



Chartered 1708

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

May 3, 2019

To: Alderpersons, City of Annapolis

From: Mayor Gavin Buckley

Re: Recreation Advisory Board Reappointment

Pending your approval, I would like to reappoint Mr. Craig Harrison to the Recreation Advisory Board. Mr. Harrison has served on this board since 2010 and currently serves as chair.

Mr. Harrison's term will expire on 6/30/2020. A copy of his resume is attached.

Craig Harrison
264 King George Street
Annapolis, MD 21401

Thank You.

GB/hrr

Reviewed by: Economic Matters Committee

 Favorable Unfavorable

Committee Chair

Date

Harrison,
For Rec Board.
JSH

Craig S. Harrison

264 King George Street • Annapolis, Maryland 21401 • 410.991.7339 • csharrison2@verizon.net

Sales and Business Development

Senior business development, and relationship management professional in the information technology, systems integration and communications arenas, with experience and expertise in identifying and qualifying opportunities and positioning for successful and profitable projects.

Professional Experience

Computer Sciences Corporation (CSC) November 2006 to July 2008

Hanover, Maryland

Director, Strategic Accounts responsible for the identification, qualification, positioning and business development of opportunities for the State and Local Solutions business unit. Key results focused on developing a solid and positive relationship with customers, collaborate with other business units within CSC and leveraging prior experience and projects to develop additional work and projects.

Harrison & Associates, Inc. 2002 to 2006

Annapolis, Maryland

Head of a consulting and business development company that generated business, sales and market alliances for a number of firms seeking to expand their presence in the federal and state government markets.

Science Applications International Corporation (SAIC) 1998 to 2002

McLean, Virginia

Vice President Business Development responsible for the identification, qualification and business solution architecture of major information technology and communications infrastructure projects. Focus was primarily on major government programs in the civilian sector to include the Department of State, Social Security Administration, Postal Service, Treasury, the US Mint as well as state and local governments. Identified and closed a five-year project management contract as a team member with Bechtel to act as the owner's agent for the air traffic control systems for the UK government. Other contracts included high level feasibility work for an ATM network in Jordan and capture manager for an ongoing \$130 million network-based automatic call distribution project where SAIC is the prime contractor with Lucent and Qwest as major subcontractors. Facilitated the corporate working relationship between SAIC and Alcatel in the converged voice and data solution offering.

Bechtel Corporation February 1996 to June 1998

Frederick, Maryland

Business Development Manager responsible for sales, marketing and coordination activities for Bechtel telecommunications infrastructure projects. Focused on large projects that demanded critical time to market considerations and significant project management expertise, was responsible for all phases of business development to include capture strategy, teaming partner identification, subcontractor negotiations and proposal

coordination and development. Effectively identified and recruited telecommunications project managers, senior executives and key technical contributors to the business unit while maintaining ongoing working relationships with other industry units.

Fluor Daniel Telecommunications January 1989 to November 1994

Irvine, California

Director, National Accounts responsible for the sales and business development of telecommunications infrastructure projects in the federal government arena. Positioned the company on large government procurements to provide project management, logistical support, procurement and engineering. Key customers included the City of Chicago, Departments of State, Defense and Energy, and the US Postal Service. Focused on projects ranging from the worldwide installation of videoconferencing rooms, to remote bar coding for the Postal Service, to the reconstruction of the telecommunications facilities in Kuwait following the Gulf War. Managed the ongoing working relationships with other major government contractors to include AT&T, Boeing Computer Services, CSC, Nortel and Bell Atlantic.

Education

United States Military Academy

West Point, New York

University of Maryland

College Park, Maryland

Shipley Associates

“Strategy to Win” while at Fluor,

“Strategic Selling” while at SAIC

“Winning Business” while at CSC

“Capture Planning for Strategic Wins” while at CSC

Personal

Able and used to extensive international and domestic travel

Interests include marathon running, golf and physical fitness

President of the Annapolis Striders

Race Director of the Annapolis Ten Mile Run

- President of the Annapolis Striders 2007, 2008 and 2009 with 1,300 members
- Co-Race Director for the Annapolis Ten Mile Run (A10) , which has been named one of the Top Six Ten Milers to run by *Runner's World*, with a field of 5,500 runners (has been the RRCA National and State Championship 10 Mile Race, and will again be the State Championship this year) for the last five years
- Upon taking over as race directors, we increased the profitability from the A10 from \$18,000 in 2005 (before donations) to \$120,000 in 2009
- Directed the B&A Trail Marathon and Half Marathon, with 1,000 registrants at Severna Park High School and the B&A Trail
- Personally asked by the Annapolis Chief of Police to manage a new race to benefit Special Olympics Maryland and helped to raise over \$11,000
- Road Runners Club of America Certified Coach for training individuals to go from stationary to running races
- Have attended several RRCA National Conventions, and will be attending the 2010 convention next week in Lakeland, FL, and know the coordinators of the 2011 convention which will be held in Fredericksburg, VA (the Annapolis Striders will be a contributor to this event)
- Attended the 2009 Road Race Management Conference in Hollywood, FL and plan on attending the 2010 Conference
- Have developed relationships with multiple vendors, manufacturers and race management throughout the industry
- Currently in my sixth year on the Executive Committee of the Board of Directors of the Annapolis Striders, a 1,300 member 501(c) 3 volunteer organization.
- Have directed, timed and supported numerous smaller races, for the Annapolis Striders and community organizations
- Supported, timed and set course for the Joggin Joe 5K to support the City of Annapolis