



Chartered 1708

Office of the Mayor
Gavin Buckley, Mayor
160 Duke of Gloucester Street
Annapolis, MD 21401-2517

AP-33-23

August 29, 2023

To: Alderpersons, City of Annapolis

From: Mayor Gavin Buckley

Re: Planning Commission appointment

Pending your approval, I would like to appoint Mr. Stephen Reilly to the Planning Commission. Mr. Reilly is a resident of Ward 1 and this appointment fills a vacancy on the commission.

Stephen Matthew Reilly
4 Southgate Avenue
Annapolis, MD 21401

A copy of his resume is attached.

Thank You.

GB/hrr

Rules

Reviewed by: <u>Economic Matters Committee</u>	
<input type="checkbox"/> Favorable	<input type="checkbox"/> Unfavorable
_____	<u>11/3/23</u>
Committee Chair	Date

Stephen Matthew Reilly

4 Southgate Avenue, Annapolis, MD 21401
Phone: (410) 353-0466

Email: reilly24@icloud.com

LinkedIn: www.linkedin.com/in/stephenmatthewreilly

PROFESSIONAL EXPERIENCE

Chesapeake Painting Services, LLC

Co-Founder

Annapolis, MD

January 2008 - Present

- Founded \$5m+ painting and home services contractor serving Annapolis and surrounding area.
- Implemented online and conventional marketing campaigns, strategic planning, communications channels, hiring systems, personnel reviews, and customer service programs.
- Managed strategic partnerships with multiple stake holders, partners, subcontractors, and networking organizations.
- Members of Inc.5000 for years 2021 and 2022, recognized as one of the 5,000 growth-oriented businesses in the USA.

IE, LLC

d/b/a International Experiences and Legends Abroad

Annapolis, MD

January 2019 – Present

Co-Founder

- Founded international travel consultancy and tour operator company.
- Consult with foreign government (regional and national) tourism boards to attract more North American travelers to their destination.
- Operate multiday comprehensive tours in non-traditional destinations around the globe primarily geared to the North American travel market.
- Developed partnerships with national travel agencies and consortia, building a broad distribution network for promotion of travel services and international tours.
- Manage extensive network of travel suppliers, operators, destination management companies, and strategic partners in 30+ countries.

Global Experiences, Inc

Co-Founder and CEO

Annapolis, MD

January 2002 – April 2019

- Founded international education organization providing career training and professional internships abroad.
- Sold company in 2019 to global student mobility and study abroad conglomerate.
- Responsible for developing company vision while managing a growing team of over 50 employees.
- Increased enrollment from 20 students in inaugural year to over 800 students in 2018 with average annual growth >30% since inception.
- Established relationships with 100+ global universities and colleges, most US-based accredited institutions.
- Built global network of 2,500+ employers in broad range of industries on 4 continents.
- Introduced innovative systems, marketing campaigns, technology platforms, and data analysis reporting to manage large volume of students, universities, global employers and other stakeholders.
- Drove program design and market differentiation building company into the 'go to' brand for global internships for universities across the USA.
- Managed budgets, projections and all financial aspects of the business.
- Customized SaaS CRM and marketing platforms, payroll, websites, blog platforms, social networking utilities, and marketing campaigns.

Fulbright Association

Executive Director

Washington, DC

January 2013 – January 2015

- Led 6,000+ member non-profit alumni organization as only 3rd Executive Director in 40 year history of the organization, which represents 350,000+ alumni from the seven decade old Fulbright Program.
- Introduced new systems, web infrastructure and operational technology across all aspects of organization.
- Hired new team of professionals and implemented long-term employee retention program.
- Redefined organization's mission and built first strategic plan in history.
- Lowered average age of new members by almost 8 years while doubling institutional membership.

- Introduced new conferences and events, including partnership with TED and a social innovation challenge, culminating in highest attendance of events in history.
- Increased fundraising and revenue 150%, and decreased expenses 15% with full budget and operational accountability.
- Introduced new financial systems, crowdfunding partnerships, and funded numerous alumni projects.
- Built new relationships with key members of Congress and Department of State.

Synergics Inc. & Maryland Democratic Party

Lead Project Manager and Executive Assistant to Chairman

Annapolis, MD

January 2000 – December 2002

- Led purchase and management of \$10 million in wireless radio frequency licenses and related assets.
- Managed fundraising and public relations for CEO, who was also Chairman of Maryland Democratic Party.

Professional Education Services (Asia)

Teacher of English as a Second Language and Staff Manager

Hong Kong

December 1997 – June 1998

- Developed curriculum, staffing, payroll, and course content for several dozen teachers.

Fulbright & Jaworski, LLP

Executive Legal Assistant

Washington, DC

1997

White House Intern

Intern in West Wing office of Media Affairs

Washington, DC

1996

BOARD EXPERIENCE

Salisbury University Capital Campaign Committee

Member of the Board

Salisbury, MD

2019 - Present

- Raised \$75m+ in 3 year capital campaign; focus on international education support.

Anne Arundel County Arts Council

Member of the Board

Annapolis, MD

April 2023 - Present

- Supporting the arts and culture throughout Anne Arundel County.

NABU

President of the Board

New York City, NY

January 2016 – May 2018

- NABU is a global think tank with special consultative status to the United Nations dedicated to promoting the 2030 Sustainable Development Goals.

Anne Arundel County Board of Education – Citizen Advisory Committee

Member of the Board

Annapolis, MD

September 2014 – October 2016

- Provided guidance to the Board of Ed and Superintendent on school policy and community engagement.

Fulbright Association, National Capital Area Chapter (NCAC)

Member of the Board

Washington, DC

January 2009 – December 2012

- Managed high profile events, serving as Chair for all embassy events and primary point of contact for ambassadors and embassy staff.

EDUCATION

United States Fulbright Scholar

Uppsala University

Masters of Social Science (MSS), Peace and Conflict Studies

Graduated with High Distinction

Uppsala, Sweden

1998 - 1999

Salisbury University

Bachelor of Arts, Communications

Class Valedictorian

Salisbury, Maryland

December 1996