New Business #7

COUNTY AGENDA REQUEST

Department:	Board of Commissioners	Presenter(s):	Steve Brown / Randy Ognio
Meeting Date:	Thursday, April 10, 2014	Type of Request:	New Business

Wording for the Agenda:

Consideration of the Selection Committee's recommendation to appoint Dennis Dorsey to the Fayette County Development Authority to the unexpired term of Randy Hayes, with said appointment beginning April 18, 2014 and expiring April 9, 2016.

Background/History/Details:

The Fayette County Development Authority is a volunteer body of eight members. Five of the members are appointed to at-large positions, for four-year terms, by the Fayette County Board of Commissioners. Two members are appointed by the City of Fayetteville and the Town of Tyrone, respectively. The remaining member is appointed by the Peachtree City Airport Authority.

The Fayette County Development Authority sets policy, determines annual goals, and serves as a liaison between the business community and local government. This board utilizes individual talents and experiences in building consensus in an effort to facilitate an improved business climate, diversified economic base, and a steady economy that results in benefits for every citizen, business owner, and government in Fayette County. The Authority typically meets the third Thursday of each month.

On February 21, 2014, the County advertised for four soon-to-be vacant positions on the authority. Numerous applications were received and each applicant was interviewed by the Selection Committee. The Selection Committee recommended four applicants for the various positions. In the meanwhile, Mr. Randy Hayes resigned from the Development Authority. The Selection Committee, with the blessing of the Board of Commissioners, allowed for a fifth candidate to be nominated from the applicants to replace Mr. Hayes. To that end, the Selection Committee has nominated Mr. Dennis Dorsey to fill Mr. Hayes' unexpired term on the Development Authority.

What action are you seeking from the Board of Commissioners?

Consideration of the Selection Committee's recommendation to appoint Dennis Dorsey to the Fayette County Development Authority to the unexpired term of Randy Hayes, with said appointment beginning April 18, 2014 and expiring April 9, 2016.

If this item requires funding, please describe:

Not Applicable.

Has this request been considered within the past two years?	No	If so, when?	
Is Audio-Visual Equipment Required for this Request?*	No	Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

Approved by Finance	Not Applicable	Reviewed by Legal	
Approved by Purchasing	Not Applicable	County Clerk's Approval	Yes
Administrator's Approval			

Staff Notes:

APPLICATION FOR APPOINTMENT
Fayette County Development Authority

Thank you for your interest in being considered for appointment to the Fayette County Development Authority.

Applicants must be a legal resident of the State of Georgia and have been a resident of Fayette County for at least six months prior to the date an application is submitted.

The Fayette County Development Authority is comprised of nine members. Five of the members are appointed to at-large positions by the Fayette County Board of Commissioners for four-year terms. Meetings are typically held on the third Thursday of each month at 11:30 a.m. at the Historic County Courthouse, which located in the center of Fayetteville. Please do not apply if you will be unable to attend a minimum of eighty percent (80%) of all meetings. **Applicants are encouraged to attend as many Fayette County Development Authority meetings as possible in an effort to become familiar with the responsibilities of the post.**

Please take a few minutes to complete the form and answer the questions on the reverse side of this form and return it with a resume, if available, to Floyd Jones, County Clerk, 140 Stonewall Avenue, West, Suite 100, Fayetteville, GA 30214 no later than 5:00 p.m. on March 14, 2014.

If you have any questions, please call (770) 305-5102.

NOTE: Information provided on this form is subject to disclosure as a public record under Georgia Open Records Law.

NAME Dennis R. Dorsey

ADDRESS [redacted]

[redacted]

TELEPHONE (day) [redacted]

(evening) "

(email address) [redacted]

Signature

March 12, 2014
Date

1. How long have you been a resident of Fayette County?

   3 years

2. Why are you interested in serving on the Fayette County Development Authority?

   I want to serve the community utilizing my strongest assests for the betterment of our citizenary.

3. What qualifications and experience do you possess that should be considered for appointment to the Fayette County Development Authority?

   Former County Commissioner, Former Macon Economic Development Commission Member, Successful business owner, former Presidential Appointee.

4. List your recent employment experiences to include name of company and position.

   Georgia-Pacific (Encadria Staffing Services LLC) - Manager, Business Development. Please see resume.

5. Do you have any past experience related to this position? If so, please describe.

   Yes, former member of Macon Economic Development Commission. Please see resume.

6. Are you currently serving on a commission/board/authority or in and elected capacity with any government?

   NO

7. Have you attended any Fayette County Development Authority meetings in the past two years and, if so, how many? No

8. Are you willing to attend seminars or continuing education classes at county expense?

   Yes

9. What is your vision of the county's future related to the duties of the Fayette County Development Authority? To utilize the assests of Fayette County to recruit new industry and assist in the expansion of existing industry thereby creating jobs for the economic viability to of our community.

10. Would there be any possible conflict of interest between your employment or your family and you serving on the Fayette County Development Authority?

    No

11. Are you in any way related to a County Elected Official or County employee? If so, please describe. No

12. Describe your current community involvement.

    VP of Membership - Flint River Council Boy Scouts of America
    Member of Fayette County Republican Party / Fayette Chamber of Commerce.

13. Have you been given a copy of Fayette County's Ethics Ordinance?

    Yes

14. Is there any reason why you would not be able to comply with the County's Ethics Ordinance?

    No

Dennis R. Dorsey

[redacted]

LEADERSHIP COMPETENCIES

Locally Elected Official
US Presidential Appointee
Strong Influencer
Government Funding & Systems
Analyze Critically for Problem Solving

Economic Development
Building Long-term Relationships
Excellent Communications Skills
Sales & Marketing
Ability to Execute Strategically/Tactically

RELVANT EXPERIENCE

US General Services Administration, Southeast Region, Atlanta, GA
Senior Advisor
Senior member of the leadership team of the region consisting of more than 1,000 employees, 176 federal buildings, 1,500 leases, a $550 million operating budget, and a $1.8 billion construction budget across 8 states. Maintained top secret security clearance. Assisted in determining regional performance goals and business targets. Identified actions to accomplish designated goals. Reviewed, evaluated, and monitored the effectiveness of regional program areas to enhance customer service and ultimately improve GSA program operations. SE Region was consistently rated the highest performer in the country during tenure. GSA was rated as one of the Top 10 Government Agencies to Work by employees during tenure. Planned and coordinated all regional special events including media tours, press conferences, groundbreakings, dedications, and building naming ceremonies.

- Managed all congressional contacts
- Initiated formal liaison activities and managed interactions with federal, state, and local officials, as well as private industry
- Led GSA's support of the **G8 Economic Summit at Sea Island, GA**
- Obtained highest possible employee performance review every year
- Merged two organizations with distinctly different cultures (Federal Supply Service & Federal Technology Service)
- Selected for GSA Caring Award
- Designed & implemented GSA C.A.R.E.S. (Call-up Assistance & Real Expressions of Support) to help GSA family members of those that had been activated for military service

Bibb County Board of Commissioners, Macon, GA
County Commissioner
Elected in 1996 to the Bibb County Commission and appointed to the following Committees: Finance and Budget (Chairman); Risk Management (Chairman); Public Works and Engineering; Properties; Human Resources and Information; Ordinance and Resolution; Macon Area Transportation Study Policy; Macon Economic Development Commission. Constructed, implemented, and managed a $154 million budget

- Represented Commission's economic development efforts on Macon Economic Development Commission
- Selected for Jim Hicks Memorial Award by Volunteer Macon's Council of Community Services
- Selected as "40 Under 40 Leaders" in GA by GA Trend Magazine
- Managed, supervised, and administered a multi-million dollar indoor air quality mitigation project
- Renegotiated franchise agreement with local cable provider Cox Communications

Ace Electric, Inc., Atlanta, GA
Director of Government Programs

- Created strategic business plan for growing revenue in the federal government space
- Designed business model for service delivery
- Secured a US General Services (GSA) Multiple Award Schedule Contract
- Interfaced with GSA leadership and contracting officers maintaining solid relationships
- Established relationships with Department of Defense (DOD) contracting officers
- Maintained relationships with US Senators and US Congressmen

Dorsey Business Group, Atlanta, GA
Senior Business Advisor
Consulting firm for Staffing Industry and other small and mid-size businesses, governments, and charitable organizations to improve client effectiveness, efficiency, productivity, and operations with a specialty in leadership development, sales coaching, and client service delivery improvement, providing state and federal government relations.

- Obtained 32.5% increase in sales 3rd quarter 2007 compared to 3rd quarter 2008 for client
- Secured a GSA Schedule Contract for client in 3 months (typical 12 month cycle)

Encadria Staffing Solutions, LLC, Atlanta, GA
(a Georgia-Pacific Company)
Manager, Business Development
Provide Senior Leadership to business development team in 6 markets. Perform market/branch turnaround and strategic planning for future expansion. Create marketing materials, content marketing program, and brand awareness.

Norrell Services, Inc., Multiple Markets in GA
Franchise Owner
16 years of ownership of a supplemental staffing and customized workforce solutions businesses in Central GA. Established firm as the premiere staffing company in the area. Demonstrated ability to motivate staff to maximum productivity, as well as control costs through most effective and efficient use of human resources. Company was sales driven and operated within a solution platform, utilizing a consultative approach.

- Grew business from $250,000 to $7 million in annual sales
- President's Club Award winner 8 years for outstanding sales growth
- 5 Star Quality Award winner 8 years for excellence in customer service
- Won Franchise of the Year for Norrell Services
- Franchisee Representative to Norrell Franchise Advisory Council (renegotiated Franchise Agreement)
- Awarded Small Business Owner of the Year by Chamber of Commerce
- Chosen Young Entrepreneur of the Year for GA by US Small Business Administration
- Selected Executive of the Year 3 years in a row by International Association of Administrative Professionals
- Selected as "40 Under 40 Leaders" in GA by GA Trend Magazine
- Selected for Jim Hicks Memorial Award by Volunteer Macon's Council of Community Services

DPS Enterprises, Inc., Macon, GA
President/CEO/Founder
Founded a logistics service firm that provided support to a major manufacturer. Developed and implemented a strategic business plan and detailed business model for start-up company. Led, managed, and successfully

motivated staff to grow business into a multi-million dollar company responsible for all loading activities of customer product.

- Achieved 99% perfection rate minimizing damage claims to product
- Exceeded designated profit goals for 13 consecutive years

COMMUNITY COMMITMENT

- Boys & Girls Clubs of Central GA – Medallion Award, Chairman of Board of Directors, Lifetime Achievement Award, Mentor Award, Man & Child Award
- Bibb County Board of Commissioners – Locally Elected Official
- Presidential Appointee in President George W. Bush Administration
- Boy Scouts of America – Flint River Council Executive Committee – Membership Committee Chairman, Central GA Council Executive Committee - Ocmulgee District Committee Chairman
- United Way – Board of Directors, Campaign Leadership
- Rotary Club – Secretary, Board of Directors
- Goodwill Industries – Treasurer, Board of Directors
- US Region IV Interagency Council on Homelessness
- Volunteer Macon's Council of Community Services – Jim Hicks Memorial Award
- Leadership Macon – 1988 Graduate, Board of Directors
- Wesleyan College – Board of Visitors
- Vine-Ingle Little League – Board of Directors, Coach
- Campus Club Ministry – Board of Directors
- Hay House, Georgia Trust for Historic Preservation – Board of Directors

EDUCATION

Valdosta State College
    Sigma Alpha Epsilon Fraternity (Treasurer)
Macon State College
Georgia Institute of Technology
    GA Tech Alumni Scholarship
    NROTC Scholarship
Business Management

REFERENCES:

http://www.linkedin.com/in/drdorsey12