004

Led PR and branding programs for Proxicom, one of the first interactive agencies of the dot-com era, leading up to the \$448M acquisition by Dimension Data. Consistently **exceeded expectations resulting in 4 successive promotions**. Quickly adapted to market shifts and realigned initiatives based on directives for brand awareness, revenue growth, and alliances with Cisco, EMC, HP and Microsoft. Earned a "Q" Award for quintessential leadership and the CEO "Order of the Jacket" for professionalism, achievement, and enthusiasm.

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APPLICANT INFORMATION

NAME			DATE
FIRST Tomme	LAST Arthur		1-2019
RESIDENCE ADDRESS			HOME PHONE
CITY			STATE
San Marcos			California
ZIP			CELL PHONE
92078			
BUSINESS ADDRESS			EMAIL
CITY			STATE
San Marcos			California
ZIP			BUSINESS PHONE
92069			
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
Since April of 2006		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Brad Mantz	
Barry Zeait	

1-1-2019

SIGNATURE

DATE

APPLICANT NAME

FIRST Tomme

LAST Arthur

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
Laurel and Magnolia Homeowners Association			Former at large member on the HOA board

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Port Brewing and The Lost Abbey	01/2006		Craft Brewery	Co-Founder and COO

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Northern Arizona University Flagstaff, AZ 1991-1995	English	Bachelor
Saint Augustine High School San Diego, CA 1987-1991		General Ed

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? Working with a newly elected Mayor and this council on shaping the vision for the City of San Marcos. As both a small business owner and resident of San Marcos, my perspectives on the city are developed by numerous conversations I have with our patrons and my neighbors.

MOST CHALLENGING TO YOU? Of course we know traffic, school over-crowding and affordable housing are hot button concerns. These are not simple easily fixed topics. But how we go about crafting the solutions in a legal and fiducially responsible manner will always present the largest challenges for me.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

I am a fan of anything and everything which would continue to foster great civic pride and a better sense of what it means to be part of the San Marcos community. We have an amazing footprint of trails that provide ample outdoor opportunities. I believe this is very unique in this part of North County. Since moving here in 2006, I have also been amazed at both the depth and quality of recreational facilities which exist for the community. I am also a cyclist in my spare time and think that San Marcos has improved on the safety for cyclists but San Marcos Boulevard is still a very scary artery through the city when I am on my bike.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

I believe that the City of San Marcos operates with sound business practices. As a lean organization and one that prioritizes fiscal responsibility, I would expect to work within this framework on any new projects or programs. I am very pragmatic about money being spent on projects which benefit the community as a whole. In this manner, I believe my approach would be simple. If the community develops a demonstrated need and the city can afford to provide the solution then it is the responsibility of the elected officials to work on removing the obstacles, secure the funding to push the project past the finish line. But demonstrated need must also be weighed against the long term goals and funding of the city without creating undue pressure on the budget.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

None that I can think of with the exception of the business that I operate here in San Marcos. But I don't believe this poses a conflict.

OTHER RELEVANT EXPERIENCE/EXPERTISE

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

I believe that members of any council (and especially one that is civic focused) should be great listeners, exceptional at problem solving and able to view issues from multiple perspectives allowing creative solutions to emerge. This city council will also be focused on working within the new district representation to better serve the constituents who elected them.

Have you ever attended a meeting of this City Council?

☒ NO ☐ YES If so, how many? _____

Tomme Arthur

Objective: To secure the nomination and appointment for the vacancy on the San Marcos City Council.

Profile: I am 4th generation Native San Diegan who grew up in the Rolando Area in the city. I moved to San Marcos in April of 2006 when we opened Port Brewing Company in the original Stone Brewery Building space located at 155 Mata Way. As one of the Co-Founders and Chief Operating Owners, I have been tasked with all fields of experience relating to the day to day operations of our business.

This has meant working with local city government agencies (Fire, Sherriff, Office of the City Manager and even regional organizations like Vallecitos Water District). As a brewery we are also operated as a heavily regulated business with incredibly high level reporting and compliance at both the state and federal levels.

In short, my time as Chief Operating Owner at Port Brewing and The Lost Abbey has required me to navigate the complexities of a multitude of agencies in order to ensure the success and growth of our company. While this has not always been easy, it has affirmed the role of organizational structure with regard to sound business operations.

Work Experience:

January 2005 to Present-

Co-Founder and Chief Operating Owner Port Brewing and The Lost Abbey

155 Mata Way Suite 104 San Marcos, CA. 92069.

May 1997 through January 2005- Head Brewer at Pizza Port Solana Beach.

March 1996 through April 2006- Assistant Brewer at Cervecerias La Cruda (San Diego).

Education:

San Diego State University- Fall of 1996 Started course work for Master's in English

Northern Arizona University- 1991 through 1995

(Graduated with Bachelor of Arts degree in English)

References:

Brad Mantz- Neighbor of 3+ years (

Barry Zeait- Assistant Principal San Marcos High School (

Emilio Lopez- Former Neighbor (Operates a local roofing company based in San Marcos)

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City Clerk Dept.

City of San Marcos

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NAME			DATE
FIRST Rob	LAST Gaebe		1/4/2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92078	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
28		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY

NAME	PHONE
(See Resume)	
Mary Boravitz, former President, SMUSD Board of Education	- Reference for Jay Petrick
Barry Zeait, Assistant Principal, San Marcos High School	

Kathe Robbins and Twin Oaks Land Owners

RJ Gaebe

SIGNATURE

1/4/2019

DATE

APPLICANT NAME	
FIRST Robin	LAST Gaebe

CIVIC EXPERIENCE			
LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)			
NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
San Marcos Unified School District	6/1990	7/2018	Teacher/FFAdvisor/Community Liaison
San Diego County Farm Bureau	10/2018	continuous	Volunteer to promote Ag in the K-12 Classr
CA Agriculture Teacher's Association	10/1990	continuous	President, 1993-95 and current member

OCCUPATIONAL HISTORY				
LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION (List positions held for the last five (5) years)(Attach additional sheet if necessary)				
FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
San Marcos Unified School District	6/1990	7/2018	Education	Teacher/Dept Chair
El Centro School District	8/1989	5/1990	Education	Teacher/HR Consult
Home on Range for Boys & Girls	8/1982	12/86	Education Administrat	Educational Director
Hebron Public School District	7/1980	7/1982	Education	Teacher/Union Rep

EDUCATION INFORMATION		
NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Montana State University, Bozeman, MT	Education Admin	Masters
University of Nebraska, Lincoln, NE	Ag Ed & Economics	Bach of Scienc
Continuous at Palomar Community College, UC Davis, CSUSM, and more	Life Long Learning	
(see resume)		

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? We are in a wonderful city for the citizens, businesses and students that choose to live here as the best place in SD County. All of the city departments currently operate at an exceptional level. Most interesting activity would be to continue this excellence.

MOST CHALLENGING TO YOU? Keep residential and commercial development at a level that works for the infrastructure in San Marcos and N San Diego County...

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

I am most familiar with city mgt, parks & recreation, public safety, city works, and planning. All these departments are doing an outstanding job. Although, areas that can be improved are fire safety public awareness, water & resource conservation, and assisting the city and school with projected growth.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

I would really appreciate the opportunity to discuss projects, programs, ideas, etc. at an interview.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

My involvement in organizations have always been to promote student development in FFA/leadership, while working for San Marcos School District the past 28 years, community/school improvement with Kiwanis and City Chamber of Commerce, and agricultural/food science awareness as an ag educator and participant with SD County Fair. I always promote making San Marcos a better place to live and can't think of any conflict of interest.

OTHER RELEVANT EXPERIENCE/EXPERTISE

I have +4000 former students/alumni living in the area and several have encouraged me to continue making a positive influence on peoples lives. What better way, than to serve on the city council to help make everyone proud of where we live. Also, as a teacher and FFA Advisor, my expectations for students were to perform community service hours, which put me in contact with many businesses, community leaders, and civic organizations.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

i want to be the voice for the citizens of San Marcos and be a team player with the council to make the right decisions to help the best city in San Diego County and all of us move forward.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? +6

Robin J. Gaebe

Objective: To serve the city of San Marcos, where I've been a citizen for +25 years, to work with city management/and all departments to help continue to make San Marcos the best place for citizens/residents, business, and for the countless students who want to further their education

Education and Professional Training:

Master's in Education (Educational/Public Administration) Montana State University, Bozeman, Montana; June 1987.

Bachelor of Science (Agriculture Education and Economics) from University of Nebraska - Lincoln, Nebraska; December 1979

Extended Continuing Education and In-service in multiple professional areas (ongoing)

- Conservation Science Education (Summer Stipend) at SD Zoo Safari Park, July 2016
- CSUSM Courses for Cross-cultural, Language, and Academic Development (CLAD) Certification; March 19, 1996
- Palomar Community College, Intensive Spanish Course, Cuernavaca, Mexico; August 1982
- UC Davis, Courses in Developing Agriculture Programs/Curriculum for local school districts

Work Experience and Professional History:

San Diego County Farm Bureau Ag in the Classroom Committee - Volunteer

- Work with the garden grant committee to select the best garden grant application among 25 applicants in the county to promote sustainable agriculture among our young people.
- Working towards promoting community gardens in all north county communities

Agriculture/Science Teacher/FFA Advisor/Department Chair, San Marcos High School,
San Marcos, CA; July 1, 1990-July, 2018

Duties and Responsibilities:

- Design the program plan, curriculum, and instruction for six courses for the Agriculture Department at San Marcos High School
- Develop college & career programs to enhance awareness among all high school students.
- Work with administration, teaching staff, counselors, Gear Up and AVID Programs and others to provide intervention, improve achievement, and college and career education among students.
- Facility planning committee member for the new high schools both MHHS and SMHS, in the San Marcos Unified School District.
- Plan and manage the budgets for Ag Incentive Grant, Vocational Education (Carl Perkins), Career Technical Education (CTE), and ASB/FFA accounts over \$30,000
- Work with an Agriculture Advisory committee that oversees the agriculture education program. SMHS Agriculture/Environmental Advisory Committee is the best advisory committee in California to promote sustainable agriculture at San Marcos High School. (see reference page)
- Help students plan and implement year round projects that are shown and displayed at fairs and expositions in Southern California. Their records show business plans, journals, and on the job work experience that produced profits. In addition, countless community service hours
- Assist and collaborate with the school leadership team to complete many extra-curricular duties.
- Organize and implement successful grant writing for Agriculture Incentive Grants, CTE, Community Gardens, Sustainable Agriculture, and more...
- Work closely with the site, District CTE (Career Technical Education) team and SD County Ag Teachers to provide the best sustainable agricultural education opportunities for students

Earth/Physical Science Teacher, Wilson Middle School, El Centro, CA; September, 1989-June 1990

- Provided science instruction and social/emotional support for middle school students
- Implemented tutoring program for students requiring academic support
- HR Team assigned to screen, interview, select, administrators, counselors and teachers

Australian Working Experience,

July 1988-June 1989

- Attended Participated in International Science Conference in Canberra, Australia
- Union Carpenter in Sydney, Australia

Administrative Intern, Livingston Jr. High School, Livingston, MT;

January 1987- June 1987

- Worked as a Principal under the supervision of Dr. Steve Smith, Administrator
- ASB/Student Government Advisor
- Instructional Leader and Advisor/Mentor for Teachers

Educational Director, Home on the Range for Boys & Girls, Sentinel Butte, ND; Aug 1982- Dec 1986

- Responsible for individual education plans (IEPs) for +50 student residents
- Supervised study skills, college/career planning and the resident's work experience program
- Planned and implemented the Summer Recreational Program

Vocational Agriculture Teacher, Hebron High School, Hebron, ND;

July 1980 - June 1982

- Teacher Union Team Leader negotiating for optimum staff salary and benefits
- Curriculum Development and facilitated Instruction for the Agricultural Program grade 9-Adult
- Trained successful judging teams that qualified for state and national competitions.

Skills and Abilities:

- Develop curriculum, course outlines, and daily lesson plans that are geared to the state and federal standards/framework.
- Implemented work experience, job shadowing, and internships for agriculture students.
- Work closely with SMHS, District CTE team, and San Diego County Agriculture Teachers to promote career technical education programs that help support job needs in the city and county
- Promote effective leadership activities and team building among associates and students.
- Write grants to support education and once acquired manage the required guidelines.
- Communicate daily with people of diverse ethnic and socio-economic backgrounds.
- Utilize data analysis to assess and report results to various organizations to improve school/community effective action
- Proficient in computer applications in Word, Excel, Power Point, Google Docs and Slides, iMovie, iPhoto, and other multi-media programs.
- Coordinate volunteer efforts among peers and students to benefit the school/community.
- Positively influenced several thousand secondary students of many ethnic backgrounds to become productive citizens in all walks of life.

Professional and Community Organizations & Awards

- California Agriculture Teachers Association (CATA)
 - President of San Diego County CATA 1993-95
 - Ag Science Teacher of the Year-2000 and 2004 Southern CA Region
 - Outstanding Agriculture Program – Southern CA Region
- University of Nebraska (UNL) Alumni Association, and San Diego Chapter Representative for college/career fairs in S. California
- LSM Kiwanis Club – Honorary Member

- San Marcos School/Community Public Relations Committee for \$320 million Bond Passage
- San Diego Horticulture Society Member
- San Diego Zoological Society Member
- San Diego County Fair (22nd D.A.A.) planning commission,

References: (full contact page will be provided upon request)

Kim and James Williams, and SMHS Ag Advisory Committee

Adam Dawson and all SMHS Staff

Tiffany Campbell and a few other SMUSD Staff

TOVEA and all members

All SD County Agriculture Teachers

San Diego County Farm Bureau

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NAME			DATE
FIRST Alan	LAST Geraci		12/21/2018
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92078	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
San Marcos	California	92078	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
10 + years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY

NAME	PHONE
Carl Crider	
Kathy Steel	

01/05/2019

DATE

APPLICANT NAME

FIRST Alan

LAST Geraci

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
San Marcos Youth Baseball	01/2011	Present	Youth Sports Coach
San Marcos Youth Soccer	01/2010	01/2016	Youth Sports Coach
San Marcos Chamber of Commerce	01/2004	01/2005	Ambassador

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
CARE Law Group PC	01/2012	Present	Lawfirm	President
Alan L. Geraci APLC	01/1994	01/2011	Lawfirm	President
Shifflet, Sharp & Walters	08/1988	12/1993	Lawfirm	Associate
San Diego City Attorney	08/1983	07/1988	Public Lawfirm	Deputy City Attorney

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
California Western School of Law	Law	J.D.
SUNY Albany	Sociology	B.A.
Suffolk County Community College	General	A.A.
Commack High School South	College Prep	N/A

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? Housing Element, Climate Action Plan, Public Schools: Working on these key environmental issues with city staff and stakeholders can assure San Marcos remains a beautiful and safe city in which to live, raise a family and work.

MOST CHALLENGING TO YOU? Homelessness: The San Diego County Regional Task Force reports that over 14% of the County's homeless are in inland North County.
Fire Safety: Assuring that our firefighters have the resources necessary for public safety.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

* San Marcos Creek District offers intriguing ideas for making San Marcos a destination city for shopping and entertainment. Working with planners to make this vision a reality has been challenging. I believe my expertise and time with the City of San Diego, working with city planners on major projects including Horton Plaza and the Marina District, will be of benefit to the overall implementation of the San Marcos Creek District vision.

* Continuing to address our Housing Element while coordinating with SMUSD to assure that public schools are at pace with growth is a tremendous challenge and paramount to any smart growth planning.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

I would approach most tasks by first consulting the CIP Program to provide the City with the financial strategy for infrastructure improvements by coordinating and identifying dependable funding sources using the five part plan.

IDENTIFY: Identify the issues, problems and concerns of our city residents through staff or stakeholders

PLAN: Meet with staff and experts to plan solutions

BUDGET: Develop an accounting method for budgeting

CONSENSUS: Get support for the plan and its solutions

IMPLEMENT: After approval, follow up the implementation and evaluate impact

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

I have no pending real estate or clients who are relying on the City of San Marcos for any approvals, permits or planning.

OTHER RELEVANT EXPERIENCE/EXPERTISE

While at the City of San Diego's City Attorney's Office, I supervised the Criminal Division and was part of the reorganization of that Division. As the result of my efforts of working with the City Manager and Staff, I was able to implement a Domestic Violence Unit and staff it with prosecutors, paralegals, investigators and administrative staff. That Unit is now one of the State's most modeled units for domestic violence outreach and prosecution.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

The City Council generally acts as the legislative branch of the city government, as well as its policy-making body. The chief responsibility of the City Council is to establish policies for the effective and efficient delivery of municipal services to the City.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 15+

CURRICULUM VITAE

A Professional Corporation, Attorney at Law, Real Estate Broker
California State Bar Association No. 108324
California Department of Real Estate No. 01713168

PROFESSIONAL EMPLOYMENT

- **PROF. CORP.** 2012-PRESENT (ESTATES, PROBATE, BANKRUPTCY, REAL ESTATE)

CARE LAW GROUP PC

817 West San Marcos Blvd., San Marcos, California 92078
(619) 231-3131

- **PARTNER** 1994- 2011

ALAN L. GERACI PROF. CORP.

GERACI & LOPEZ,

817 West San Marcos Blvd., San Marcos, California 92078
(619) 231-3131

- **ASSOCIATE** 1988-1993

SHIFFLET, WALTERS, KANE & KONOSKE

1230 Columbia Street, Suite 900, San Diego, CA 92101

(619) 239-0871

- **HEAD TRIAL AND APPELLATE DEPUTY/DEPUTY CITY ATTORNEY** 1983-1988

City of San Diego, City Attorney Office

Civic Center Plaza 1200 Third Avenue, Suite 1620 San Diego, CA 92101

(619) 236-6220

- **GENERAL MANAGER/OWNER** 2004-2012 (INCOME TAX PREPARATION)

LIBERTY TAX SERVICE 3152/ JONLARY CIRCLE ENTERPRISES LLC

817 West San Marcos Blvd., San Marcos, California 92078
(760) 744-7100

631 So. Melrose Drive, Vista, California 92081

(760) 599-9200

EDUCATION

JURIS DOCTOR 1982

CALIFORNIA WESTERN SCHOOL OF LAW, SAN DIEGO, CALIFORNIA

- HEAD NOTES AND COMMENTS EDITOR - CW INTERNATIONAL LAW JOURNAL 1981-1982
- CO-AUTHOR: DAMAGES FOR A TEMPORARY REGULATORY TAKING: FIRST ENGLISH EVANGELICAL LUTHERAN CHURCH V. COUNTY OF LOS ANGELES CALIFORNIA WESTERN LAW REVIEW (1987) VOL. 24 PAGE 33.
- CALIFORNIA WESTERN SCHOOL OF LAW 1981 FACULTY AWARD: CONSUMER PROTECTION

B.A. DEGREE SOCIOLOGY -CUM LAUDE

YEARS ATTENDED: 1974 - 1978

State University of New York at Albany

PROFESSIONAL AFFILIATIONS

- California State Bar Association
- Consumer Attorneys San Diego/California
- San Diego County Bar Association
- North County Association of Realtors
- San Diego County Democratic Party Central Committee
- Riverside County Democratic Party Central Committee

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City Clerk Dept.
City of San Marcos

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APPLICANT INFORMATION

NAME			DATE
FIRST Tae	LAST Kim		January 7, 2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California <input type="button" value="v"/>	92069	
BUSINESS ADDRESS			EMAIL
San Marcos United Methodist Church			
CITY	STATE	ZIP	BUSINESS PHONE
San Marcos	California <input type="button" value="v"/>	92069	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
11 years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Dwain Allen	
Hal Lingeran	

SIGNATURE

January 7, 2019

DATE

APPLICANT NAME

FIRST Tae

LAST Kim

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
San Marcos United Methodist Church	July 1, 2008	Present	Sr. Pastor
San Marcos Kiwanis Club	Sep. 2008	Dec. 2011	member
San Marcos VIBE	Aug. 2009	Aug. 2019	volunteer

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
San Marcos United Methodist Church	July 1, 2008	Present	Ministry	Sr. Pastor
Fuller Theological Seminary	Sep. 1, 1997	Present	Dissertation Advisor	Adjunct Professor
Christian Mutual Med-Aid	Sep. 1, 2012	Present	Health Program	Board of Directors

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Fuller Theological Seminary, Pasadena, CA	Ministry	Doctor
Garrett Evangelical Seminary, Evanston, IL	Divinity	Master
Seoul National University, Seoul, Korea	Sociology	Master
Sun Kyun Kwan University, Seoul, Korea	English Literature	Bachelor

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? I think VIBE interests me the most. It's a wonderful event where the community really gets involved to help their neighbors. It was also encouraging to see local business owners donate their time and resources.

MOST CHALLENGING TO YOU? Finding solutions for traffic congestion presents the most challenge to me. I believe this issue will become more serious in the near future if we are unable to find an effective resolution.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

1. Improvements to local infrastructure to help alleviate traffic congestion
2. More cultural events like art shows, local theatre productions and outdoor music festivals
3. Fostering goodwill international relations by adopting sister cities with foreign countries
4. More local outreach programs for families

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

1. To help alleviate traffic congestion, a local shuttle bus can reduce the numbers of cars in the street. There are 25 schools in our community. The shuttle bus can help provide transportation for those students. To implement this, the council can organize a task force to create the best possible routes and also get residents to participate. We can also approach developers for funding because congestion is directly related to the increasing number of housing developments.
2. Community parks and schools can be utilized for cultural events. We can provide an incentive to motivate more programs
3. In order to establish diplomatic ties with a sister city, we can research and contact city councils from foreign countries and develop programs that are feasible for sharing culture and goodwill relations.
4. I believe San Marcos residents are a community loving people. A task force composed of a diverse demographic would be one way we can develop programs for local outreach to the families.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

N/A

OTHER RELEVANT EXPERIENCE/EXPERTISE

As a local church pastor, I have experience in serving our community. For the National Day of Prayer, I worked with other clergies, and played a leading role in organizing the local faith groups. For the past eleven years, I have also led the invocation for city council meetings. Through my experience in serving the community, whether it's providing rotating shelters for the homeless in the winter, promoting music concerts at our church or participating in VIBE, I have really come to know and love the people in this city.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

The council's responsibility is to improve and enhance the quality of life for its residents. Whether it's setting policy, approving budgets or making decisions on the use of land, the council must always serve the interests of San Marcos and take the lead in engaging local residents. Leadership role is to enable the city residents to build strong relationship, and to increase citizenship.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 20+

TAE K. KIM

EXPERIENCE

San Marcos United Methodist Church – Senior Pastor CA, 2008-Present

- Lead a multi-ethnic congregation at a church that has existed for 115 years
- Promoted seasonal music concerts for the local community
- Supported community service for VIBE (Volunteer Improvement and Beautification Event)
- Provided a rotating shelter for the homeless during the winter seasons

Fuller Theological Seminary – Adjunct Professor CA, 1998-Present

- Edited dissertations from doctorate candidates
- Mentored seminary students in the doctor of ministry program
- Advised students on completing their coursework and dissertation

Hansarang United Methodist Church – Founding Pastor CA, 1993-2008

- Founded the church at a community park in 1993
- Helped the church become chartered in the California-Pacific Conference
- Developed a strong education program for youth and children

EDUCATION

Fuller Theological Seminary, Doctor of Ministry CA, 1991-1998

Garrett-Evangelical Seminary, Master of Divinity IL, 1984-1987

University of Cincinnati, Ph. D. in Sociology OH, 1982-1984

Seoul National University, M.A. in Sociology Korea, 1977-1979

Sung Kyun Kwan University, B.A. in English Literature Korea, 1973-1977

VOLUNTEER

Christian Mutual Med-Aid – Board of Directors 2012-Present

- Volunteered at a health sharing program for Christian families
- Offered services to support healthcare and medical bills
- Helped the program expand from 3,000 to 40,000 members

Bethesda String Quartet – Manager 1980-1984

- Volunteered to promote a string quartet made up of 4 handicapped musicians
- Helped advance their studies abroad from Korea to the United States
- Guided the quartet to obtaining a master's degree in Chamber Music at the Cincinnati Conservatory of Music

COMMUNITY SERVICE

San Marcos Clergy Group 2010–Present

San Marcos Kiwanis Club 2008-2011

San Marcos VIBE 2009

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City Clerk Dept.
City of San Marcos

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APPLICANT INFORMATION

NAME			DATE
FIRST Eric	LAST Flodine		January 7, 2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92078	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
San Diego	California	92122	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
12 years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Rod Jones	
Dean Nelson	

SIGNATURE

DATE

1/7/19

APPLICANT NAME

FIRST Eric

LAST Flodine

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
Planning Commission	Jan 2012	Dec 2018	Commissioner (inc. 4 years as Chairman)
General Plan Advisory Committee	Jan 2010	Jan 2012	Committee Member
San Marcos Boys and Girls Club	Jan 2015	Present	Auction Committee Member and Donor

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION
(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Strata Equity Group	03/2006	Present	Real Estate	Director
FORMA Design	03/1997	03/2006	Planning / Landscape	Director

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Cal State San Marcos	Leadership N. County	Certificate
Cal Poly Pomona	Urban Planning	Masters
Cal Poly San Luis Obispo	Landscape Architecture	Bachelor

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? Ensuring quality development projects that balance growth and open space needs.
Collaborating with and supporting local schools, businesses and youth organizations.
Supporting our public safety departments.

MOST CHALLENGING TO YOU? The desire to respond to every social media or news comment when inaccurate or misinformed.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

Improve communication and proactive collaboration with SMUSD, Palomar and CSUSM on schools and development.
Reanalyze Capital Improvement Projects to update timing and funding allocations for infrastructure, if appropriate.
Reanalyze Emergency Evacuation Routes and procedures throughout the City.
Ensure safe routes to school for students and parents.
Ensure quality design and construction of infill projects along City's main corridors.
Attract and support a variety of business sizes and types

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

These projects / programs require inputs from the residents and businesses of our City in conjunction with the technical experts of each project type. We must encourage and listen to public input early in the process, not at the end of the process. We must consider the tangible findings and recommendations provided by technical experts in every facet of the proposed action.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

Not aware of any conflicts.

OTHER RELEVANT EXPERIENCE/EXPERTISE

In my 21+ year professional career, I often prepare for and present to Planning Commissions, City Councils and Board of Supervisors throughout Southern California. So, I have an in-depth understanding of the amount of time and resources required to take a project application through the entitlement process. I also know where to push and pull on a project in order to achieve an optimal outcome.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

As a representative of the residents and businesses of San Marcos, I will make important decisions after considering public input, project application materials, staff analysis/recommendations and fellow Council member comments with an eye on short term and long term fiscal responsibility.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? over 20

ERIC FLODINE

OBJECTIVE: To earn the appointment of a 2-year term to the San Marcos City Council based on my real-world experience, advanced education, involvement in youth organizations and commitment to our City's future

PROFESSIONAL EXPERIENCE

MARCH 2006 – PRESENT

DIRECTOR OF COMMUNITY DEVELOPMENT, STRATA EQUITY GROUP

Lead Planning, Entitlement, Environmental Review, Political Outreach and Community Outreach for Master Planned Communities, Mixed Use Projects and Large-Scale Solar Energy Projects

MARCH 1997 – MARCH 2006

DIRECTOR OF PLANNING, FORMA DESIGN

Design site plans and landscape plans and obtain local agency approval for master planned communities, apartment communities, commercial centers and recreational open space throughout Southern California

HIGHER EDUCATION

JUNE 2012

LEADERSHIP NORTH COUNTY, CAL STATE SAN MARCOS

JUNE 2005

MASTER OF URBAN AND REGIONAL PLANNING, CAL POLY POMONA

JUNE 1996

BACHELOR OF LANDSCAPE ARCHITECTURE, CAL POLY SAN LUIS OBISPO

LOCAL CIVIC INVOLVEMENT

San Marcos Planning Commission – Commissioner, Chairman

San Marcos Boys and Girls Club – Volunteer

San Marcos Promise - Volunteer

San Marcos General Plan Advisory Committee – Member

Homeowners Association - Officer

CITY CLERK'S OFFICE
APPLICATION FOR CITY COUNCIL APPOINTIVE POSITION

INSTRUCTIONS:

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APPLICANT INFORMATION

NAME		DATE	
FIRST <i>Shera</i>	LAST <i>Sanowell</i>	<i>1-7-2019</i>	
RESIDENCE ADDRESS		HOME PHONE	
CITY		STATE	ZIP
<i>San Marcos</i>		<i>CA</i>	<i>92069</i>
BUSINESS ADDRESS			
CITY		STATE	ZIP
<i>San Marcos</i>		<i>CA</i>	<i>92069</i>
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SA	
<i>20 yrs.</i>		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
<i>Barbara Johnson</i>	
<i>Tony Gailani</i>	

1-7-2019
DATE

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City Clerk Dept.
City of San Marcos

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APPLICANT INFORMATION

NAME			DATE
FIRST Shera	LAST Sandwell		1-7-2019
RESIDENCE ADDRESS			HOME PHONE
CITY			STATE
San Marcos			California
ZIP			CELL PHONE
92068			
BUSINESS ADDRESS			EMAIL
CITY			STATE
San marcos			California
ZIP			BUSINESS PHONE
92068			
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
20 years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY

NAME	PHONE
Barbara Johnson	
Tony Gailani	

SIGNATURE

DATE

APPLICANT NAME

FIRST Shera

LAST Sandwell

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
International Circle K Club	2017	Present	Advisor
Pastoral Medical Association	2014	Present	Certified pastoral provider
See attached for more civic groups...			

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
A.W.E. Foundation	2010	Present	Arts, wellness, eque	Founder/CEO
Bheau View Ranch	2001	2018	Venue management	Event coordinator
Escondido Grapevine	2016	2018	Media	Associate Publisher

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Pima Community College	Business	N.A.
Tucson College of Business	Business	GED

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU?

I want to work with community members, businesses and stakeholders to create programs and projects beneficial to community health, wealth and prosperity. I also want to work with educational issues, small businesses, the equestrian community and agricultural issues.

MOST CHALLENGING TO YOU?

The work it takes to strike the best balance between stakeholders to come up with creative and innovative solutions to the many challenges of creating a safe and healthy community.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

Create better ways for people's voices to be heard, perhaps with city-to-citizen forums, continued and improved use of media sources.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

Working with city staff, organizations, businesses and stakeholders formulating a process for community interactions and dialogue, especially utilizing the Civic Center for maximum effectiveness.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

None to my knowledge.

OTHER RELEVANT EXPERIENCE/EXPERTISE

As vice-chairman of the San Marcos trails Advisory Board, I successfully steered us through the implementation of 65 miles of hiking, biking and equestrian trails. I worked with residents, developers and City Council on a daily basis as a community volunteer. I also worked on Walnut Grove Park issues helping create a multi-use facility. This took several years of research and resident meetings through which we were able to communicate to city leaders the need for expanding park uses beyond soccer fields.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

City Council is responsible for operating city government in a fair, efficient and legal manner, managing city resources and personnel to the best benefit of the community. City Council members must be the face of the community in larger county and state issues affecting the community. Council should work as a team to do the most we can for the community with the best use of resources.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES

If so, how many? 100

Shera Sandwell Resume

Objective

Earn appointment to unfilled San Marcos City Council seat.

Occupational History

A.W.E. Foundation, 2010-Present, Founder/CEO;

Bheau View Ranch, 2001-2018, Event Coordinator;

Escondido Grapevine, 2016-2018, Associate Publisher

Civic History

International Circle K Club, 2017-Present, Advisor;

Pastoral Medical Association, 2014-Present, Certified Pastoral Advisor;

Boys and Girls Club of San Marcos, 2002-Present, mentor and sponsor;

Palomar College Venture Program, 2008-2012, advisor;

Oaks Church, 2008-Present, member;

San Marcos Trails Advisory Board, 2001-2008, vice-chairman;

Miss San Marcos Beauty Pageant, 2007, sponsor;

San Diego Mentorship Program for High School Students, 2005-2007, mentor;

Walnut Grove Park Committee, 2002-2005, member;

Oceanside Lions Club, 1993-1999, member;

American Legion Women's Auxiliary.

Education

Pima Community College,

Tucson College of Business, GED

Shera Sandwell

Other Civic Experience

Boys and Girls Club of San Marcos, 2002-Present, mentor and sponsor;

Palomar College Venture Program, 2008-2012, advisor;

Oaks Church, 2008-Present, member;

San Marcos Trails Advisory Board, 2001-2008, vice-chairman;

Miss San Marcos Beauty Pageant, 2007, sponsor;

San Diego Mentorship Program for High School Students, 2005-2007, mentor;

Walnut Grove Park Committee, 2002-2005, member;

Oceanside Lions Club, 1993-1999, member;

American Legion Women's Auxiliary.

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City Clerk Dept.
City of San Marcos

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APPLICANT INFORMATION

NAME			DATE
FIRST Mark	LAST Loscher		January 7, 2019
RESIDENCE ADDRESS			HOME PHONE
CITY			STATE
San Marcos		California	ZIP 92069
BUSINESS ADDRESS			CELL PHONE
Same			EMAIL
CITY			STATE
			ZIP
HOW LONG HAVE YOU LIVED IN SAN MARCOS?			REGISTERED TO VOTE IN SAN MARCOS?
16 years combined			<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Joyce Brandon (Ernest)	
Cristo Liebenberg	

January 7, 2019

DATE

APPLICANT NAME

FIRST Mark

LAST Loscher

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
City of San Marcos	01/1998	12/1994	City Council Member
Boys and Girls Club of San Marcos	01/1984	01/1992	Member and Chairman
Gateway Community Church - San Marcos	01/1993	01/2019	Member and Chairman

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
MRJR Inc. (see attached)	01/1999	12/2014	Real Estate	CEO/COO/CFO

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Chula Vista High School		Graduated
College of San Mateo 1968/69	general under grad	1 year
Southwestern College 1969/70	general under grad	1 year

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? Understanding how we can best provide a sustainable environment for all of the citizens here in San Marcos now and for those who want to come to San Marcos in the future.
Work toward traffic, growth and pedestrian mobility solutions that are state of the art.

MOST CHALLENGING TO YOU? Finding traffic solutions that are technology based and effective.
Develop and promote standards for growth that provide solid solutions for the middle class
Building on the City's trails system and additional pedestrian mobility.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

With ever changing technology, I would like to make sure San Marcos is staying on the forefront of any new technology or programs that may help alleviate our traffic issues.
As legislation continues to affect how local government can and will provide housing to an ever growing population, I would like to see San Marcos take full advantage of all possible avenues to provide reasonable housing solutions for the workforce here in San Marcos.
The San Marcos Creek Project has been around for many years and I would like to see more progress in its development.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

I would suggest we look at other cities to see how they have implemented new technology to assist with their traffic flow issues. I would also reach out to businesses that are on the forefront of developing programs and technology that might apply to San Marcos.
I would like to see San Marcos fully explore the options we have available to promote orderly, sound development of middle class or median price housing. In doing so, we should always look to see how any development might also help with any infrastructure and services needs we currently have or that would be needed to serve new development.
The Creek project still has a lot of potential as a key focal point of the downtown area. Granted, there are financial issues that cause prospective partners to shy away, however, I feel with the right motivation and a strong demonstration by the City that we are serious about the project, we can find willing partners to make the Creek project a reality.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

I have no known conflicts.

OTHER RELEVANT EXPERIENCE/EXPERTISE

Please see my attached past City Council accomplishment sheet.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

To work together in a non-partisan, cooperative, manner to serve the citizens of the City through establishing policies and procedures that best meet the needs of those citizens.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? over 200

Mark J Loscher, Resume

Executive Summary

For over 40 years I have successfully started, developed and maintained a number of businesses.

Starting as early as 21 years old I developed my desire to be an entrepreneur. In the 1970s I helped start and develop companies in the Video and Audio business in the 1980s temporary help companies and Real Estate companies in the 1990s and 2000s.

As a result of these various industries and companies that I owned I gained a great insight into how to build, run and turn a profit in different types of industries. My experience with hiring, training and managing numerous individuals over the years gives me a very good basis for how to work with all types of individuals. I have had to learn to solve problems of many different types; personnel, accounting, strategic planning, and financial management.

Early in my career my focus was on personal sales. My numbers were always among the best in my field. Later I developed more into recruiting, training and managing my sales and administrative staff. I am proud of the number of people I have helped to start a career and ultimately become very successful in their own right. As my businesses grew, my personal focus was more on the back end of the business, finance and accounting. I successfully negotiated numerous contracts to the benefit of our various companies. The most recent venture was a Real Estate company. We had 8 offices with over 375 agents and in our last full year of sales we topped the 1 Billion dollar mark in gross sales, all in the North County San Diego area.

From 1986 until 1994 it was my pleasure to serve on the San Marcos City Council as Councilmember and for most of that time, Vice-Mayor. Please see the attached for more specifics. I believe I represented the City of San Marcos with great respect for the needs of the people I represented as well as the entire council and staff. To this day I still consider this time frame as one of my most significant contributions to the community in which I lived and once again reside.

Over the years I have also made a point of giving back to my community in a variety of ways. Again, please see the attached accomplishments list.

Currently I am semi-retired. I'm not exactly sure what that means for me, other than now I can pick and choose how I want to invest my time. I still help my family and friends with any residential real estate needs they have and I am still very involved in my church as the Chairman of our Board. Through our church I have been very fortunate to be able to make over 10 Mission trips to some of the poorest Countries in the world. These trips have given me a different perspective on life, people and different cultures.

Professional Experience:

MRJR Inc. - 1999 to 2014 - Owner/Partner/CEO

Under the umbrella of our Corporation we ran a Real Estate company. Initially we started as a franchise of Fred Sands out of Los Angeles. In 2001 we changed franchises to Windermere out of Seattle and in 2011 we became Real Living. We started with 1 office and no agents in 1999 and by 2014 we had 8 offices and over 375 agents. I held virtually all positions through the 15 years; sales, recruiter, trainer, manager and handled all of the back office functions.

During these 15 years I gained experience in;

- Recruiting
- Training of agents and administrative staff
 - Over 100 agents
 - Over 50 support staff
 - Develop training materials
- Marketing
 - Developing materials
 - Implementing marketing programs
 - Negotiating with marketing partners
- Opening of new offices, from the bare walls of 7000 square feet into functioning and successfully operated businesses.
- Developing compensation packages for agents and staff
- Developing and implementing full accounting programs
- Developing lines of ancillary businesses to support our main business
- Negotiations with government entities, banks, insurance companies and other companies important to our business.
- Most all aspects of the back office functions for a highly successful real estate company

Prior Companies and positions:

Loscher, Mather, Effron - Land Use consulting – Owner/Partner – 1990s

Secure Companions – In home care – Owner, 1990s

Western Temporary Services – Admin and manufacturing temporary help – Owner/Operator 1970s/80s

Norrell Temporary Services – Temporary help – Manager – 1970s

Royal Business Machines –Office equipment sales and service – Manager – 1970s

Munderloh/Loscher Consulting – Audio Video production equipment sales – Partner 1970s

City Council Past Accomplishments:

Mark Loscher

I was first elected to the City Council in 1986. I served as Councilmember for 8 years, until 1994.

During my 8 years on the council I served in the following capacity as the representative of the City of San Marcos: Various length of terms;

- Vice-Mayor
- Chairman of the League of California Cities, San Diego County
- Chairman of the Local Agency Formation Commission, LAFCO
- Chairman of the San Marcos Fire Board
- Member of the San Marcos Rent Control Commission
- San Marcos representative to the State Board of the League of California Cities
- San Marcos representative to the State Board of LAFCO
- Chairman and founder of the joint project with SMUSD, Safe Routes to School
- Chairman and original concept initiator of the San Marcos Creek Project
- Member of the Design committee for the new San Marcos Community Center and City Hall
- Member of the team that helped to bring California State University San Marcos to town

In addition I served before and some during my term as;

- Board member to the Presidents Council at Palomar College.
- President of the San Marcos Boys and Girls Club
- Member of the San Marcos Kiwanis Club
- Legislative Chairman and Board member for the San Marcos Chamber of Commerce

It was my pleasure to interact, in a non-bias manner, with numerous developers and businesses to ensure we had a balanced growth plan. My goal was to balance orderly growth with maintaining needed infrastructure to handle traffic, fire protection, school needs and all other neighborhood support systems.

I am particularly proud that I was able to work with many different individuals and organizations to help achieve fair and balanced results for the citizens of the City of San Marcos.

I do not aspire to future political positions. I am offering my service to help with this interim need my City has at this time. Because of my experience I believe I can be an immediate contributor to the City Council.

I truly love the San Marcos Community and would appreciate the opportunity to give back to it one last time in this capacity.

Respectfully, Mark Loscher

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APPLICANT INFORMATION			
NAME			DATE
FIRST Jennifer	LAST Stepp		01/07/2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92069	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
San Marcos	California	92079	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
6 years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES	
INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Michelle Davis	
Darci VanCamp	

DATE

January 7, 2019

APPLICANT NAME

FIRST Jennifer

LAST Stepp

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
Wreaths Across America	01/2014	current	Girl Scout Coordinator for special placement
San Diego Girl Scouts- San Marcos Service Unit	01/2016	12/2018	Service Unit Co-Treasurer for over 90 Troops
Heartland Moms of Multiples - Non-profit	01/2011	12/2012	Vice President

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Jennifer O. Stepp EA - Owner	01/2014	current	Taxes / Bookkeeping	Owner- Enrolled Agt
Linda G. Osborne, CPA	01/2003	12/2013	Taxes / Bookkeeping	Enrolled Agent

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
IRS - Enrolled Agent Certification		Enrolled Agent
University of California @ San Diego	Theatre	BA
La Jolla High School, La Jolla, CA		HS Diploma

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? Involving the community and youth to get involved within their neighborhood.
Ensuring that the community and public are fairly represented and community services are available and accessible

MOST CHALLENGING TO YOU? City Planning - Ensuring the growth and infrastructure of the city while maintaining the community ideology and maintaining/preserving the natural ecosystems

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

- Maintaining/ preserving the green space and nature preserves- while implementing the need for city growth/expansion.
Expanding the walk, bike & horse trails accessibility of the community

- Increasing the accessibility to affordable housing

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

Improving and expanding the community and neighborhoods with more walkable/ bike friendly trails. Hosting community trail cleanups/ bike to work days, etc. Empowering the city and the local businesses to encourage environmental alternatives for transportation. Focusing on new developments to increase access to trails and public transportation.

Include and help housing projects that would identify and improve the specific housing need of the local community focusing on senior housing, low income, and housing repairs within the city.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

N/A

OTHER RELEVANT EXPERIENCE/EXPERTISE

2012-Present - Girl Scout Leader within the community & help organize GS events within the community
2014- Present - Organized the San Marcos Girl Scouts and Cub Scouts to aid in the Special Placement Wreaths for the Wreaths Across America (WAA) at Ft. Rosecrans Memorial Cemetery
2016- Present -Organized and manages the Girl Scout Garden within the SM Intergenerational Community Garden.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

To provide the best leadership possible for the future of the city and the citizens that live and work in the community. To respect our environment and resources while stewarding a growing, diverse and safe community for individuals and businesses to call home.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 3

JENNIFER O. STEPP, EA

Qualified Enrolled Agent (EA) with over 16 years of experience in individual and business tax preparation, 1099 reporting areas, and sales tax. Expert in implementing improved processes and procedures to enhance efficiency, ensure compliance and minimize tax burdens. Committed to staying current with constantly evolving tax regulations, processes, and technologies.

QUALIFICATION HIGHLIGHTS

- Preparation of Individual and Business Tax Returns since 2003
 - Proficient in QuickBooks, Payroll, Lacerte and Microsoft Office
 - Effective in preparing monthly, quarterly, annual Profit and Loss statements and Balance Sheets
 - Effectiveness in handling business environment, special talent for learning quickly
 - Able to handle a multitude of details at once, under pressure and deadlines
 - Well organized, punctual, resourceful, enthusiastic, energetic; excellent in team setting
 - Thrive on the opportunity to apply my experience with commitment to high quality production
-

PROFESSIONAL EXPERIENCE

JENNIFER O. STEPP, EA - Owner	San Marcos, CA	2014- Present
Taxes, Payroll, Bookkeeping, QuickBooks		

Prepare Individual and Business Federal and State Returns. Work individually with clients in all financial activities including tax preparation, bank reconciliations, monthly reporting, payroll and sales tax.

LINDA G. OSBORNE, CPA	San Diego, CA	2003- 2013
Taxes, Payroll, Bookkeeping, QuickBooks, & Office Manager		

Work individually with clients in all financial activities including bank reconciliations, monthly reporting, payroll, A/R and A/P. Research and resolve billing and collections disputes. Manage payroll and prepare Federal and State Returns. Interact with external clients on a regular basis cultivating a strong professional relationship.

TOPS STAFFING	San Diego, CA	1999-2002
Clerical and Office Temp		

SO CAL STAFFING	San Diego, CA	1997-1999
Office Temp, Telemarketing Recruiting & Receptionist		

EDUCATIONAL BACKGROUNDS

2008- Enrolled Agent Licensure by Internal Revenue Service

2003- CTEC Certification- State of California

1999- BA from University of California, San Diego (UCSD)

OUTSIDE SKILLS & CERTIFICATIONS-

Lifeguard Certified, Archery Certified, First Aid & CPR Certified

REFERENCES- Available upon Request

APPLICATION FOR CITY COUNCIL APPOINTIVE POSITION

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APPLICANT INFORMATION			
NAME			DATE
Victor Graham			January 9, 2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	CA	92069	7
BUSINESS ADDRESS			EMAIL
			v
CITY	STATE	ZIP	BUSINESS PHONE
San Marcos	CA	92069	7
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
37 years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES	
INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Mr. Mel Terry	
Mr. Vince Gruneisen	

Victor H. Graham	January 9, 2019
SIGNATURE	DATE

CITY CLERK'S OFFICE

Print Form

APPLICATION FOR CITY COUNCIL APPOINTEE POSITION**INSTRUCTIONS:**

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APPLICANT INFORMATION			
NAME			DATE
Victor Graham			January 9, 2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	CA	92069	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
San Marcos	CA	92069	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
37 years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES	
INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Mr. Mel Terry	
Mr. Vince Gruneisen	

SIGNATURE

January 9, 2019

DATE

APPLICANT NAME	
Victor	Graham

CIVIC EXPERIENCE			
LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)			
NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
San Marcos Unified School District	Nov. 2016	Present	Board Member and Clerk
San Marcos Economic Development Corp.	January 2013	January 2014	Committee member
Palomar Health Independent Oversight Committee	May 2010	October 2016	Committee member

OCCUPATIONAL HISTORY				
LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION (List positions held for the last five (5) years) (Attach additional sheet if necessary)				
FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Graham Consulting	October 1994	present	Consulting	Director

EDUCATION INFORMATION		
NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Half Hollow Hills High School, Dix Hills, New York	General Education	yes
State University of New York. Farmingdale State College, Farmingdale, New York	Engineering Technology	A.A.S. Degree
State University of New York, Stony Brook University, College of Engineering and Applied Sciences, Stony Brook, New York	Engineering Science	Bachelor of Engineering Degree
University of Oregon, Eugene, Oregon	Finance, MBA	34% completed

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU?

Listening to those citizens within the city limits, understanding their needs, and bringing the necessary resources together to meet those needs as well as establishing the necessary relationships to bring the best ideas and methods of implementation together to ensure that all residents are receiving the highest value for the tax revenue they spend.

MOST CHALLENGING TO YOU?

Dealing with the future is the most challenging. The uncertainty of the future can be mitigated by understanding the past with the confidence that most problems the city faces, have been dealt with before by many other cities. Although all problems have unique characteristics and the resources available may change, correctly identifying the need and applying successful solutions provide a good framework for solving current ones.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

Three projects that can be improved upon are increasing affordable housing, reducing traffic, and increasing quality of life. The city has a good track record regarding all of these areas, but improvements can always be made. Focusing on the objective in each category and managing toward a solution help build unity. Most projects require multiple resources from multiple entities, so focusing on the objective will produce the best results with the limited resources available. Focusing on the objective will also help reduce possible personality conflicts and prevent secondary priorities that can hinder good decision-making.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

Regarding affordable housing, I would focus on producing a multiple rung approach, using a ladder analogy. The goal is to provide everyone with the opportunity to make it to the top of the ladder, regardless where they may start. Working with different developers would provide various attractive housing types from lower to mid-level incomes. This approach would provide smaller multi-unit apartments on a lower rung to larger condominiums on the upper rungs. This multi-unit three to five story urban approach would enable more individuals and families to build equity and establish a sense of community that would enhance the quality of life for all residents.

Regarding traffic, I would investigate the concept of timing all traffic lights on major arterials during rush hour to the speed limit. This would enable the most cars per hour to flow through the city and cut down on the number of stops and wasted idling time. No gain would be derived by not obeying the posted speed limit, which would increase safety as well as reduce pollution. This change could also help improve quality of life, as driving time would be reduced.

Regarding quality of life, which is a general term, I would continue to increase and maintain the various hiking trails, parks and other city amenities. Offering community activities create a sense of belonging and attachment to the city that offers many dividends and helps establish an identity. Encouraging business growth within the city enables more residents to work near where they live, which also increases quality of life and provides more tax revenue. Properly maintaining roads is also a contributor to increasing the quality of life of its residents.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

I am currently a board member of the San Marcos Unified School District.

OTHER RELEVANT EXPERIENCE/EXPERTISE

General Contractor, Eugene, Oregon 5 years

I managed various construction teams for mostly new and remodeled residential projects in the areas of roofing, painting, dry wall, concrete and carpentry. I also designed and built a new private school on seventy acres in Dexter, Oregon that taught about seventy young adult students and housed about thirty staff. Projects consisted of dormitories, a cafeteria and kitchen, bathing facilities, tool sheds, irrigation for farming with water, sewer lines and roads for daily operation.

Publishing Director, Springfield, Oregon

2 years

I managed a national quarterly magazine for a non-profit organization consisting of five staff members for writing copy, taking and developing photos, with in-house printing, post production and plate development capability.

Hewlett-Packard Corporation, Portland, OR and San Diego, CA

25 years

I had various management positions as an engineer, sales representative, OEM manager, product marketing manager and new product launch manager. I was responsible for working with various functional areas like R&D, Manufacturing, Customer Assurance, Finance and Personnel to ensure products success. In addition, I was responsible for computer products specifications, distribution channel, pricing and promotional activities worldwide

Graham Consulting, San Marcos, CA

10 years

I worked primarily with Hewlett-Packard designing and tabulating market surveys and performing competitive analysis. I also conducted a study to determine if a new bridge product was necessary and developed relationships with major customers and manufacturing divisions to provide those products in a profitable manner worldwide.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

My understanding of the council's role is to serve the citizens of the city in an honest and transparent manner, bringing one's experience and knowledge to make the best decisions for the most people. It is ensuring that the budget is balanced annually and that citizens' needs are met in the most efficient and productive manner. It also includes listening to the concerns of those within the city boundaries and making decisions that will meet short-term needs and well as look toward the future to increase affordable housing, reduce traffic and increase the quality of life for all residents.

Have you ever attended a meeting of this City Council?

NO X YES If so, how many?

About five

Searchable resume as requested:

Victor Graham

Product Marketing Mgr. / Business Development Mgr. / Major Acct. Mgr.

Product Positioning / Strategic Planning / Sales and Marketing Leadership/ Start-ups / Contract Negotiation / Competitive Analysis / Partnership Development / Industry Spokesman / Forecasting

Fortune 500 Marketing Leadership: I have been fortunate to enjoy a classic marketing career that has included key positions with Hewlett-Packard and Flextronics International. Career track: Professional growth involving divisional field support, developing a new distribution channel, promoting existing product family, deciding new product features with R&D, introducing an over \$100M new product line worldwide, and performing competitive analysis. I received divisional recognition for the best worldwide product launch since division's founding in 1958.

Entrepreneurial Experience: Over the past 15 years, I have been utilizing marketing expertise gained within major corporations in building small and midsize businesses. I have a track record of increasing sales, reducing costs, and streamlining operations in a wide range of situations. I also assisted in the founding of a new HP division, developed new partnerships with an engineering design firm, started a market research company, and developed a new distribution channel.

Customer Satisfaction: For over 12 years, I have worked in all aspects of customer interaction from a commissioned sales representative, a marketing consultant, and a European major account manager for 51 companies. I have worked with major OEMs understanding their needs and developing successful long-term relationships involving new technologies. I also received a national **First Place Quota Performance** award from Hewlett-Packard.

International Experience: My career has given me the opportunity to grow businesses in more than 20 countries in the Far East and Europe.

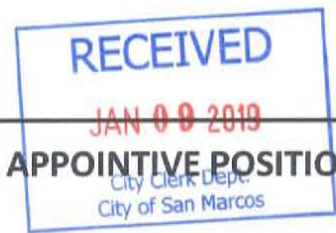
AAS: SUNY at Farmingdale, **BE:** SUNY at Stony Brook, **MBA:** University of Oregon (34% complete)

Selected Achievements & Skills

- ☐ **Helped start a new HP division.** Instrumental in initiating a new IP licensing division working with legal to develop contracts and the necessary policies to become self-funded in less than six months. Generated over \$26M in new business from scratch and helped develop several new bridging products to pioneer the use of new technology. After competition with other HP divisions, my team received a \$50M grant to start a new R&D operation in Spain, complete with technology transfer, product plans and corresponding 5-year financials.
 - ☐ **Developed a new distribution channel.** Responsible for developing policies and procedures to increase OEM sales, which resulted in a 1305% improvement with support from 92% of the targeted companies.
 - ☐ **Successful worldwide product introduction.** Lead a cross-departmental marketing team to introduce an over \$100M product line worldwide. Coordinated all sales promotion, user documentation, distribution channel training and pricing activities. Introduction was the most successful since the division's founding in 1958 based on sales results.
 - ☐ **Skills:** Strong written and verbal communication skills. Personable and capable of working cross-functionally with finance, R&D, manufacturing, customer assurance, sales and marketing, as well as with upper management, in medium to Fortune 500 companies. Proficient in solving technical business problems and implementing solutions under tight deadlines. A hands-on manager capable of efficiently managing budgets in the consumer electronics market.
-

Career overview / Entrepreneurial and Fortune 500 Experience

- ☐ **Flextronics International** --- Business Development Manager, 2001-2004
- ☐ **Hewlett-Packard** --- European Account Manager, 1997-2000, New Product Launch Manager, 2007-2009
- ☐ **Graham Consulting** --- Director, 1992-1997, 2004-2007, 2009- present
- ☐ **Hewlett-Packard** --- Product Marketing Manager, largest WW printer market share, 1988-1992



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APPLICANT INFORMATION

NAME			DATE
FIRST Frank	LAST Yakos		01/02/2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92078	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
San Marcos	California	92078	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
13 years, 10 months		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
John Lee	
Bryan Allen	

APPLICANT NAME

FIRST Frank

LAST Yakos

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
Raintree HOA (Arnold, MD)	07/1992	03/1995	Vice President
Rosemont HOA (San Marcos)	09/2017	Present	Board Director
CA Highway Patrol (CHP) Senior Volunteer	08/2017	Present	N/A

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Tumeq LLC	05/2017	Present	Aircraft Integration	Consultant
Selex Galileo Inc	01/2011	01/2017	Airborne Radars	Director, Bus Develop
General Atomics Aeronautical Systems Inc	08/2006	01/2011	UAV Systems	Director, Bus Develop

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Marquette University, Milwaukee, Wisconsin	Physics & Math	B.S.

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? Solving problems. This includes: prioritizing requirements, assessing key issues, exploring alternative solution approaches to community issues.

MOST CHALLENGING TO YOU? Bringing closure to an issue/problem which is mutually agreeable to all concerned parties.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

Assessing the implications of various city growth opportunities and analyzing the implications to the community culture and well being.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

- Determine/understand the end goal of the project or program
- Gather the pertinent data and background from which logical and objective conclusions can be derived
- Assess the impact on all affected parties in the program
- Present for recommended approval, a program which fulfills the intent of the established guidelines

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

None

OTHER RELEVANT EXPERIENCE/EXPERTISE

12 years in the United States Air Force flying Fighter and Transport aircraft
30 Years in program management and business development for aircraft avionics and sensor payload systems for both government and civilian customer organizations.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

To best represent the people of San Marcos in maintaining a positive vibrant city culture in which people would want to move to and help the explore the best way to maintain a proper and sustained growth.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 12

FRANK T. YAKOS

SUMMARY OF QUALIFICATIONS

Profit/Loss responsibility, business development, marketing, and product development experience. Energetic team oriented leader. Able to establish rapport and credibility with functional groups to successfully lead goal oriented teams.

- Leadership - Directed integrated project teams to assess customer requirements and propose technical solutions for government and commercial aerospace avionics and electronics system products.
- Business sense and acumen developed through operational requirements analysis and acquisition strategy experience. Able to propose innovative solutions to address customers' unique operational needs.
- Technical background in avionics, electronic data gathering sensor payloads & products in aerospace industry for manned/unmanned aircraft supporting airborne reconnaissance missions.
- Understands government procurement process and procedures to bid competitive winning proposals

PROFESSIONAL EXPERIENCE

TUMEQ LLC Business Development Consultant

**05/2017 – Present
San Marcos, CA**

Responsible for developing a strategic business marketing growth plan, assessing current company's core competencies, to successfully address future business potential in the small to mid sized aircraft avionics and sensor marketplace.

SELEX GALILEO, INC. Director, Radar Business Development

**01/2011 – 01/2017
San Marcos, CA**

Developed and executed corporate capture plans for U.S. Government radar programs and doubled company radar bookings in the airborne Intelligence, Surveillance & Reconnaissance (ISR) market.

GENERAL ATOMICS AERONAUTICAL SYSTEMS, INC. Director, Business Development

**08/2006 – 01/2011
San Marcos, CA**

Developed business pursuits of electro-optical and SAR/GMTI radar payloads for the Predator Unmanned Air Vehicle (UAV) and other small unmanned aircraft in the airborne ISR market. Pursued the Homeland Security Predator UAV radar program and U.S. Navy UAV reconnaissance payload systems programs.

L-3 COM, RUGGEDIZED COMMAND and CONTROL SOLUTIONS Director, Business Development/Product Development

**03/2004 – 05/2006
San Marcos, CA**

Led Division Business Development functions: Strategic Marketing, Product Development, Technology Roadmaps, Bookings Objectives, and Cost Center budget control.

BAE -INFORMATION and ELECTRONIC WARFARE SYSTEMS Senior Business Development Manager

**01/2002 – 03/2004
Nashua, NH**

Responsible for Business Development activities across Electronic Warfare business Airborne Counter Measures systems .

**NORTHROP GRUMMAN / LITTON GUIDANCE AND CONTROL
Midwest Regional Manager**

**08/1996 – 12/2001
Dayton, OH**

Responsible for Litton Field Business Development in Central U.S. and also responsible for Dayton regional office for U.S. Air Force procurement activities at Wright Patterson Air Force Base (WPAFB)

**LOCKHEED MARTIN TACTICAL COMMUNICATIONS SYSTEMS / HARRIS CORP/
WESTINGHOUSE DEFENSE AND ELECTRONICS**

**08/1982 – 08/1996
Washington, DC**

Manager/Director, Washington DC Operations

Managed Washington Office as company liaison with Department of Defense (DOD) customers, congressional staff members, and foreign consulates and embassies.

UNITED STATES AIR FORCE (USAF) & AIR NATIONAL GUARD (ANG)

**08/1970 – 07/1982
USA**

USAF F-4 Aircraft Weapons System Officer and C-130 Aircraft Navigator

ADDITIONAL RELEVANT EXPERIENCE

- Board Director for Rosemont Home Owner's Association in San Marcos 09/2017 - Present
- California Highway Patrol Senior Volunteer 08/2018 - Present

EDUCATION

- Bachelor of Science (BS) in Physics and Mathematics from Marquette University, Milwaukee Wisconsin
- USAF Navigator Aircrew Training and Fighter Weapons Systems Aircrew Certification
- USAF Squadron Officers School and Command and Staff Officer Certification
- Business Management Executive, Proposal Management, and Win Strategy Certifications

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APPLICANT INFORMATION			
NAME			DATE
FIRST James	LAST Pennock		01/09/2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California <input type="text"/>	92069	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
San Marcos	California <input type="text"/>	92079	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
25 Years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES	
INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Jim Desmond	
Rick Gittings	

Jim Pennock

SIGNATURE

1/9/18

DATE

APPLICANT NAME

FIRST James

LAST Pennock

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
Planning Commission	2013	2015	Planning Commissioner
Boy Scouts of America - Kit Carson Chair	2012	2016	Chairman
North County Interfaith	2009	Present	Board Member

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION
(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Pennock Insurance Agency	2017	Present	Insurance	Broker
Farmers Insurance	1991	2017	Insurance	Agent

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
United States International University	Int'l Business	BS
Brigham Young University	Business	

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? The residents of the city are most interesting to me. I enjoy listening to their challenges and concerns, than discussing with wonderful elected officials plans, policies and procedures to help solve their concerns.

MOST CHALLENGING TO YOU? Same as above :).

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

1. Development: See through completion those projects already underway - like to see those expedited.. Creekside District, University district, area over by Frys, Mission Rd - There are some projects that have stalled. Would like to be a catalyst in seeing those completed.
2. Traffic : I would also like to see better technology on roadways to improve traffic in and around the city.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

1. Communication.. Better communication with residents through outreach programs.
2. Research.. Look into all available resources to improve traffic
3. Listen...It seems SDGE and the power lines are a huge concern for residents. Would like to review and research all available resources and options. Listening to available experts.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

None.

OTHER RELEVANT EXPERIENCE/EXPERTISE

Have served on Budget review committee, Student and neighborhood relations committee and planning commission. Have taught in SMUSD as a substitute school teacher and have coached youth sports in San Marcos for 25 plus years. I have a pretty good pulse on San Marcos residents concerns.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

Well, to take from Mission Statement that I agree with: Provide leadership and stewardship of resources entrusted to our care by the citizens and employees of San Marcos. Execute duties intelligently, respectfully, honestly and with respect for all cultures, religions and races without prejudice.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 25 Plus

Jim Pennock

I look to utilize the interpersonal relationship skills and knowledge obtained through running my own business for the past 25 years to help propel public agencies to be more effective and efficient. I hope to increase moral and attitude within human resources and increase financial responsivity through effective planning and budgeting. Found to be Hardworking, honest and innovative in my approaches to helping others succeed.

EXPERIENCE

Pennock Insurance Agency

01- Jan-2017 to Present

Sales and service of Insurance contracts

Farmers Insurance Group

01-Aug-1991 - 11-Aug-2016 – Insurance Agency Owner

I enjoyed a long career as an Insurance agent with Farmers Insurance.

Operated my own agency for 25 years - growing from 0 to 2500 policies and generating millions of dollars in annual premium.

Director of Sales – Recruited, trained and mentored producers: helped them meet their income goals

Focused on all lines of business - Home / Auto / Life / Health and Commercial.

Currently hold P&C and Life/Health license in CA / UT and AZ.

Managed day to day sales, service, claims, underwriting of personal and commercial lines policies.

Managed accounting, finance, human resource,

Presented multiple public policy presentations to agencies.

Used my learned intelligence for creative marketing ideas.

Excelled at providing a positive customer experience.

Oversaw all Financial Management of agency, including auditing and reporting

EDUCATION

Brigham Young University / United States International University -

Graduated in 1991 with BS in International Business Administration

Other Skills and Experience

* **Fluent in English and Spanish**

* **Teacher in San Marcos Unified School District**

* **Provided consulting for Public Administration policies**

* **Served on Student and Neighborhood relations committee for City of San Marcos**

* **Served on the Budget Review committee for City of San Marcos 2009-2011**

* **Served on the Planning Commission for City of San Marcos 2013-2015**

* **Served as Chairman of Kit Carson District for Boy Scouts of America**

* **Coached multiple youth sports teams for last 30 years**

* **Served on multiple boards with non-profits over last 30 years**

INSTRUCTIONS:

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Candidates must be 18 years of age, reside within the corporate limits of the City of San Marcos, and be registered to vote in the City of San Marcos at the time the application is received.

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APPLICANT INFORMATION

NAME			DATE
FIRST Houa	LAST Vongsachang		01/09/2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92078	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
Carlsbad	California	92011	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
15 years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY

NAME		PHONE
Ann Lai Ward (15 years)	1281 Avenida Amistad, San Marcos, CA 92069	
Jerry Mason (5 years)	1550 Hermosita Dr., San Marcos, CA 92078	

01/09/2019

DATE

APPLICANT NAME

FIRST Houa

LAST Vongsachang

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
National Association of Realtors & NSDCAR	01/2014	Present	Realtor & Member
Asian Pacific American Coalition & Thai Americ	01/2012	Present	Member & Founding member
Harvard Club of SD & SM Chinese Friendship A	01/2009	Present	Member & Member

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION
(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Keller Williams Realty, Carlsbad, CA	3/2014	Present	Real estate	Realtor
eWaste Tronic, San Marcos, CA	6/2012	11/2013	electronic wastes mgt	Recycler
DDH Enterprise, Inc., Vista, CA	2/2007	6/2012	Electronic Manufacturi	Mfg Sales Engineer
Sleep Train, Inc., San Diego, CA	6/2004	5/2006	Bedding and funiture	Store Manager

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Keller Williams University, Carlsbad, CA (January 2014 – Present)	Real Estate	License
American School of Real Estate (November 2013)	Real Estate	Certificate
Mesa College, Arizona (May 2002)	Computer Info System	Oracle Certificat
Mesa High School (June 1982)	General	Diploma

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? Economic Development,Building & Code,Land Planning,Real Property Services,Annual Budgets, CFD,Fair Housing,Home Rehabilitation Loan,Manufactured Home,Rental Assistance,Mobile Home Park Rent,Community Block Grant,Business License,Capital Improvement,Arts&Cultural

MOST CHALLENGING TO YOU? Aquatics, Outdoor Adventures, Sports.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

1) ECONOMICS - Create the first Asian shopping plaza and electric auto center.

2) EDUCATION - Add the orchestra classes and promote schools/colleges to international students.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

1) ECONOMICS – San Marcos is central to Carlsbad, Oceanside, Vista, and Escondido. By working with the City Council, City Manager, Development Services, and San Diego/local Asian business leaders, my proposed Asian shopping mall will bring more sales tax revenue to San Marcos by providing convenience to 78 Corridor shoppers from traveling down to San Diego. My other proposed project is the electric auto center that comprised of domestic and foreign made electric vehicles. I will promote San Marcos to foreign electric auto manufacturers.

2) EDUCATION – I have network with China educational firms and I will promote San Marcos schools and colleges to students from China. Moreover, I've been working with the Community Center staff for 10 years and I will continue to working closely with the staff by introducing the orchestra program to the Enrichment Classes.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

None.

OTHER RELEVANT EXPERIENCE/EXPERTISE

I had tagged along with the San Marcos Youth Commission for 10 years due to the fact that all my three children were YC Chairpersons. I was the Adult Supervisor for the San Marcos Youth Orchestra for 10 years as well. I also attended numerous YC meetings and participated in many YC events such as Kids Connected to Culture, July 4th, Casa De Amparo, Halloween Carnival, and Santa's Village, etc.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

The City Council is an elected legislative body of the city government with a part-time job,but full-time commitment.The Council deals with the city's goals,major prjs,infrastructure impts,land use,finances and strategic planning.The responsibilities are to participate in discussions,vote to pass ordinances/budgets,make appropriations,and oversees city commissions' activities

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 9

Houa Vongsachang

Objective	A San Marcos City Councilman position that requires a full commitment, integrity, professionalism, reliability, responsibility, communication skills and organizational ability to support the City Council's policy-making activities such as continue building the City with strong economy, friendly environment, aesthetic architecture, diverse employment, mixed culture, family recreation, solid education, and equal housing opportunities.
Qualifications	<ul style="list-style-type: none">• Family lives in San Marcos since 2004• Registered to vote in the City of San Marcos• Relevantly volunteer and participate in City's programs for over 10 years• Attain over 20 years of business planning, accounting, sales and marketing experiences• Possess proactive prospecting talent• Excellent customer service, mediation and conflict resolution aptitude• Solid technical background and proficient in the use of modern office equipment, computerized accounting and inventory-tracking systems• Proven abilities to work efficiently as a team member and sole contributor; self-motivated• Strong interpersonal, written/verbal communication skills• Capable of speaking five foreign languages fluently (Chinese Mandarin, Cantonese, Chiuchow, Thai, and Laotian)
Education	Keller Williams University, Carlsbad, CA (<i>January 2014 – Present</i>) American School of Real Estate (<i>November 2013</i>) Mesa College, Arizona (<i>May 2002</i>)
Professional Affiliations	National Association of Realtors North San Diego County Association of Realtors Asian Pacific American Coalition Thai American Association of San Diego Harvard Club of San Diego Wat Buddhajakramongkolratanaram Thai Temple of Escondido San Marcos Chinese Friendship Association
Technical	<u>OS Platform</u> Windows 10/8/7/Vista/XP/ME/2000/98/95, Windows NT 4.0, UNIX, LINUX <u>Application</u> Microsoft Word/ Excel/ Access/ PowerPoint/ Outlook, Oracle
Work Experiences	Keller Williams Realty (<i>Carlsbad, CA 3/2014 – Present</i>) <u>Realtor</u> <ul style="list-style-type: none">• Awards earned: Bronze Medallion 2018 (sold 15-26 properties)• Provide guidance and assist sellers and buyers in marketing and purchasing property for the right price under the best terms• Determine clients' needs and financial abilities to propose solutions that suit them• Intermediate negotiation processes, consult clients on market conditions, prices, mortgages, legal requirements and related matters, ensuring a fair and honest dealing• Perform comparative market analysis to estimate properties' value• Display and market real property to possible buyers• Prepare necessary paperwork (contracts, leases, deeds, closing statements etc)• Maintain and update listings of available properties• Cooperate with appraisers, escrow companies, lenders and home inspectors• Develop networks and cooperate with attorneys, mortgage lenders and contractors• Promote sales through advertisements, open houses and listing services• Remain knowledgeable about real estate markets and best practices• Provide customer services after close of escrow

Houa Vongsachang

Work Experiences

eWaste Tronic (*San Marcos, CA 6/2012 – 11/2013*)

Recycler

- Preserve the environment by recycling obsolete electronics
- Procured electronic wastes in US and resold to China for electronic wastes management

DDH Enterprise, Inc. (*Vista, CA, 2/2007 – 6/2012*)

Sales Engineer (*Electronic Manufacturing*)

- **Awards earned:** 4 annual Supplier Awards for the company by collaborating with Teams: Engineering, Purchasing, Manufacturing, and Quality Assurance
- Responsible for the development of new business and expanding current clients' relationships
- Developed comprehensive sales plans, marketing tools and strategy to align sales and marketing activities with the overall company vision / mission
- Provided feedback to management on information pertaining to clients, client prospects and market conditions
- Developed a sales goal and marketing budget
- Liaison to international joint ventures
- Visited prospective and existing clients regularly for feedback and potential new businesses
- Exceeded sales goal by 180%
- Maintained adherence and compliance to ISO 2008/13485, ITAR, IPC, RoHS, and UL

Sleep Train, Inc. (*San Diego, CA 6/2004 – 5/2006*)

Store Manager

- Conducted sales with a high degree of professionalism, integrity and consistently exceeded all sales goals by at least 130%
- **Awards earned:** Southern California #1 Salesperson (2005)
Best Decorated Store (2005)
Sales Champion (2006)
- Provided excellent customer service by giving solutions and convenience to customers
- Regularly attended company meetings for rules and regulations compliance
- Motivated to learn new products and competitors' marketing strategies
- Worked as a team in daily store operation and administration such as opening/closing procedures, existing customers account service, new clientele's establishment, inventory, monthly reports and store maintenance activities

Bonfante Gardens Theme Park (*Gilroy, CA 3/2003 – 11/2003*)

(Managed by Paramount Parks/Viacom Corporation)

Help Desk Technician / Systems Administrator

- System administrator for 350 users in UNIX and Windows platforms; ensure database integrity
- Diagnosed and resolved system configuration issues; troubleshoot and fixed client/server connectivity problems such as incorrect protocols, software compatibilities, authentication configuration, and system privileges/permissions
- Provided training and technical support to users.
- Liaison to cross-functional groups (e.g., Marketing, HR, Finance, Admission, Entertainment, Merchandise, and Warehouse)
- Handled server level administrative tasks; items such as planning and scheduling data backup activities; monitoring the system logs, servers' performance, and user account management
- Responsible scope also included application and software upgrade/patch activities
- Performed telecomm administrative and maintenance tasks for 300-phone systems

Houa Vongsachang

Work

Experiences

Chang Earn Company (*Mesa, AZ 1/2001– 2/2003*)

Sales Representative / Manager

- Assisted in the implementation of in-store promotions
- Suggested new products and researched sources for new inventory
- Provided daily customer service
- Dealt with the inventory for the purpose of ensuring correct specification, quantity, and quality
- Compiled and sorted documents, such as checks, and substantial business transactions
- Conducted sales analysis functions
- Prepared monthly reports detailing the company's financial performance

Arthur Andersen (*Tempe, AZ 5/2000 – 1/2001*)

(**General Motors Corporation** - International Product Center Department)

Accounts Analyst

- Performed account analysis and executions by using the General Motors' Enterprise ERP Accounting System
- In charge of maintaining and reconciling 70 international clients accounts

Lucky Chinese Restaurant (*Casa Grande, AZ 2 /1995 – 2000*)

Manager / Accountant

- Operated daily business, supervised 8 employees, and took course of actions on customer complaints
- Applied good accounting methods which improved financial accuracy, prepared payroll checks, reported and filed all taxes, conducted month-end closing, and sales analysis functions

Econ Food Corporation. (*Los Angeles, CA 6/1992 - 1/1995*)

Sales Representative / Accounting Supervisor

- Managed all import & export business activities
- Serviced customer accounts in a 15-states area and increased revenue over 120%
- Suggested new products and researched sources for new inventory
- Assisted in developing company wide sales literatures and advertisement
- Prepared daily cash receipts and monthly reports detailing the company's financial performance
- Selected to represent the company in trade shows

Personal

U.S. Citizen, friendly personality, musician, enjoys meeting/helping people

References

Available upon request

Houa Vongsachang

The San Marcos City Council
1 Civic Center Drive
San Marcos, CA 92069

January 9th, 2019

Dear Mayor Jones, Councilwoman Jenkins, Councilwoman Nuñez, & Councilman Walton,

I am writing in response to your posting for a City Council member position. I am extremely interested in exploring the possibility of working for the City of San Marcos with my high energy, integrity, and 27 years of diversified work experience.

I am currently a Realtor with Keller Williams Realty. Last year, I earned a Bronze Medallion Award for my achievements. Also, I have demonstrated my abilities in applying good practices in business analysis, management, international joint venture, manufacturing, environmental preservation, technical development, and customer service support in my past employments. Having volunteered and participated in the San Marcos City's events for the past 10 years, I am confident that I can serve the San Marcos public well. Moreover, my ability to speak multiple languages will put San Marcos on the map and take the City to the next level. I feel that I can be an asset to the City of San Marcos if I am granted with this City Council member opportunity.

I am looking forward to meeting you to further discuss my qualifications. Thank you very much.

Respectfully,

Houa Vongsachang

Enclosure: Resume

INSTRUCTIONS:

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Candidates must be 18 years of age, reside within the corporate limits of the City of San Marcos, and be registered to vote in the City of San Marcos at the time the application is received.

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APPLICANT INFORMATION

NAME			DATE
FIRST Ariel	LAST Otero		01-06-2019
RESIDENCE ADDRESS			HOME PHONE
CITY			STATE
SAN MARCOS			CA
ZIP			CELL PHONE
92069			
BUSINESS ADDRESS			EMAIL
CITY			STATE
Carlsbad			CA
ZIP			BUSINESS PHONE
92010			
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
8 months		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY

NAME	PHONE
Michele Penilla	
Dale Cummins	

SIGN/

01-06-2019
DATE

APPLICANT NAME

FIRST *Ariel*

LAST *Otero*

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
<i>Amazon Logistics</i>	<i>Oct. 2018</i>	<i>Present</i>	<i>Logistics</i>	<i>Learning Coordinator</i>
<i>Lyft</i>	<i>May 2018</i>	<i>Oct. 2018</i>	<i>Transportation</i>	<i>Community Associate</i>
<i>Think Together</i>	<i>Dec. 2017</i>	<i>May. 2018</i>	<i>Education</i>	<i>Program Leader</i>
<i>Amazon Fulfillment</i>	<i>Oct. 2012</i>	<i>May. 2017</i>	<i>Logistics</i>	<i>Learning Coordinator</i>

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED

MAJOR

DEGREE

<i>Rialto High School</i>		
<i>San Bernardino Community College</i>	<i>Political Science</i>	<i>NO</i>

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU?

The development of our local community to improve our opportunities and well being. Specially our natural resources and business opportunities.

MOST CHALLENGING TO YOU?

To fairly manage and distribute funds and resources to further grow SAN MARCOS as well as doing it without bias.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

I would like to see the continue improvement of our parks and recreation programs. As well as our education programs such as more community events for children's learning. More small business start up programs for the city.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

The best approach to any projects or programs is to have a higher view of the details. Have as much information and plans to set up the programs to a great start and potential to succeed.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

N/A

OTHER RELEVANT EXPERIENCE/EXPERTISE

I have manage learner Departments. Budget and project management for training and learning on High volume Hiring.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

to Distribute Funds and resources to department and role on projects and permits or new itas that will impact SAN MARCOS.

Have you ever attended a meeting of this City Council?

☒ NO ☐ YES If so, how many? _____

Ariel A. Otero

SUMMARY OF QUALIFICATIONS

- Over 5 years' experience in Managing and Coordinating training's for large and small groups in a fast-paced, high-volume professional setting
- Extensive knowledge in developing and delivering effective curriculum based on Operational and Safety Requirements.
- Solution-oriented leader with the ability to navigate complex situations such as addressing and resolving customer/stakeholder questions, concerns, and complaints.
- Experienced in communicating effectively with employees and management of all levels.
- Skilled at working well under pressure, learning new concepts quickly, and communicating clearly and effectively.
- Demonstrated achiever with exceptional knowledge of motivational leadership, training development, safety and compliance, and business relations.

TECHNICAL and SOFT SKILLS

- Software: Microsoft Word, Excel, PowerPoint, Publisher
- Strong writing, organizational, and multitasking skills
- Excellent at networking and developing partnerships

PROFESSIONAL EXPERIENCE

Learning Coordinator Oct 2018 – present

Amazon Logistics Carlsbad, CA

- Manage and update all training material for Site, including rewriting materials to be site specific
- Manage training, permissions, badges, security access for new associates onboard or transfer to site
- Perform time management, i9 verification, and various HR onsite duties for associates
- Work with station manager to improve or implement new process and drive the site to compliance
- Manage various associate and community engagement activities and projects for site
- Help roll out New Driver program along with DRM's

Community Associate May 2018 – Oct 2018

Lyft San Diego, CA

- Guide drivers through the onboarding process whether in person, at an event, phone or email
- Support applicants and current drivers with any issues they might encounter before and after their first ride
- Perform pre- and post- applicant outreach to get drivers approved and on the road
- Launched and maintain 2 new sites in north county and brought them to be top 15 NPS rated sites in the nation
- Help run promotional events for the company i.e. driver appreciation event for the region
- Help develop Training material for new CA's for SAN region
- Develop Manager Mentorship program for current employees in SAN

Program Leader February 2018 - April 2018

Think Together Rialto, CA

- Lead a group of up to 25 students in an instructional setting
- Serve as a positive adult role model
- Provide homework assistance, academic enrichment and physical activity, using curriculum and materials provided by the program
- Create an engaging environment that fosters a sense of belonging
- Support students in making positive behavior choice and take disciplinary measure when appropriate
- Ensure student safety

Cashier and Merchandiser October 2017 – February 2018

Total Wine and More Rancho Cucamonga, CA

- Operate POS cash register, and count money in cash drawer to ensure the amount is balance at SOS and EOS and make bank deposit of sales
- Maintain thorough knowledge of store merchandise
- Greet customers and handle telephone inquiries, solving questions they have about our services
- Stock and upkeep merchandise in store making sure products are display in such a way that stimulates interest and entices purchase
- Maintain knowledge of beer and spirits to assist customers in finding and discovering new beverages

Learning Coordinator/Trainer

May 2012 - May 2017

Amazon Fulfillment

San Bernardino, CA

- Responsible for successfully managing two Amazon Sort Center operations through High Volume Hiring (HVH) peaks training and onboarding 3000+ associates in a 1 year timespan.
- Managed day-to-day activities, attended regularly scheduled operations meetings, and worked with stakeholders to accomplish facility goals and objectives.
- Tasked with additional duties such as development of employee engagement projects such as creation of banners and logos.
- Directly supported the Safety Department to update and create training materials while navigating unforeseen changes in Safety Regulations and Protocol.
- Trained and developed both Regular and Seasonal training teams.
- Regularly audit and evaluated processes driving consistent improvement in Process Training maintaining quality standards and network safety goals were met.
- Co-authored Hazmat and Damages processes, facilitated trainings for Powered Industrial Trucks (PIT) and Trailer and Dock Release (TDR).
- Worked to support teams interdepartmentally to create a positive new hire experience.
- Created and maintained quality metrics for warehouse operations team.

EDUCATION

- Pharmacy Technician Certification Program - certification obtained
2009 – 2011
- San Bernardino Valley College - Political Science major - Not completed
2017 - 2018

APPLICATION FOR CITY COUNCIL APPOINTIVE POSITION

INSTRUCTIONS:

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APPLICANT INFORMATION

NAME			DATE
FIRST Robert	LAST Banks		01/05/2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92078	
BUSINESS ADDRESS			EMAIL
(same)			
CITY	STATE	ZIP	BUSINESS PHONE
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
8 years, 4 months		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Bonnie Dowd	
Melanie Hernandez	

Robert M. Banks, III

SIGNATURE

01/05/2019

DATE

APPLICANT NAME

FIRST Robert

LAST Banks

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
Salt Lake County Planning Division	06/1992	08/1993	(Planning Division)
City of Sandy (Salt Lake County, Utah)	08/1993	08/1995	(IS and GIS Department for city)
Boys and Girls Clubs of East County San Diego	01/2005	01/2012	Member of Corporate Board of Directors

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Activ365 Consulting	03/2017	Present	Exec & Life Coaching	Founder/Owner
Sharp Coronado Hospital (Sharp Healthcare)	04/1998	Present	Healthcare	Entity Coordinator (IT)

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
San Diego State University, San Diego, California	Business Administrati	MBA
San Diego State University, San Diego, California	Geography (Res/Env)	BA
Project Management Institute, Newtown Square, Pennsylvania	Project Management	PMP
Accomplishment Coaching, San Diego, California	Exec/Life Coaching	Certification

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? What most interests me about the City Council is participating in the review, evaluation and decision-making processes regarding issues before the city I live in and love. It's really an opportunity to participate, be a part of the city's future and to give back.

MOST CHALLENGING TO YOU? I imagine the most challenging activities of the City Council are: (1) ensuring that the citizens have a voice when it comes to issues at hand - and making sure those voices are heard; and (2) putting aside your own opinions and positions on a matter to alleviate bias(es) you might have.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

There are many programs and projects I would like to see improved and implemented. Some of these include: (1) Improving police (Sheriff) enforcement in communities and on the roads of San Marcos; (2) Creating a managed or balanced approach when it comes to residential growth and development; (3) Developing a way to bring better jobs to our city with new entrepreneurs, businesses, etc.; and (4) Working on Public Safety in terms of disaster preparedness.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

Nothing is done in a vacuum in the world of business, government or life for that matter, so the approach needs to be collaborative and inclusive. This would begin with identifying the specific issues or problems first. Once that is done, it's then a matter of identifying the scope around that issue, which also includes determining the right stakeholders associated with the project or program. Next, you gather the interested or affected parties and work together to create the project or program and work it through its phases until its natural end. This may end up being a phased or an iterative process because of the extent of the overall scope, but that's one effective way to start your approach.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

I have no current involvement in organizations or activities that would result in a conflict of interest.

OTHER RELEVANT EXPERIENCE/EXPERTISE

My career experiences (e.g., Coaching, Healthcare, past municipal work) have allowed me to work with people from all walks of life and at all levels of an organization. This is absolutely relevant and valuable experience in terms of working as a council member because you will work with people across the spectrum of a city organization, as well across a city in general. I also have experience in Lean Six Sigma with a Yellowbelt certification.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

I believe the roles and responsibilities of the City Council are to: support the mission and values of the city; guide the vision of the city and its residents; promote the interests of the citizenry; work collaboratively with other city officials and staff; and to participate actively in the city's matters to ensure we're providing a good, safe, secure environment in which to live and work.

Have you ever attended a meeting of this City Council?

☒ NO ☐ YES If so, how many? _____

ROBERT M. BANKS, III

AREAS OF EXPERTISE:

- **Leadership & Communication:** Ability to influence others with actions first, as well as enthusiastically lead and effectively communicate to inspire people across the organization to build success together.
- **Project Management & Process Improvement:** Certified PMP with strong organizational skills and knowledge to assess, plan, evaluate and manage projects, as well as analyze ways to streamline and improve efficiencies.
- **Client Relationship & Success Management:** Build, develop and manage client relationships with executives, management, other departments, vendors, teams and individuals to enhance collaboration, solve problems and ensure customer satisfaction and success.
- **Information Technology:** Solid understanding of IT principles. Extensive experience and knowledge working with various mainstream business and clinical applications, operating systems and networks.
- **Advanced Business & Technical Knowledge:** In addition to being an MBA graduate, possess over 20 years of professional work experience as well as working knowledge of a variety of business applications including the entire Microsoft Office suite, Visio, SharePoint, Lawson, and web Content Management Systems.

EDUCATION / PROFESSIONAL CERTIFICATIONS:

Master of Business Administration:	<u>San Diego State University</u> <ul style="list-style-type: none">• MBA – Management emphasis
Bachelor of Arts:	<u>San Diego State University</u> <ul style="list-style-type: none">• Geography – Resource/Environmental emphasis
Project Management Professional (PMP):	<u>Project Management Institute</u> <ul style="list-style-type: none">• Project Management Professional certification
Lean Six Sigma:	<u>Sharp HealthCare</u> <ul style="list-style-type: none">• Yellow Belt certification
Certified Life Coach:	<u>Accomplishment Coaching</u> <ul style="list-style-type: none">• Graduate of top ontological coaching program in nation

PROFESSIONAL EXPERIENCE:

2017 – Present **Founder/Owner, ACTIV365 Consulting** – San Diego, California

Overview: ACTIV365 is an executive and life coaching firm established by me. I am a certified ontological life coach who is enthusiastic and passionate about helping people make the transformations they want to see in their lives or businesses to achieve their desired goals and levels of success. Responsibilities include:

- Work with people through a process of self-discovery to identify those meaningful projects and goals they want to achieve in their lives or businesses.
- Determine what is getting in the way of their personal or professional success and then create actionable and measurable plans with responsible and accountable ways for them to truly get what they want.
- Analyze their overall well-being across four primary health dimensions and then co-create a path of transformation to help them not only find their purpose, but live with and through their purpose.
- Discover those unique, limiting outlooks and behaviors each of has that can be transformed into individual strengths.
- Create paradigm shifts in thinking, being and action through improved self-awareness and open-heartedness that manifest and lead to enriched personal growth and success.

2007 – Present I.S. Entity Coordinator/Sr. Systems Analyst (Management of I.S. Department Operations & Projects)
Sharp Coronado Hospital and Healthcare Center – Coronado, California

Overview: Sharp Coronado Hospital and Healthcare Center is part of the Sharp HealthCare family of hospitals and medical groups, which is the largest healthcare organization in San Diego County. Responsibilities include:

- Manage all Information Systems (I.S.) projects including the implementation of information systems applications and technologies as well as the procurement of all information technology products.
- Serve on the Leadership team to address operational issues and projects for the site. Provide communications regarding events, projects or issues that affect information technology and systems at the hospital.
- Consult with hospital executive team, management, staff and physicians regarding technology.
- Perform customer and operational support for over 500 hospital employees by working as a liaison with vendors, leadership team, physicians, clinical and non-clinical staff members to coordinate and conduct I.S. work for over 30 hospital departments within guidelines and timeframes required to meet departmental/organizational objectives.
- Improve business operations within the organization by working on Quality Improvement teams where I employ tenets of my Six Sigma Yellow Belt certification to enhance internal practices and streamline operational efficiencies.
- Train and orient new management and staff on applications, systems, and processes in order to maximize user effectiveness.
- Produce new methodologies for managing entity-level infrastructure and technology projects.
- Develop new and revise existing processes, procedures, guides, documentation, forms, etc., for improved communications and overall operations.
- Create content for employee communications regarding site specific and I.S.-related projects, events and system implementations and upgrades.
- Led and participated in several interdepartmental teams across Sharp HealthCare to develop Standards of Behavior for all 20,000+ employees and leaders with the goal of improving service excellence within the organizational culture.
- Implemented a Physician Outreach program to improve physician satisfaction with information/clinical systems.

1998 – 2007 Systems Analyst for Customer Support (Coordination of I.S. Department Operations)
Sharp Coronado Hospital and Healthcare Center – Coronado, California

1997 – 1998 Consultant, MicroStrategy, Inc. (Business intelligence solutions) – Vienna, Virginia

1996 – 1997 Technical Coordinator, Sharp Coronado Hospital and Healthcare Center – Coronado, California

1995 – 1996 Information Systems Coordinator, City of Encinitas – Encinitas, California

1993 – 1995 Geographic/Management Information Systems Technician, Sandy City – Sandy, Utah

1992 – 1993 Engineering Technician, Salt Lake County - Urban Planning Division – Salt Lake City, Utah

PROFESSIONAL AFFILIATIONS AND PHILANTHROPY:

2005 – 2012 Member of Corporate Board of Directors
Boys and Girls Clubs of East County San Diego – Santee, California

2007 – 2008 Member of Board of Arts and Letters Alumni Chapter
College of Arts and Letters at San Diego State University – San Diego, California

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APPLICANT INFORMATION

NAME			DATE
FIRST Bruce	LAST Tait		01/09/2019
RESIDENCE ADDRESS			HOME PHONE
CITY			STATE
San Marcos			California
ZIP			CELL PHONE
92078			
BUSINESS ADDRESS			EMAIL
CITY			STATE
San Marcos			California
ZIP			BUSINESS PHONE
92078			
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
27 years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY

NAME	PHONE
Floyd Shuffield	
Scott Ashton	

SIGN

01/09/2019

DATE

APPLICANT NAME

FIRST Bruce

LAST Tait

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
Oceanside Chamber of Commerce	01/1990	current	Chr of Bd of Directors, Cr Emerging Issues Forum
Urban Land Institute	01/2013	current	none
American Public Works Association	08/2018	current	none

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION
(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Masson and Associates	02/2013	Current	Civil Engr, Land Use	Director of Engr.

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
San Diego State University	Civil Engineering	B.S.
Palomar Community College	Civil Engineering	Transfer
Vista High School	S.T.E.M.	

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? Decisions regarding land use issues and transportation improvements. This would include choices regarding implementation of the land use, housing and mobility elements of the general plan, and decisions regarding the capital improvement budget priorities.

MOST CHALLENGING TO YOU? Balancing the budget while providing the best possible services to the citizens of San Marcos. This requires tough choices regarding priorities and scheduling of improvements to City programs, services and infrastructure.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

It has been encouraging to see the increase in retail businesses in the last several years, but I would like to see a further increase. Additional retail provides more jobs for residents, reduces length of drives to obtain services, and creates a healthier tax base for the City. Since over half of the City revenues come from sales and property taxes, an improvement in sales and property values can only benefit the City. More revenues increases our ability to provide public safety, parks, better roads and other amenities.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

One method of increasing retail types of businesses is to provide venues where residents and tourists can have an enjoyable and memorable experience. Increases in online purchasing over the last few years have created challenges for conventional retail, but the businesses that provide experiences are not affected by online purchasing. Businesses that provide food service, group activities, musical and theatrical entertainment and other venues for socializing can be, and are, successful even in today's economy.

One method of providing the venue for this type of business is to create walkable communities that are attractive to live in and for visitors. It will encourage residents to avoid getting in their cars and will encourage visitors to get out of their cars and walk around and enjoy the area.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

As a civil engineer, I occasionally provide services to clients who are improving property in the City of San Marcos. I would need to recuse myself from any City Council decisions involving those clients or their projects.

OTHER RELEVANT EXPERIENCE/EXPERTISE

As a Civil Engineer and Land Use Planning Consultant, I have attended dozens of City Council, Planning Commission, Community Planning Group and Design Review Board meetings throughout San Diego County. I have served on boards and committees for Escondido Unified School District, Palomar College, Oceanside Chamber of Commerce and two different churches. During the last several years, I have traveled to Mexico, Guatemala and Uganda to provide volunteer civil engineering services to orphanages, churches and schools.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

The City Council is to provide overall guidance for the direction of the City. This includes setting priorities for services, liaison with other agencies, budgeting, ordinances, land use decisions, litigation matters, some general decisions regarding personnel, etc. However, the City Council leaves the details of daily City management to the City Manager and his departments.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 2

Bruce A. Tait



Since I purchased a new home in San Marcos in 1992, I have watched San Marcos grow and become a great place to live with several new public parks, additional schools, road improvements and a growing and healthy economic base.

EDUCATION San Diego State University Bachelor of Science in Civil Engineering

PROFESSION Civil Engineer Land Use Planner

COMMUNITY PROJECTS

Oceanside Chamber of Commerce	Past Chair of the Board of Directors, Current Chair of the Emerging Issues Committee, Member of the Governmental Affairs Task Force, Past Member of the Task Force for Preparation of Public Policy Guidelines
Inclusionary Housing Ordinance	Provided Assistance in Preparation of Ordinance
Guatemala	Assisted in Construction of School
Uganda Short Term Volunteer	Engineered Site, Water, and Sewer Plans for Orphanage
Ensenada Mexico Orphanage	Prepared Site Survey
Camp Allendale	Participated in Building a Camp for Children in Foster Care
Church Pastoral Search Committee	Part of a Search Team for a Pastor of a New Church in North County
Sommerset Condominiums	Served on HOA Board for a Condo Complex in San Marcos
Escondido Unified School District	Education Advisory Meetings for High School Drafting Classes
Palomar Community College	Attended Advisory Meetings for New Certificate in Engineering Technology

PUBLIC HEARING EXPERIENCE

As a Civil Engineer and Land Use Planner, I have attended and/or participated in hundreds of City Council, County Board of Supervisors, Planning Commission, Community Planning Group and Design Review Board Meetings. The purpose of my attendance was generally to present projects in public hearings for land use decisions or to learn about land use matters at public workshops.

CONCLUSION

If appointed to the San Marcos City Council, my goal would be to work toward a solution to a group of interrelated issues: provision of a wide range of housing types and prices for all residents, provision of sufficient transportation for the residents and visitors and provision of education for all students living in the City. It is important to provide housing and education for our children and grandchildren. This will require patient and persistent coordination and cooperation with Innovate 78, Caltrans, the San Marcos Unified School District and SanDAG and the involvement of builders and educators and our full community.

Along with these important issues, I will work towards an even stronger business base to provide more jobs. Local jobs will mean shorter commutes for our residents. Businesses that provide an enjoyable experience for local residents and visitors could be built in walkable communities, such as the Creek District.

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APPLICANT INFORMATION

NAME			DATE
FIRST	Craig	LAST	Garcia
			01/03/2019
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92069	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
San Marcos	California	92078	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
5 Years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Stephen Kildoo	
Matt Simmons	

Craig Garcia
SIGNATURE

Jan 3, 2019

DATE

APPLICANT NAME

FIRST Craig

LAST Garcia

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
North County Health Services	Jan 2014	April 2018	Board of Directors
Creek District Commity	Jan 2017	Current	Task Force Member
San Marcos Arts Council	Feb 2011	Aug 2015	Chairman

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION
(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Reliable Contact	2009	Current	Marketing	President/CEO
Old California Coffee House & Eatery	Jan 2011	Current	Restaurant	Partner/Owner

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Long Beach City College	Business	No
Cypress College	Business	No

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? Shaping the cities future smart growth, attracting more businesses and ensuring our financial stability

MOST CHALLENGING TO YOU? understanding why approved projects/permits takes so long to complete.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

The speed in which projects are being approved to build out.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

I would approach solutions to government by taking a business approach to city government. Understanding that time is money, I would like to see cross training withing our city governemnt, so that are always a minimum of two people that can handle a task.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

None

OTHER RELEVANT EXPERIENCE/EXPERTISE

I have been giving back to our community since Jan 2011, when we first closed escrow at Old Cal Coffee. I have been involved with many organizations from charity to business organizations. I helped oversee the 77 million dollar budget at NCHS, with 13 offices and over 250,000 visits. They have a lot of departments with a lot of moving parts, very similar to how the city operates.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

To represent the people and to oversee the growth, financial security and infrastructure of the city.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 15

CRAIG GARCIA

Professional Summary

Exceptional leader and very talented at business development, Networking and Public Speaking. Technically-savvy with outstanding relationship building, training and presentation skills.

Skills

- Extremely organized
- Team leadership
- Powerful negotiator
- Self-motivated
- Strong verbal communication
- Budgeting and finance
- Public speaking

Work History

President/CEO, 01/2011 to Current

Old California Coffee House & Eatery – San Marcos, CA

Took a failing local coffee shop and turned it the best coffee shop in San Diego. Implemented a design, streamlined the product line and created systems to provide the best customer service and experience possible.

President/CEO, 01/2009 to Current

Reliable Contact – San Marcos, CA

Created a CRM software firm for small business users to manage their leads, follow-up and the closing of sales. Created marketing services to help small businesses generate more leads through the CRM software.

President/CEO, 02/2006 to 01/2009

Nevada Marketing Inc – Oceanside, CA

Created training material and a marketing system where entrepreneurs could start their own business, learn how to market themselves and products online. Created a sales and training system for members. Sold this company in Jan 2009.

President/CEO, 12/2004 to 07/2006

Megabyte Computers Inc – Irvine, CA

Built and sold computers for small businesses in Orange County. Developed an on-site service department to install computer networks. Created a on-site service program for small businesses who couldn't afford to hire their own IT person. Our company became their IT department and entrusted us with all access/passwords to their entire companies computer network. Sold this company in 2006 and it is still up and running today.

Education

Business & Marketing

Long Beach City College - Long Beach, CA

Business & Marketing

Cypress College - Cypress, CA

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APPLICANT INFORMATION				
NAME			DATE	
FIRST WILLIAM		LAST PASHLEY		01/09/2019
RESIDENCE ADDRESS			HOME PHONE	
CITY	STATE	ZIP	CELL PHONE	
SAN MARCOS	California	92069		
BUSINESS ADDRESS			EMAIL	
CITY	STATE	ZIP	BUSINESS PHONE	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?		
18 yrs		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES		

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Jorge Hirmas	
Ravi Chandra	

SIGNATURE

DATE

10 JAN 19

APPLICANT NAME

FIRST WILLIAM

LAST PASHLEY

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION
(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
United States Air Force (Reserve as of 1 Nov 18	09/1986		Military	Division Chief
Federal Bureau of Investigation	09/2005	05/2014	Investigation	Investigator

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
University of California, San Diego, Jun 1993	Political Science	BA
University of Phoenix, Sept 2000	Business	MBA

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? Protecting the natural open space and local parks. These areas to include our community hiking trails which bring the community together and must be protected.

MOST CHALLENGING TO YOU? The most challenging activity will be the protection of the city's financial viability for future generations. Being stewards of the city's resources is a tremendous responsibility. Your personal integrity must be above reproach. Listening is the key to governance.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

I would like to continue to ensure smart community growth and planning. The growth of the city has been well managed and planned. The city seems to always stay ahead of the growth. The traffic plan will always need improvements however this can only be done with an informed electorate and a proactive city government. The traffic plan is only successful with a collaborative of local, state, and federal players work as a team in tandem with the community to develop a safe and viable plan. The city has always had a successful approach with SANDAG and NCTD to ensure the safe planning of the 78 corridor as it runs through San Marcos. I would like to continue and hope to contribute to this smart growth of the city.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

The city has always had a successful transportation plan. The city has built collaboratives with federal, state, and local community governments (League of Cities). These strong collaboratives, key groups, and leaders within these groups are important to ensuring the city future remain successful. A nonpartisan approach to government is key to developing and maintaining successful and safe growth. Leaders need to set their personal opinions aside and remember the citizens and the electorate must come first. The current and former members of San Marcos Council members have always put the city and citizens first. I would hope to build on the collaboratives developed over the years by the current and past council members. I would use my years of experience in government from the federal, state, and military roles to continue the incredible tradition of building collaborative to strengthen the City of San Marcos with the San Diego County Region. Servant leadership has always been in my heart. I had the pleasure of serving the country in the USAF for 32 years. I wish to continue serving my community.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

I have no involvement in any organizations or activities that may result in a conflict of interest to the San Marcos City Council.

OTHER RELEVANT EXPERIENCE/EXPERTISE

As a staff member for Congressman Ron Packard and Assembly Patricia Bates, I served as principal representative in local district issues, acted with broad discretion on behalf Congressman/Assembly Member. With Assembly Member Bates my overall responsibility was to manage both two district office operations in San Diego and Orange Counties. I worked with former Mayor Corky Smith and many others community leaders to ensure their information was transmitted to the members. I planned and managed key community meetings daily.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

"City government is the purest form of government", Ret Congressman Ron Packard. Local city council government protects financial viability, improves local policy and acts as a steward of city resources to ensure availability for current and future generations. Respect and trust of community is paramount for city leaders to ensure the integrity of the city.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 8 _____

WILLIAM A. PASHLEY, M.B.A.

MANAGEMENT SUMMARY

Executive level leadership with 17 years of business management combined with 32 years of military service. My experience in both the public and private sectors has key emphasis in the following areas; cost-effective operations, infrastructure management, organizational & strategic planning, leading highly complex projects, building cohesive teams, program management, and professional development of personnel.

PROFESSIONAL EXPERIENCE

United States Air Force, AF Special Operations Command (AFSOC)

Division Chief-Lt Col, Special Operation Surgical Teams (Active Duty May 2014-Nov 2018) Oct 2017-Present

- Business/Medical Expert advisor developing business architecture using requirements such as scope, processes, alternatives, and risk matrix analysis
- Developed first ever Reserve Special Operations Surgical Team simultaneously managing active team in Mildenhall, England and Nellis AFB under the 352 Special Operations Command
- Translated stakeholder requirements to joint operations for USMC, Army, Navy, and NATO partners
- Evaluated risks related to requirements implementation, processes, project communications, training, deployed forces to major operational missions
- Directs preparation of unit's statistical reports, budgets, developed all contracts and financial reports for \$5.5M+ medical operating budget
- Managed a cross-functional team of business managers, architects, contractors, engineers, financial analysts and operations managers in designing and constructing 7,000 sq. ft. training/operations facility, with a budget \$1.5 budget

United States Air Force, Surgeon General

Project Manager-Lt Col (special assignment concurrent w/ AFSOC), AFRC Apr 2018-Nov 2018

- Requested by Commander of all AF forces to run project team to reorganize entire medical operations, hire executive team, project plan, computer modernization, staffing requirements, budget planning, and communication outlay to 46 Reserve Medical Units (RMU).
- Briefed AF Commander of all Forces weekly on comprehensive analytical reports
- Completed in-depth analyses for business-optimization projects, reporting tools, back office programs and communications throughout the Air Force.
 - reduced caseload back log by 30% - improved communication with/ Reserve Medical increased morale
 - Up to 50 % in efficiency gains
- Liaise between 46 RMUs and AF Command decision makers on business and technical issues to ensure a mutual understanding of processes and application
- Lead business process and workflow mapping/analysis using sound black belt business principles and modeling technologies, methods and tools.
- Collaborated with stakeholder across the Air Force to ensure business and technology alignment.

United States Air Force, 943rd AMDS

Commander-Lt Col, DMAFB, AZ

Dec 2016-Dec 2017

Director of Operations-Maj, DMAFB, AZ

Oct 2008-Dec 2016

- Directing, coordinating, planning, organizing, and management of all operations, commanding 85 medical personnel across 15 career medical specialties providing community health, force fitness and deployment health services to 1,000 personnel attached to the wing.
- Customer service focused understanding "Big Picture". Instrumental in growing unit from 15-member medical force to over 85 medical personnel while reducing costs and increasing customer expectations.
- Directs unit's Executive Management Committee which includes auditing, budget, manpower, deployment, and unit readiness on program status each month.
- Directs preparation of unit's statistical reports, budgets, and financial reports for \$3.5M medical operating budget.
- Proactively identifies problems and develops corrective action plans to prevent adverse impacts to projects.

- Develops project plans and establishes milestones to achieve master plan, objectives, activities, cost of projects, equipment, and other resource requirements.
- Responsible for ensuring regulatory and inspection requirements are met on all projects and operations.
- Led research, strategic planning, visioning, and innovation for the unit by developing strategic performance metrics and targets consistent with goals.
- Business savvy; garnered funds for additional clinic personal; driving force to increased operational budget from \$500k to \$3.5M, improving operations and readiness.
- Mentors staff and fellow colleagues to improve operations and mission capabilities
- Negotiating, directing and liaising for International Health Specialist (IHS) program aiding 12AF/AFSOUTH and Brazilian AF level international operational engagement program with senior leaders of partner nation air forces. Coordinating and planning medical staff for ANGEL THUNDER Exercise FY2017.
- A member of the Joint Air Component Command Element (JACCE) attached to 7th AF Korea Ops, responsible for preparing and briefing bi-national senior military staff (1-3 Star level) and directing Noncombatant Evacuation Operations (NEO). Acted as USAF Liaison Officer (LNO) attached to USFK Main Joint Operations Center. JACCE requires operating with multinational coalition partners in joint operational environment building communications leading to partnerships to achieve mission goals. Attached to multiyear exercises.
- Member of the 603rd Air and Space Operation Center for Exercise Austere/Judicious Response 2015. Served as a Strategy Division (SRD) planner. Responsible for the development and assessment of the CFACC's strategy, plans, and orders in support of achieving EUCOM and AFRICOM objectives and intent. Responsible for coordinating the development of command relationships for deployed forces, higher headquarters, government agencies, and non-governmental organizations.

Project Manager of Building Construction

- Managed a cross-functional team of business managers, architects, contractors, engineers, financial analysts and operations managers in designing and constructing 5,000 sq. ft. training/operations facility, with a budget \$950k budget, completed in Jan 2013.
- Prevented critical funding loss by actively directing acquisition of equipment in the time budget constraint.
- Planned and coordinated operational reviews, resource allocations, organization structures, & financial analysis.

Air Operations

- Directs all operations of Critical Care Air Transport Team (CCATT) to included initiated, authored, recruited and developed the first ever clinic attached CCATT for the USAFR.

Key Accomplishments

- Outstanding Performer-Key Resolve FY15 lauded by Lt Gen Terrence J. O'Shaughnessy, USAF, CC, ACC and Lt Gen Jae Bock Pack, ROKAF, Deputy CC, ACC
- Lauded by Lieutenant General Jan-Marc Jouas Commander USAF Operations Korea for unique medical and aeronautical background in support Key Resolve 2014
- Coauthored manpower efficiency report; projected cost saving and improved readiness for Major General Gourley, Vice Commander Air Force Reserve Command.
- Selected as Resource Advisor to Surgeon General of 10TH Air Force from Dec 2010 through Dec 2011.
- Coordinated and directed key operational meetings for USSTRATCOM Vice-MG Ralph; enhanced mission goals and authored readiness paper for USSTRATCOM mission.
- Aid and assisted MG Frank Padilla of 10th Air Force from Dec 2010 to Dec 2011.

Volunteer

- Recruiting officer for United States Air Force Academy for North San Diego County from June 2004 to Present.

Federal Bureau of Investigation, Critical Incident Response Group

Program Manager/Investigative Specialist, Washington, D.C

Feb 2010-May 2014

- Ability to apply direct reconnaissance experience from working in field operations (see Investigative Specialist) to management functions such as policy making, human resources practices (hiring, orienting, training of new employees), continual education & training of staff, and collection of intelligence data.
- Significant knowledge of business operations, management practices and principles, and human resources management trends and practices.
- Acting as chair of strategic planning group by developing long-range objectives and strategic plans. Accomplishing this by identifying internal and external strategic issues that affect growth and financial operations. Responsible for maintenance of dynamic strategic planning document.
- Executed and maintained program management tools/processes and disciplines in the areas of: program schedule and quality management; communications management; human resource management; cost management; procurement management; risk/issue management; change management.

- Maintaining continuous alignment of program scope with strategic business objectives and making recommendations to modify the program to enhance effectiveness toward the business result or strategic intent.
- Responsible and accountable for coordinating management of multiple related projects directed towards construction and other organizational objectives and maintaining their respective monthly and annual reports.
- Researching and implementation of new policies and procedures; and staff education.
- Collaborating with senior management, functional managers and project managers to plan business and technology initiatives and budgets. Identify and resolve project issues and manage risk.
- System Integration co-manager for IT system rollout which saved agency \$2M in annual operating costs.
- Mentored staff in methodology and consulting excellence and encouraged best practices in project management and project planning.

Project Manager - Construction of Offsite Facility

- Project manager (PM) for construction of large facility with initial capital investment of \$5M and total project contract of over \$6M.
- Employed capital budgeting techniques in developing comprehensive plans and contingency budgets through planning, initiation, and construction phases.
- Developing initial annual operating budget for facility upon commencement of normal building operations.
- Building credibility, establishing rapport, and maintaining communication with stakeholders at multiple levels, including those external to the organization.
- Managing large project teams and known for high-quality deliverables that meet and exceed timeline and budgetary targets by mitigating risk factors through careful analysis of financial and statistical data.
- Deploying successful matrix style project management by leading a cross-functional team of business managers, architects, contractors, engineers, financial analysts and operations managers in designing and constructing a 50,000 square foot training and operations facility.
- Supervising preparation of contracts by reviewing for irregularities and financial pitfalls to ensure forecasts meet corporate guidelines.

Investigative Specialist, Los Angeles, CA

Sept 2005-Feb 2010

- Performing investigative functions supporting foreign counterintelligence and counterterrorism investigations, gathering intelligence information directly affecting positive outcome in case investigations. Received numerous bonuses, time off awards and letters of recognition in honor of superior work.
- Collecting, analyzing and disseminating intelligence data gathered during investigative operations.
- Advanced knowledge of operational methodologies for intelligence gathering including sophisticated methods employed in operations, as well as knowledge of the legal principles.
- Recognized program short falls and leading efforts to develop, write, coordinate and direct a training guide for the national program to effectively teach job functions and details for new personnel.

United States Air Force Reserves

Administrator/Medical Service Officer—Captain, 452d AMDS, March AFB CA

Oct 2003-Oct 2008

- Administrator in charge of the largest USAFR medical clinic. Second in command responsible for 149 personnel overseeing overall operations from planning, organizing, directing, and evaluation of staff to acquiring, operating, and maintaining the management of daily unit operations including financial management of \$2.5 M budget.

Flight Engineer, 312th ALS, Travis AFB

Jun 1993-Oct 2003

- Aviator crewmember attached to C-5 aircraft with 1800+ flight hours.

North County Health Services

Quality Management/Program Assistant Director, San Marcos CA

Sept 2004-Sept 2005

- Planned and organized healthcare and readiness associated with coordination of Joint Commission survey preparation and continual readiness, ensure the clinic's policy and procedures follow JCAHO and other regulatory agencies, implementation of new policies and procedures, and staff education. Knowledge of operations and healthcare management; JCAHO, Title XXII, Medicare, OSHA, NCQA, Med. Cal and other local, state and federal regulations. Acted in the absence of Director.
- Responsible for overseeing overall operations from planning, organizing, directing, evaluation of 24 staff (hiring and firing authority) to acquiring, operating, auditing and maintaining the Case Management Program with a \$2M budget. Constantly streamlining operations to ensure monthly results met state funding guidelines.

Center for Natural Lands Management

Chief Financial Officer, Fallbrook, CA

Jul 2001-Dec 2002

- Responsible for overseeing overall operations from planning, organizing, directing, evaluation of staff to acquiring, operating, and maintaining the management of natural open space including financial management
- Annual audit, annual budget preparation, development of internal control system and maintenance. Responsible for delivering operational budgets to board members on monthly basis.
- Accountable for \$25M of Preserve Management funds and directed those funds through sound fiscal management policies throughout the State of California.
- Updated and implemented human resources materials and training program, which decreased company's financial risk for sexual harassment, work compensation claims and general liability.

Assembly Member Patricia Bates 73rd District

District Director, Oceanside, CA

Dec 1999-Jun 2001

- Served as principal representative in local district, acted with broad discretion on behalf of Assembly Member with overall responsibility for two district office operations in San Diego and Orange Counties. Handled campaign and fund-raising issues.
- Developed and coordinated scheduling for Assembly Member's activities, responsible for important correspondence, and communicated with Capitol Office.

Congressman Ron Packard 48th District

Congressional Liaison, Vista, CA

Dec 1995-Jan 2000

- Scope of responsibilities included supervising staff, analyzing local issues and formulating daily updates to inform Congressman and Washington D.C. office of important, critical matters. Assisted in critical decisions on military construction and transportation issues. Directed and coordinated with city, county, military infrastructure systems projects to aid and assist in funding local federal projects. Directed investigations/claims on behalf of constituents on federal agencies (Military, Internal Revenue Service, H.U.D., Veterans Department, etc.) by using decision-making abilities to weigh data to assist constituents with federal agencies.

EDUCATION

Masters in Business Administration, University of Phoenix, Sept 2000

Superior Academic Achievement

Bachelors of Arts, University of California, San Diego, Jun 1993

Political Science

Criminal Justice Program (upper division courses), Rio Hondo Community College, Dec 2006

Executive Level Course -Air Command and Staff College Sept 2016 -Intermediate Executive Skills Course USAF

APR 2018- Reserve National Security Course Nov 2017

SECURITY CLEARANCE

TS/SCI/Polygraph/Secret Clearance since 1987

COMPUTER SKILLS

Microsoft Office proficiency including Microsoft project manager (networking development, programming database management, share point and application)

PROFESSIONAL AFFILIATIONS

American College of Healthcare Executives (ACHE)

Reserve Officers Association (ROA)

INSTRUCTIONS:

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Candidates must be 18 years of age, reside within the corporate limits of the City of San Marcos, and be registered to vote in the City of San Marcos at the time the application is received.

The following personal information is for internal use only and will not be available to the public. The pages following the Applicant Information will be available for public inspection and will be posted on the City website as part of the nomination process.

APPLICANT INFORMATION

NAME			DATE
FIRST <i>Julia</i>	LAST <i>Widman</i>		<i>1/7/19</i>
RESIDENCE ADDRESS			HOME PHONE
CITY	STATE	ZIP	CELL PHONE
<i>San Marcos</i>	<i>CA</i>	<i>92078</i>	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
<i>31 yrs.</i>		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY

NAME	PHONE
<i>Laura Conlon</i>	
<i>Lois Pastore</i>	

SIGNATURE

DATE

1/7/19

APPLICANT NAME

FIRST *Julia*

LAST *Widman*

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
NCCSE Community Advisory	1/94	12/17	Chair 1994 - 1996
State Interagency Coord. Council Early Int ervention	9/98	12/17	

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
San Diego County Office of Education	10/90	12/17	Education	Special Ed Resource Asst

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
La Jolla High		
Pacific College Medical Reception		
Cuyamaca College	Nursing	

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU?

Creekside Development Specific Plan
Housing

MOST CHALLENGING TO YOU?

Homeless issues
People first language in web and written materials

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

1. Dog parks
2. Litter control
3. Accessibility to Sprinter and sidewalks for wheelchair users especially during construction.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

1. Inventory what we currently have and add near low income housing.
2. Innovative program for citizen litter pick up?
Homeless, dog walkers, seniors, youth?...
3. Work with Building dept. and raise awareness by adding a drop down to website to report access problems. Employ people with disabilities to inform & advise.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

None

OTHER RELEVANT EXPERIENCE/EXPERTISE

Worked at SDCOE for 27 years. I understand the structure of state and local agencies and rules and regulations. As a parent of an adult wheel chair user in San Marcos I see things (access, wordage, and experiences) from a unique perspective

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

Leadership and stewardship of resources in an intelligent, respectful and honest manner. On City council web page under "respect for all religions, abilities and race" please include abilities.

Have you ever attended a meeting of this City Council?

☒ NO ☐ YES If so, how many? _____

"The best time to plant a tree is 100 years ago...
The second best is today" ☺
Author not known

Julia Widman

:

Experience

November 1993-Retired 12/2017

Title: Special Education Resource Assistant
Exceptional Family Resource Center (EFRC) Coordinator

Duties: Coordinate all activities of the north county hub of EFRC (staffing, collect and summarize data for monthly reports, outreach to community groups, coordinate and arrange meetings, in-services, and support groups.)

June 2003-2011 Oversee implementation of EFRC's California Early Start contract from the Department of Developmental Services.

September 1996 to September 1998 (part-time)

Title: Office Systems Technology Assistant

Duties: Provide support to technology lab, set up hardware, install soft ware on IBM and Macintosh computers and laptops. Train staff.

November 1990 to November 1993

Title: Secretary I

Duties: Answer and screen phone calls, type correspondence and reports, order supplies, transcribe dictated developmental and consultant reports.

HOPE Infant Family Support Program

San Diego County Office of Education

6401 Linda Vista Road

San Diego Ca 92111

619-292-3700

February 1982 to December 1983

Title: Pilot Parent (Volunteer)

Duties: Interview parents, evaluate needs for support, refer to appropriate community agency, provide suggestions from parent perspective, encourage parents, share own experiences of parenting a child with a disability.

Parent to Parent of San Diego

San Diego, CA

May 1979 to December 1988

Title: Medical receptionist, Accounts Payable clerk

Duties: Answer phones, book appointments, post accounts receivable, pay accounts owed, collection calls.

Gerald Crenshaw, M.D.

1622 E. Main St.

El Cajon, Ca 92021

619-442-6684

February 1973 to August 1978

Title: Medical Receptionist - Medical Assistant

Duties: Coordinate flow of patients, interview patients, document reasons for patient's visit, post accounts receivables and payments, Set up and assist with office surgeries, conduct audiological tests, administer head and neck X-rays

Howard Doty, M.D.

7255 Girard Ave.

La Jolla, CA 92047

Education

Grossmont College	1998	Residential Services Specialist Certificate
ROP, Oceanside High	1990	Computer Applications Certification
Grossmont College	1976-77	General education, pre-nursing
Pacific College	1973	Medical Receptionist Certificate
La Jolla High School	1971	Diploma, college prep and secretarial science

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APPLICANT INFORMATION

NAME			DATE
FIRST Michael "Chico"	LAST Goff		12/18/2018
RESIDENCE ADDRESS			HOME PHONE
			000-000-0000
CITY	STATE	ZIP	CELL PHONE
San Marcos	California	92069	
BUSINESS ADDRESS			EMAIL
CITY	STATE	ZIP	BUSINESS PHONE
Vista	California	92081	
HOW LONG HAVE YOU LIVED IN SAN MARCOS?		REGISTERED TO VOTE IN SAN MARCOS?	
approximately 29 years		<input type="checkbox"/> NO <input checked="" type="checkbox"/> YES	

REFERENCES

INCLUDE NAMES OF AT LEAST TWO (2) RESIDENTS OF SAN MARCOS WHO ARE NOT OFFICIALLY CONNECTED WITH THE CITY	
NAME	PHONE
Michael Winter	
Stan Hoenig	

SIGN/

12/18/2018

DATE

APPLICANT NAME

FIRST Michael "Chico"

LAST Goff

CIVIC EXPERIENCE

LIST PRIOR OR CURRENT CIVIC EXPERIENCE (Include membership(s) in professional, charity or community organizations)

NAME OF ORGANIZATION	DATES SERVED		OFFICE HELD (If any)
	START DATE	END DATE	
Director, San Marcos Mega Game Plex	03/2016	Current	Board of Directors
Mission Hills Church	06/1999	02/2015	Senior Pastor
Mission Hills High School	01/2007	05/2007	Assistant Baseball Coach, Freshman

OCCUPATIONAL HISTORY

LIST OCCUPATIONAL HISTORY BEGINNING WITH YOUR PRESENT OR MOST RECENT POSITION

(List positions held for the last five (5) years)(Attach additional sheet if necessary)

FIRM OR ORGANIZATION	EMPLOYMENT		TYPE OF BUSINESS	TITLE
	START DATE	END DATE		
Green Oak Ranch, Vista CA	10/2016	Current	Drug and Alcohol Reco	Executive Director
Solutions for Change, Vista CA	04/2015	10/2016	Affordable Housing, Fa	Director of Operations
Mission Hills Church, San Marcos CA	06/1999	02/2015	Church	CEO, Founding Pastor
Biola University, La Mirada CA	01/2001	12/2011	Education	Adjunct Faculty

EDUCATION INFORMATION

NAME AND LOCATION OF COLLEGES/UNIVERSITIES/HIGH SCHOOL ATTENDED	MAJOR	DEGREE
Biola University, 13800 Biola Avenue, La Mirada CA 90639	Missiology, Cross Cultu	Th.M, M.Div
CSU, San Diego, San Diego CA	Spanish, Minor in Lingu	B.A.
Palomar College, San Marcos CA	General Studies	A.A.
San Marcos High School, San Marcos CA		Graduate

WHAT ACTIVITIES OF THE CITY COUNCIL ARE:

MOST INTERESTING TO YOU? I love the process of developing projects that make a positive difference in the lives of people. What would interest me most is being part of a team that continues to find the win-win options for Leadership, City Staff, Developers and Citizens both today and for future generations.

MOST CHALLENGING TO YOU? I love rubbing elbows with people and working together to find solutions to today's concerns so tomorrow can be a bit better. The challenge would be to finding the right balance between the public and private meetings so we can effectively move our City forward.

WHAT CITY PROGRAMS/PROJECTS WOULD YOU LIKE TO SEE IMPROVED OR IMPLEMENTED?

1) We must continue to grow formative, youth activities and programs. We need to not only keep kids occupied but develop them into the leaders of tomorrow. These programs have to be affordable and attainable. 2) We have to explore and develop the positive aspects of being a "college town." 3) We must have our eyes on traffic. We are a growing City and a pass through corridor for thousands. The transient traffic must be managed so our City is more peaceful for those who call it home. 4) Keeping citizens safe is a fundamental purpose of government. We must be safe at home, at work and at play. We also must be safe when disaster strikes, so continuing to communicate the emergency disaster plan to our citizens is critical.

HOW WOULD YOU APPROACH THESE PROJECT(S) OR PROGRAM(S)?

Leaders should make decision after carefully and throughly investigating the issues to be solved and vetting the options to their solution. A key factor in these decisions involves input from the citizens of San Marcos through public gatherings as well as commission and councils meetings. A City Council Member must be available to listen to the public, and there should be a clear and communicated process so the public opinion can be heard. In addition to public input, projects should be developed and programs implemented only after the professional expertise, capacity, resources, and opinions of the City Manager and Staff are considered. Finally, the City Council itself will not always agree on the issues, but they must be committed the greater good of the City we all love. So, I would make sure to dialogue openly and honestly with other Council Members, respect each others opinions and positions and to make sure we are collectively making the best decision to move our beloved City is an example for others to follow and a place we are proud to call home.

PLEASE PROVIDE INFORMATION ABOUT INVOLVEMENT IN ANY ORGANIZATIONS OR ACTIVITIES THAT MAY RESULT IN A CONFLICT OF INTEREST IF YOU ARE APPOINTED TO THE CITY COUNCIL?

I am on the Board of Directors of San Marcos Mega Game Plex. If our project moves forward in a significant way, I am willing to recuse myself from any official vote or change my role with San Marcos Mega Game Plex in order to serve on the City Council.

OTHER RELEVANT EXPERIENCE/EXPERTISE

San Marcos is my home town. I was grew up here and was educated in this City. I also developed a 30 acre, 24 million dollar project in the City, so I understand the process from the "customer side." I grew a successful business in town from 1 staff to 50 staff over a 16 year period. Being bilingual (English/Spanish), growing up in a blended Hispanic family, and having two advanced degrees in cross-cultural leadership uniquely gives me a sensitivity, ability to communicate, and insights into the cultures and needs and many of our citizens.

WHAT IS YOUR UNDERSTANDING OF THE ROLE/RESPONSIBILITY OF THE CITY COUNCIL?

The City Council establishes the vision and plan for a beautiful today and better tomorrow; establishes policies and procedures that keep our denizens safe and enrich our lives; represents the concerns of citizens and communicates the plans for the future; and supports the City Manager and Staff with resources to make us a place we are proud to call our home.

Have you ever attended a meeting of this City Council?

☐ NO ☒ YES If so, how many? 15



Michael "Chico" Goff

Education

Masters in Theology—*Missions and Intercultural Studies*, Talbot School of Theology, May 1998.

Master of Divinity—*Missions and Intercultural Studies*, Talbot School of Theology, May 1993.

Bachelor of Arts—*Spanish*, CSU San Diego, August 1989.

Work Experience

Oct. 2016- ***Green Oak Ranch Ministries, Vista, Ca.***

Present ***Executive Director and Chaplain***

Provide leadership, vision, and fiscal accountability for all operations and staff
Serve the needs of over 120 full-time staff, RV Park, and Program Residents
Teach in our weekly Community Meeting and serve as Trainer and Chaplain
Oversee the care of our 140 acre ranch and all its facilities
Book and support over 130 retreats and events annually
Oversee our 52 bed, 9 month drug and alcohol recovery program
Recruit and Train Volunteer Teams

April 2015- ***Solutions for Change, Vista, Ca.***

Oct. 2016 ***Director of Operations***

Provide logistic support and resource leadership for 500 residents and 30 staff
Oversee the buildout of our Aquaponics Farm from 7,000 to 21,000 sq. ft.
Lead Property Management Team who manages 135 affordable housing units
Lead Property Maintenance Team who maintains our 19 properties

June 1999- ***Mission Hills Church, San Marcos, Ca.***

Feb. 2015 ***Founding Pastor***

Gave vision and direction for the planting of church growing her from 30 to 1400.
Lead purchase of 32 acres, securing CUP, and building a \$23 million campus.
Negotiated a \$560,000 solar project to meet church's need for affordable energy

Started weekly preschool on our church campus with over 130 families enrolled.
 Established and administered church and school budgets.
 Started a church-wide ministry to special needs children/adults and their families
 Oversaw selection, formation, and training of church's Elder Board.
 Hired and trained staff of over 50 full and part-time employees.
 Mentored local church planters.

Sept. 1996- ***Biola University, La Mirada, Ca.***

Aug. 2010 ***Adjunct Faculty***

Help develop and teach courses for undergraduate students.
 Administer exams and grading for all courses.

Feb. 1996- ***Emmanuel Faith Community Church, Escondido, Ca.***

May 1999 ***Assistant Pastor, College Department***

Oversee the organization, administration, staffing, and teaching.
 Recruit and train volunteer leaders.
 Develop and maintain a college internship program.

Sept. 1987- ***Emmanuel Faith Community Church, Escondido, Ca.***

Jan. 1996 ***Pastoral Intern, Missions/Singles/ Business Departments***

Missions: Helped design candidate training. Organized Mission Department events. Traveled world-wide to support missionaries and lead strategic initiatives.
Singles: Developed spiritual training materials. Taught weekly. Administered church-wide projects. **College:** Directed international projects with groups of 5-200. Developed and taught a curriculum. Trained students and staff.

Additional Experience

Bilingual in English and Spanish
 Adjunct Faculty, Biola University
 Ordained Minister
 Conference Speaker
 Published Author
 Certified Trainer for *Results Based Conversations*
 Experienced and certified using the *TJTA* and the *DISC Profile*

References Provided Upon Request

Wilcox, Lori

From: Scollick, Phil
Sent: Monday, January 07, 2019 4:17 PM
To: Wilcox, Lori
Subject: FW: endorsement for vacant council seat

From: Carol Gendel
Date: January 7, 2019 at 3:15:29 PM PST
To: "Jones, Rebecca" , "Jenkins, Sharon"
 , Nuñez, Maria , "Walton, Randy"
Subject: endorsement for vacant council seat

Dear Mayor Jones and members of the San Marcos City Council,
My name is Carol Gendel and I am a resident of San Marcos. I am unable to attend the January 15 council meeting when you will be hearing community input regarding selection of a replacement for the vacant city council seat but would like to offer my input nonetheless for a candidate who I believe is well qualified for the position.

Alan Geraci has been a long time resident of San Marcos, and is a business man located right in the heart of our community. he has shown strong dedication to the community and its citizens, from our children to seniors. His dedication to community service has been evidenced throughout his career, working for the San Diego District Attorney, and a a consumer affairs advocate. Over the last few years I have had the privilege of observing Mr. Geraci as he has taken on the issues of protecting voter rights, saving the Escondido library, and generally speaking out for the citizens of North County.

I believe that Alan Geraci would be an outstanding choice for our city council and hope you will see fit to appoint him to fill this vacant position.

Sincerely,

Carol Gendel

Joyce Brandon

January 9, 2019

Dear Mayor Rebecca Jones and San Marcos City Council Members,

It is with tremendous pride and enthusiasm that I write a personal reference for my friend, Mark Loscher, who desires to be appointed to the San Marcos City Council for a remaining period of two years. I was absolutely elated when Mark expressed his interest, in again, devoting his time and talents to our city. My experience knowing Mark is widespread, as I have observed him in many different capacities of his and his family life throughout the past thirty-four years. I first met Mark when I was a Teacher at Woodland Park Elementary, as I was honored to have his two children, Steven in 5th Grade and Jennifer in Summer School. His wife, Maureen, was on the staff at Woodland and our friendship both professionally and personally also grew deeply with our connection in the San Marcos Jr. Women's Club and Gateway Community Church in San Marcos. Mark supported limitless community service projects in San Marcos organized by this club and he has been on our Church Board and Chairman for years. He has also led a team from our church on mission's trips for ten years. Consequently, our friendship and my observations of him are varied.

I became very involved in our city government when I moved here in 1976. Mark ran for Mayor, as a complete unknown, and only lost by 76 votes to someone who had been in city politics and resided in our city for decades. I was absolutely honored when he asked me to run his successful Campaign for SM City Council. His accolades and contributions to San Marcos made him highly respected by everyone. His tenure on the council was at the most critically important time of our city because of the rapid growth issues and his responsibilities related to the initial development of our great city. Mark quickly became well respected and admired throughout the city by young new families and Senior Citizens alike. Just one indication of this support was the overwhelming devotion he and his family experienced during a traumatic time. Thousands of citizens reached out to his family and also attended services to honor their precious Jennifer when she tragically lost her life in the school bus accident in 1992. This was such a clear and real example of the positive affect that Mark and his family had gained on our citizens. The entire community truly mourned their loss and the love that was demonstrated was deeply displayed. His undying devotion to our city came back to him ten fold.

There are numerous exceptional qualities of Mark that are vitally important to someone serving on our Council and I have been witness to all of these amazing personal traits that

are a part of his being. As indicated on his resume, he has extensive experience as a leader, trainer, encourager, negotiator, business owner and mediator to name a few. Mark is masterful at listening to all sides before making logical and thoughtful decisions and conclusions that will benefit the majority. He can respectfully bring together people of all views and backgrounds. He is fair, just and honest in all situations and continually and consistently conducts himself with dignity. Mark stays true to himself and his integrity is demonstrated in every action and decision he makes. While he takes his responsibilities very seriously, his sense of humor is a welcomed and upbeat part of his personality that is always appropriate and well received! During challenging times in his life, Mark turns to his faith and perseveres with determination to come to conclusions through careful problem solving. All of these traits are demonstrated in every aspect and situation Mark faces. These qualities are what we need in a Council Member to help, lead and assist our city into the future.

I have personally experienced something that gives an example of why you should choose Mark. After being retired from the San Marcos Unified School District, I was asked to fill in for Counselors who were on Maternity Leave. I taught at Richland 20-25 years ago, Mission Hills High School 7-11 years ago. (Starting soon I will be at Twin Oaks High School where I worked 12-15 years ago.) When I recently stepped on the campuses of Richland and MHHS, it was as though I had never been away. (The same will happen at TOHS) All of the procedures and everything about these positions and responsibilities came back to me instantly. Aside from some questions here and there I didn't need to be trained. Instinctively I knew exactly what to do. This was a blessing to the Administration, staff and students for obvious reasons. I am positive that this is exactly the transition that will occur when you give Mark the opportunity to come back to a position that he loved so much. He will have not missed a beat!

Mark is so devoted to the City of San Marcos and it would be such an asset to have his presence on our Council. He has all of the skills needed to fill this position responsibly and wisely. He is a team player and so experienced in the procedures of our city government. It would simply be a seamless and smooth transition for him and all of you. I am 100% sure and strongly believe that it would benefit our Council at this moment in time to appoint Mark. He truly wants to be a servant and has the time to devote to this very rigorous schedule. Trust his proven history by appointing him to this position and take advantage of his wisdom and capabilities. He is ready right now and his positivism and energy will be a blessing to all of you!

Sincerely,



Handwritten signature of Joyce Brandon in cursive script, followed by a long horizontal flourish line.

Joyce Brandon

SUPPLEMENTAL QUESTIONNAIRE



SAN MARCOS
DISCOVER LIFE'S POSSIBILITIES

RECEIVED

JAN 14 2019

City Clerk Dept.
City of San Marcos

CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: DIMITRIS MAGEMENEAS

DPMA

1/11/2019

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

YES! There is absolutely no problem attending daytime meetings/events. I have 100% control of my work schedule, and can easily allocate my time as needed. Furthermore, since my office is already in City Hall (Suite 350), there are potential efficiencies such as reduced travel time, availability at short notice, easier document delivery, etc.

2. What is your expectation of the time commitment of this position in terms of hours/week?

My expectation is that the time commitment will vary from week to week, depending on council/staff/committee meeting attendance, volume of phone calls & emails, reviewing staff reports, meeting with residents and making public appearances. My career background demonstrates the ability to allocate as much time as needed. I've already, proactively reduced other personal commitments, and am able to even allocate 20+ HOURS/WEEK if needed.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

There is NO CONCERN about compensation whatsoever. My understanding of City Council Compensation (as of July 1, 2016) is that there is an Annual Salary of \$11,732, a car allowance of \$300/mo, an FSA of \$950/yr, city paid life-insurance premiums, city 92%-paid PERS contributions, and city 90%-paid health care premiums. Any monetary compensation pales in comparison to the opportunity to make a positive difference in my community!

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.



I acknowledge that I understand that I will be required to file an Annual Statement of Financial Interest with the California Fair Political Practice Commission.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Christopher Carroll

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?
I work in a small remote office so I have some flexibility in my hours. With some planning I can attend meetings during the day.
2. What is your expectation of the time commitment of this position in terms of hours/week?
I expect that the time commitment depending on the time of year of be anywhere from 5-10 hours a week. Potentially more while the budget is being reviewed/developed.
3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?
I'm not motivated to be on the City Council by money. I have no concerns.
4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Jay Petrek

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

Yes, I have accumulated an adequate vacation/leave balance with my years of employment that will allow me to attend daytime meetings. I have discussed serving as an appointed San Marcos City Council member with my City Manager and have received his support to pursue this opportunity.

2. What is your expectation of the time commitment of this position in terms of hours/week?

12 - 15 hours per week, including evening City Council meetings, and daytime meetings involving strategy sessions, briefings, site visits, etc.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

No

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Morgan J Christian

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?
Yes

2. What is your expectation of the time commitment of this position in terms of hours/week?
30 to 35 Hours per week plus other Meetings as needed.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?
No

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Heather Towsley

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?
Yes, with reasonable notification, I'm flexible.

2. What is your expectation of the time commitment of this position in terms of hours/week?
My expectation of the time commitment is anywhere between 2-6 hours per week.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?
No.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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**CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE
CITY CLERK**

Name: Tomme Arthur

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

Answer: As a small business owner, I am able to create my own schedule. Yes I can break away to work on council business and meet as required.

2. What is your expectation of the time commitment of this position in terms of hours/week?

Answer: I signed up for this appointment with a perspective that 20-40 hours per week were likely depending the work load and tasks presented to the council.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

Answer: Not at all

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement. ☒ Yes I acknowledge that I understand that I will be required to file an Annual Statement of Financial Interest with the California Fair Political Practice Commission.

CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Rob Gaebe

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

As a young retiree, I would be able to attend day time activities/meetings as needed. However, I am on several civic service committees so, I would need advance notice for scheduling meetings.

2. What is your expectation of the time commitment of this position in terms of hours/week?

My time commitment would be whatever is needed to fulfill my duties on the city council. Ideally, the maximum would be 40 hrs/week. I have willingly volunteered my time for SM School District, our Community, SD County Fair, Food Drives, Ag in the Classroom, and other worthwhile causes over the past 28 years and continuing into the future.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

The current city council member compensation is acceptable to me.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Alan Geraci

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

Yes. My schedule is flexible and controlled by me.

2. What is your expectation of the time commitment of this position in terms of hours/week?

Although I understand that Councilmembers are "part time" employees, in my experience, the commitment to the community requires full time involvement. I am prepared to work for the community full time.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

No. My desire for to devote myself to public service is not for the salary or benefits.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Tae K. Kim

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

Yes. I will be available to have meetings during the day and the evening time. I have flexible work schedule.

2. What is your expectation of the time commitment of this position in terms of hours/week?

I expect 5~8 hours/week.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

The job is for community service. I will be satisfied with the compensation regardless.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Eric Flodine

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?
Yes.

2. What is your expectation of the time commitment of this position in terms of hours/week?
10 - 12 hours per week average.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?
No.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: SHERA SANDWELL

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

yes

2. What is your expectation of the time commitment of this position in terms of hours/week?

OVER 36/40 Hours

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

NO

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Mark Loscher

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

Yes, I am available anytime.

2. What is your expectation of the time commitment of this position in terms of hours/week?

It will depend on the committees I am assigned to, but anywhere from 10 hours to 30 hours a week, including reserch and study time.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

I have no problem with whatever the compensation is. Yes.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Jennifer Stepp

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

Yes - prior notice would be appreciated to adjust any conflicting schedules

2. What is your expectation of the time commitment of this position in terms of hours/week?

I would expect 10-20 hours /week depending on scheduled events and meetings.
I would expect more of a time commitment needed during special events

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

No

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Victor Graham

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

Yes I will be able to meet during the day if needed. My part-time business offers me this flexibility.

2. What is your expectation of the time commitment of this position in terms of hours/week?

I expect the position to be like a part-time job and may take up to 20 hours per week. Fortunately my part-time business allows me the time and both of my adult children are independent so no longer live at home. Both of these factors give me the opportunity to donate my time and experience to helping San Marcos citizens.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

No concern. I currently am serving on a board that pays about \$2,400 annually and requires about the same number of hours per week. I understand that this position is not a money-maker, but I would like to do it to give back for the many benefits I have received.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Frank Yakos

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?
Yes. I am a part time consultant working out of my home.

2. What is your expectation of the time commitment of this position in terms of hours/week?
Expectation of about about 12 hours per week, more or less as the situation dictates.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?
No. I am semi retired and consult part time.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Jim Pennock

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

Yes: I am self employed and very flexible with my schedule, including daytime hours.

2. What is your expectation of the time commitment of this position in terms of hours/week?

I expect the time commitment to be at a minimum 20-30 hours a week. But my profession and social activities in and around the city will make it very natural. I am considering this a volunteer opportunity that takes a lot of time :).

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

No concern whatsoever.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Houa Vongsachang

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

Yes! I am able to meet any day due to the flexibility of my real estate business. In fact, I am available 7 days a week at any time. Should there a City emergency arises, I can be ready to meet in minutes. Personally, I feel the quality of lives of the San Marcos residence would be compromised if the City is not well served.

2. What is your expectation of the time commitment of this position in terms of hours/week?

Although this position is a part-time job, my commitment to the City is full-time and will extend to over-time as needed. All my three children are in colleges which mean I am an empty nester. I like to meet and help people. I strive to be always available.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

It's not about needing the money. It's about serving the City. My ancestor was a city council member in China 200 years ago, and all my three children were involved in the San Marcos Youth Commission for 10 years. This time, I want to be a public servant as a City Council member to provide a sizable contribution to the City of San Marcos.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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**CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE
CITY CLERK**

Applicant
Name: Ariel
Otero

1. The Council often has meetings/events during the day. Will you be able to meet during the

day as
needed? Yes
i will be able
to make it to
meeting at
various times

2. What is your expectation of the time commitment of this position in terms of hours/week?
I expect anywhere between 2 to 10 hours a week

3. Current City Council member compensation is \$11,732 annually, plus benefits. Does this level

of compensation cause you any concern regardless of the time
commitment? No concern at all, i wasn't expecting pay for this position

4. California law requires public officials to file annual an Annual Statement of Financial

Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

Yes i Ariel Otero, I acknowledge that I understand that I will be required to file an Annual Statement of Financial Interest with the California Fair Political Practice Commission.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS

DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Robert M. Banks, III

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?

Answer: Yes, but I would need a week or more advanced notice in order to modify my work schedule to accommodate these meetings/events. I work a fulltime schedule Monday through Friday.

2. What is your expectation of the time commitment of this position in terms of hours/week?

Answer: My understanding from researching the position, and from speaking with Phil Scollick (City Clerk/Business Process Director), is that the city council meets bimonthly (2nd and 4th Tuesdays of each month) and the sessions are approximately 2 hours each. Based on this information, my expectation of the time commitment would be 1-2 hours per week to accommodate these meetings and also other civic events.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?

Answer: No, this level of compensation does not cause any concern.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Bruce A. Tait

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?
Yes

2. What is your expectation of the time commitment of this position in terms of hours/week?
I expect it to vary from 4 to 20 hours per week, depending on Council agendas, appointments and other meetings with public agencies.

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?
No.

4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Craig Garcia

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?
Yes, I have cleared my schedule to make myself available at anytime.
2. What is your expectation of the time commitment of this position in terms of hours/week?
I expect to spend as much as 20 hours a week in meeting, reviewing permits and applications and preparation for council meetings.
3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?
No. I was aware of the compensation before I ran for office.
4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

☒ I acknowledge that I understand that I will be required to file an Annual Statement of Financial Interest with the California Fair Political Practice Commission.

If you have any questions on this matter, please feel free to contact the City Clerk or the California Fair Political Practice Commission (FPPC) who oversees this requirement and has information regarding the nature of information that must be reported.

The FPPC website is as follows: <http://www.fppc.ca.gov/>

CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: William A. Pashley

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?
This will not be an issue.

2. What is your expectation of the time commitment of this position in terms of hours/week?
I have no expectation in terms of hours/week

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?
I have no concerns

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JAN 14 2019

City Clerk Dept.
City of San Marcos

CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: *Julia Widman*

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed? *yes*

2. What is your expectation of the time commitment of this position in terms of hours/week?
5-8 hrs / week ? Wild guess ☺

3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment? *No*

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CITY COUNCIL APPLICANT SUPPLEMENTAL QUESTIONS
DUE MONDAY, JANUARY 14, 2019 AT 12:00 P.M. TO THE CITY CLERK

Applicant Name: Michael "Chico" Goff

1. The Council often has meetings/events during the day. Will you be able to meet during the day as needed?
Yes. As the Executive Director of Green Oak Ranch, I am in charge of my schedule, and we have staff that can take care of the operation when I am absent. The Ranch is located off of Sycamore Ave. in Vista, just two exits on the 78 Freeway from SM City Hall, so getting to an emergency meeting would only take a few minutes.
2. What is your expectation of the time commitment of this position in terms of hours/week?
I would estimate the position requires somewhere between 20-25 hours a week. Some weeks more and some less. There will be required meetings, suggested gatherings, and even some travel involved to nearby events, trainings, and assignments. All are doable. All my children are grown and 4/5 are out of the house, so there is extra time to get it all done!
3. Current City Councilmember compensation is \$11,732 annually, plus benefits. Does this level of compensation cause you any concern regardless of the time commitment?
No concerns about the compensation. The motivation for applying for this position is about serving my community and not about making a living.
4. California law requires public officials to file annual an Annual Statement of Financial Interest. This reporting is focused on financial disclosures of a personal or business nature. Please confirm by checking the following box that you are aware of this requirement.

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