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

February 27, 2020

To: Alderpersons, City of Annapolis

From: Mayor Gavin Buckley

Re: Recreation Advisory Board appointment

Pending your approval, I would like to appoint Mr. Corey Childs to the Recreation Advisory Board. Mr. Childs is a resident of Ward 6 and this appointment fills a vacancy on the commission.

Corey Childs
1311 McKinley Street
Annapolis MD 21403

A copy of his resume is attached.

Thank You.

GB/hrr

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





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

Mayor@annapolis.gov • 410-263-7997 • Fax 410-216-9284 • TDD use MD Relay or 711 • www.annapolis.gov

Boards and Commissions Application

Personal Information

Name Corey Childs

Address 1311 McKinley Street

City Annapolis ST MD Zip 21403

Phones Home _____ Other 443-336-1381

E-mail cchilds18@gmail.com

Statement of interest – Why should you be appointed to this board/commission?

I was recently informed of the membership vacancies on the Recreation Advisory Board and would like to apply for consideration. I am an Annapolis native with vast youth coaching experience and a formal education in Sport Management from the University of Georgia. My knowledge of sport and youth development continues to evolve as I am immensely passionate about positively guiding others while using recreation as a vehicle for growth and connectivity. In conjunction with the city's values, the Recreation Advisory Board requires connected community leaders to serve as advisors to the Department of Recreation and Parks. In my opinion, it is a very encompassing role, one that has great potential to help the people of Annapolis. As you can see in the attached application, I have 10+ years of coaching experience, professional work experience in community/business development and continuous education to assist in my own personal development. In the volunteer role of an advisory board member, I would continue to build upon personal and professional connections to poll the public and help make recommendations to the Department as it relates to the budget, activities, programs, facilities and public relations. Should you have any questions, I can be contacted at (443) 336 - 1381 or cchilds18@gmail.com. Thank you for your consideration and I look forward to hearing from you soon.

Are you a resident of the City of Annapolis? Yes No

Are you an employee of the City of Annapolis? Yes No

If yes, please state your job title, department & duties.

Do you do business with the City of Annapolis? Yes No

If yes, please detail.

Are you currently serving on any city boards or commissions? Yes No

If yes, please list board(s).

Work experience (titles and duties)

- Annapolis Soccer Club - General Manager**
 - Responsible for daily operations and strategic planning of a recreational soccer club with 1500 participants
 - Provide support and management for all club members, county league and in-house winter futsal league
 - Cultivate community relationships and partnerships that align with common goal of youth development
 - Research and apply for grants that aide in the outcomes and impacts in the local community
 - Attend annual conferences for continuous education while learning industry best practices of nonprofits
- Trent Hill Farm & Nursery / Exterior Image, Inc. - Director of Sales & Business Development**
 - Lead sales, marketing, and online content management efforts for two family-owned companies
 - Specialize in new business development and major market expansion for fast growth and profitability
- AESOP LLC - General Manager, Sky Zone Memphis**
 - Defined roles, set goals, trained, directed, and evaluated the performance for 50 employees
 - Cultivated and maintained a strong sales and team culture built on accountability and reward systems
- Operations Manager, Sky Zone Memphis**
 - Designed program landscapes for team building activities, fundraising ventures, field trips and fitness class
 - Efficiently decreased labor spend 27% YOY in Q1 through task lists, file sharing, and report scheduling
 - Drove property to highest quarterly earnings in company's history. Improved \$35k YOY
- Group Sales Manager, Sky Zone Memphis**
 - Increased group sales 82% YOY, web bookings 91% YOY while growing TripAdvisor ranking 15 spots
- Hilton Worldwide, Focused Service Division - Sales Task Force Manager & Outside Sales Manager**
 - Developed and coordinated a systematic approach to onboarding and new hire training for 6 sales positions
 - Generated sales and marketing action plans for revenue growth as directed by Area Director and ownership
 - Responsible for \$4.5 mil in top-line revenue budget and 100+ accounts. Grew revenue \$.75 mil in 2 years

Educational background (certificates, diplomas, degrees, seminars, etc)

- The University of Georgia**
 - B.S. Education in Sport Management, GPA 3.26; GPA in Major Classes 3.57
 - Minor in Spanish - Study Abroad in Valencia, Spain
- United States Soccer Federation National "C" License (Nov. 2017), "D" License (June 2016), "E" License (June 2012)**
- Maryland State Youth Soccer Association Male Competitive Coach of the Year (May 2018)**
- USC Youth Club Administrator Professional Development Certificate (Jan. 2019)**
- NFHS/USC Professional Development Certificate (Jan. 2016)**


Other experience (volunteer experience, memberships etc)

- Maryland Rush Travel Soccer Coach**
- St. Mary's High School Boys Soccer Varsity Coach**
- Maryland Olympic Development Program Head Coach Boys 2007**
- Anne Arundel Youth Soccer Association Deputy Director**
- Goals for Growth - Founder & Executive Director** Annapolis, Maryland August 2016 – present
 - Lead underserved Hispanic youth in afterschool mentoring programs using soccer as the vehicle for growth
 - Successfully established programs at two local Annapolis schools, 4th – 8th grade males
- YWCO Athens - Assistant Director of Soccer, Internship** Athens, Georgia Nov. 2011 – June 2012
 - Planned, facilitated, and successfully executed a winter indoor and a spring outdoor season for 360 players
 - Created injury hardship fund which reserved \$5,400 per season for eligible players/families
 - Securing and maintenance of fields, referee assignment, scheduling, material handling, etc.
- Delta Tau Delta Fraternity, Beta Delta Chapter** Athens, Georgia
 - 2nd VP New Member Education - Successfully educated and graduated 87.5% of Spring 2010 class
 - 2nd VP Recruitment - 3rd largest class at UGA in Fall 2009, increased chapter 96% YOY or \$20k in dues

References

Name Roy Dunshee Phone 410-279-1194
Address Washington College, Chestertown, MD
Name Sean Tettermer Phone 410-292-9856
Address Broadneck High School, Annapolis, MD
Name Rick Colling Phone 901-374-5613
Address Hilton Worldwide, Memphis, TN

Appointees are subject to the provisions of the City of Annapolis Ethics Code, Annapolis City Code Chapter 2.08. Appointees are strongly encouraged to review this Code and contact the City of Annapolis Office of Law and/or City of Annapolis Ethics Commission with all inquiries.

Signature  Date 1/29/2020

E-mail electronically completed form to boards@annapolis.gov. Paper copies may be faxed to 410-216-8284 or mailed to the Mayor's Office address above, attention Boards and Commissions Coordinator.

