



Chartered 1708

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

November 5, 2018

To: Alderspersons, City of Annapolis

From: Mayor Gavin Buckley

Re: Environmental Matters Standing Committee

Pending your approval, I would like to re-appoint **Jim Burdick** to the **Severn River Commission**. Mr. Burdick's resume is attached.

Jim Burdick
1719 Cedar Park Road
Annapolis, MD 21401

Sincerely,

Gavin Buckley
Mayor

Reviewed by: Environmental Matters	
_____ Favorable	_____ Unfavorable
_____	_____
Committee Chair	Date

JIM BURDICK, JR.
1719 Cedar Park Road
Annapolis, Maryland 21401
443.253.8129

HIGHLIGHTS OF SKILLS, QUALIFICATIONS, VOLUNTEER experience

- Board of Directors Admiral Heights Improvement Association 2009 – present
 - ❖ Chairman grounds committee
 - ❖ Erosion mitigation project Heinemann Park currently underway
- Treasurer – Weems Creek Conservancy (WCC) 2004 – present
 - ❖ Directed the West Annapolis Elementary School play ground project
 - Funding from Chesapeake Bay Trust, WCC
 - ❖ Assisted WCC in planning for the Navy Marine Corp Stadium parking lot project
 - ❖ Managed National Fish and Wildlife living shoreline project Maletic Weems Creek
 - Funding from NFWS + Weems Creek conservancy
- Saint Anne's Episcopal church Sunday school teacher (1994 – 1999)
- Annapolis Youth Soccer – head coach (1996 – 2006)
- Member NRDC, Union of Concerned Scientist, National Wildlife Federation, Defenders of Wildlife, Trout Unlimited
- Eastport Yacht Club member 21 years, Santa Maria Cup volunteer (2004 – present)

EMPLOYMENT HISTORY

Sr. Manager Business Development Deluxe Small Business (5/12 to present)

Specialized team introducing fortune 1000 organizations to “the growth engine for major brands, small business and financial institutions” in eastern US and Canada. Specializing in franchise operations, hospitality industry provide SEM, office management and marketing solutions.

SR. SALES MANAGER – REEHER LLC (5/11 to 5/12)

A team of three sales associates who sold to colleges and universities across the US and Canada. The Reeher SAAS solution was beneficial in driving outstanding fundraising results in the 29 customer accounts we serviced;

Accomplishments

- 2011 new business 3 new accounts
- \$580,000 new billing

CLIENT LOYALTY CONSULTANT - DELUXE CORPORATION (1/08 to 5/2011)

Part of an elite national team of 8 who create strategy, close sales, train & direct the efforts of account managers. Solutions drive client revenue growth, increased loyalty & risk mitigation. Delivered on a strategic corporate initiative to acquire a new division that drove over \$5 million in new revenue in last 3 quarters.

Accomplishments

- 2010 new business billing total \$1 million
- 3 year average 115% of quota.
- Coached account managers & assisted in largest loyalty sale in Deluxe history

FUNDRAISING DEVELOPMENT EXECUTIVE – BARTON COTTON (11/ 06 to 11/07)

Relationship manager for two of Barton Cotton's top ten accounts for the fundraising division. Prospected and closed new accounts. Developed and sold incremental solutions for existing Clients.

Accomplishments

- Closed over \$350,000 in net new business in 11 months
- Closed two new accounts
- Renewed multi year agreement for \$800,000 net in a strategic national account

KEY COMPETENCIES

- ◆ Project management
- ◆ Environmental programs
- ◆ Team Building
- ◆ Grant Management
- ◆ Strong Leadership Skills
- ◆ Community Participation
- ◆ CRM Technology Solutions
- ◆ Direct Marketing Solution Strategies
- ◆ Motivated Coaching
- ◆ Flawless Execution
- ◆ Skilled Negotiator
- ◆ Solution Integration

EDUCATION

Gettysburg College, Gettysburg, PA - B.A., Business Administration
BMA Direct Marketing School, Northwestern University,
North Carolina Outward Bound School

REFERENCES

Available on request