

February 6, 2017

Duncan Miller, Town Clerk

Town of Paradise Valley

6401 E. Lincoln Drive

Paradise Valley, AZ 85253

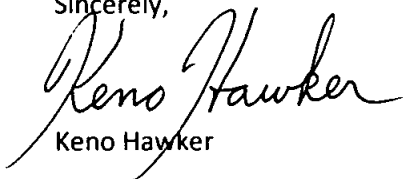
Mayor Collins, Vice Mayor Bien-Willner, and Councilmember's Dembow, Moore, Pace and Stanton,

I would like to be considered for a two year appointment to the Paradise Valley Town Council. I meet the statutory requirements of being over the age of 18, a resident and registered voter in the Town of Paradise Valley.

Attached is a resume along with answers to your questions.

If you think my experience could benefit the Town of Paradise Valley, I would look forward to interviewing with you.

Sincerely,

A handwritten signature in black ink that reads "Keno Hawker". The signature is fluid and cursive, with the first name "Keno" and last name "Hawker" clearly legible.

Keno Hawker

1. Briefly describe your professional experience.

Hawker and Evans Asphalt Co. Constructed and operated a liquid asphalt facility as a distributor of Chevron Asphalt Co. The facility consisted of seven tanks with 75,000 gallons of on-site storage. The company maintained and operated a fleet of seven asphalt distributor trucks and had a customer base of approximately fifty Arizona contractors. Hawker and Evans Asphalt Co. was sold in 2000 after 28 years of operations.

Hawker Manufacturing. After several years of successful operation as a distributor, Chevron Asphalt Co. closed the asphalt production portion of their Los Angeles, and Oakland California refineries. At that time I entered into a licensing agreement with Chevron to Manufacture asphalt emulsions, and tennis court paints. All of Chevrons asphalt manufacturing equipment was acquired and relocated to a newly constructed manufacturing facility in Mesa, AZ. Hawker Manufacturing was operated for 18 years and sold in 1998.

Keno's Underwater Salvage. At a young age I developed a profitable and fun side job. I established contracts with the local golf courses to retrieve the golf balls from the lakes. It was like being a child on an Easter egg hunt.. The business lasted two years and retrieved approximately 25,000 golf balls. The business was dissolved when the water quality was deemed not up to full contact standards.

2. What experience do you think qualifies you to be a Council Member?

Having served as a council member and Mayor of Mesa, I understand open meeting laws, conflict of interest, executive sessions, financial disclosure laws, and state imposed budget expenditure limitations.

I have worked well with multiple other council members, other cities and town leaders, the state legislature, Senators McCain and Flake. Also met with Moody's and Standard and Poor's prior to the issuance of municipal bond debt and was successful in getting the Cities rating improved.

I am aware of the importance of not only reading the material that staff provides, but to seek out additional information from trusted friends and experts in areas you are not proficient in. Knowing what you don't understand, and asking for help, is always better than trying to bluff your way through the discussion.

3. Please list community activities or civic involvement.

Mesa Ho-Ho-Cams Cubs Spring Training, Mesa Baseline Rotary - past president, Mesa United Way, Sister Cities Program (Burnaby B.C. , Upper Hut New Zealand, Caraz, Peru) BSA Scout Master.

4. Please describe your experience in the following areas:

a. Public Service: Mesa City Council Member 1984-1992 and 1998-2000.

Maricopa County Charter Committee 1994-1996

Mayor of Mesa 2000-2008.

b. Hospitality / Tourism / Resort Industry. Past board member Mesa Chamber of Commerce and Mesa Convention and Visitors Bureau. Toured and negotiated with Gaylord Resort and Conference Center for their west coast location to be located east of Phoenix Mesa Gateway airport. The site was chosen and announced prior to the economic downturn, but never built.

c. Intergovernmental Relations. Past chairman MAG Regional Council. Past board member RPTA, Light Rail, & Arizona Municipal Water Assoc. Chairman, Phoenix- Mesa Gateway Airport Authority. Member Southeast Valley land fill location committee. Co-Chair of the Va Shly'Ay Akimel Core of Engineers Salt River restoration master plan with Salt River Pima Maricopa Indian Community.

d. Budget / Finance. During my term as Mayor of Mesa one of my goals was to create a 25 year build out master plan for the city that was paired with a matching 25 year financial forecast. The model is still being used today.

Mesa knew its build out boundaries 135 sq miles, and estimated 2035 population 650,000. The task was to match the projected build out population with a job's to housing ratio at or above the regional average.

Several insights were evident after a careful evaluation of Mesa's financial condition. First was the heavy dependence on sales tax and utility revenue as the major funding source for Mesa. It should be noted that Mesa had a fifty year history of operating without a municipal property tax. Another important discovery was the importance of calculating the true cost of municipal employees, not just current wages, but long term medical and pension costs. Copies of the final report are available on the City of Mesa web site

e. Development / Contract Negotiations. Negotiated the contract, and hired the existing City Manager of Mesa, Chris Brady. Also directly advertised, interviewed and hired the Chief Magistrate for the City of Mesa Municipal Court, Judge Matias Tafoya, and the Mesa City Attorney Deborah Spinner each with council concurrence. Have analyzed and voted on numerous RFP for redevelopment projects in downtown Mesa, and new commercial development in and around Falcon Field, and Phoenix Mesa Gateway Airport.

f. Storm water and Drainage Management . No experience in this area beyond building parking lots with adequate on site retention.

Please submit written responses to the following questions.

1. In your opinion, what are the biggest challenges facing Paradise Valley and how would you address them?

Revenue dependence on traffic enforcement, and resort revenue. The immediate future looks good, but I have concerns about the AZ State legislator prohibiting photo radar, and the hospitality industries ability to withstand an economic downturn. One solution would be the creation of a rainy day fund sufficient to allow time to implement budget adjustments.

Storm Water run-off. I don't have any suggestions currently, but I would like to see what the city engineers are recommending and would like to learn more in this area.

Sewer system vs. septic tanks. I appreciate how expensive a full sewer system would be for the Town of Paradise Valley, but I still believe that the Town should work towards that end.

Traffic. I would not recommend building additional lanes on Major Arterials as that would just encourage additional drive thru traffic. I would consider merging lanes to exit side streets. If a house is a full tear down, on the corner of a major arterial and side street, I would support a fund to purchase additional ROW for a turning traffic lane.

Mountain side development. I see a bright future for Paradise Valley if it continues to focus on high end resort, and one acre minimum housing sites. The town's unique setting with both Camelback and Mummy Mountains as part of the view corridor needs to be protected. When additional houses are permitted and developed on the face of the mountains, they must be accessed by a roadway that does not create a visible scar.

Cell reception. I am in favor of creating better cell reception, but not by creating towers on the mountains. I would favor a continuation of the existing non intrusive cell construction program.

2. Do you have the time and availability to serve the remainder of the two-year term? Yes

3. Are you aware of any conflicts of interest or issues that would prevent you from participation in all Town decisions? No

RESUME

Keno L. Hawker

Paradise Valley, AZ. 85253

Employment: 2008 - 2017 Retired

1972 - 2000 Owner and operator of Hawker and Evans Asphalt Co. Inc., Mesa, AZ

1980 - 1998 50% owner of Hawker Manufacturing, Mesa, AZ

Public Service: 2000 - 2008 Mayor City of Mesa, AZ

1998 - 2000 Mesa City Council member

1994 - 1996 Elected member of the Maricopa County Charter Committee

1984 - 1992 Mesa City Council member

When serving on the Mesa City Council I served a term as Chairman of MAG Regional Council, on the Board of Directors of RPTA , Arizona Municipal Water Association , Phoenix/Mesa Gateway Airport and Light Rail.

Education: BS degree from University of Wisconsin - Stevens Point - Business & Economics

MBA degree from University of Wisconsin - Madison - Finance

References available upon request

WE, FEB 8 '17 PM 2:42



January 7, 2017

Duncan Miller, Town Clerk
Town of Paradise Valley
6401 E Lincoln Drive
Paradise Valley, AZ 85253
dmiller@paradisevalleyaz.gov

Dear Mr. Miller,

This letter will serve as my request to be appointed to fill the vacancy on the Paradise Valley Town Council. My wife Kim and I have been homeowners and residents of this beautiful community for the past eleven years. We chose to make Paradise Valley home for us and our three children and have enjoyed every day here.

I am committed to maintaining and enhancing the quality of life in Paradise Valley. Our community is a gem, and I want to devote my time and attention to working with the Mayor, Council, Town Manager, and staff to continue with the success of our Town. We have great volunteers, a small town atmosphere, fabulous resorts, no property tax, low density and open space with iconic mountains. I would love the chance to be part of the effort to protect what we have and improve where possible. The opportunity to serve on the Council is one I am honored to be considered for.

Please let me know if there is anything else the Mayor or Councilmembers need from me as they approach their decision. The best way to reach me is email

or phone

i. Thank You.

Sincerely,

Andy Kunasek
Principal



E. Camelback Road, Suite 100
Phoenix, AZ 85018

www.arizonastrategies.com

Andrew W. Kunasek
Paradise Valley, Arizona 85253

Experience

Maricopa County Supervisor, District 3

Phoenix, Arizona September

12, 1997 – December 31, 2016

- Elected member of five-member governing board for Maricopa County, fourth largest county in America.
- Set fiscal and tax policies for a community of over four million residents.
- Programmed and developed facilities for state and local courts, jails public health facilities, roadways (local and regional), parks, trails, and libraries.
- Served as Chairman of the Board five times.
- Led effort to make Maricopa County one of the most fiscally responsible and efficient governments in America.

Member, National Association of Counties Defined Contribution and Retirement Committee – 2007 – 2016

- Advisory Board for section 457 Deferred Compensation Program.
- More than 360,000 county employees from over 1,900 counties
- Accumulated assets of over \$13 billion.

Deputy Director, Home Builders Association of Central Arizona

Phoenix, Arizona

October 1996-September 1997

- Senior level advocate/primary industry liaison for home building companies (from largest in the world to very high-end custom homebuilders) to fifteen cities and counties in Central Arizona in top tier market in the United States.
- Managed complex issues facing development community in one of the most dynamic environments in the country, including growth management initiatives and water and wastewater standards.
- Primary representative from home building industry to the elected leaders and professional staff in the greater Phoenix area.

President, Mercado Management, Inc.

Phoenix, Arizona

January 1992 – Present

- Sole owner and real estate portfolio manager for real estate related investment company.
- Projects include agricultural, industrial, and multi-family real estate.
- Participated in the acquisition/entitlement of property for three municipal solid waste landfills, one of the most complex types of real estate to develop.

Securities Sales Representative, Capital Group Securities

Phoenix, Arizona

1986-1991

Education

Arizona State University

Tempe, Arizona

Bachelor of Science, Business Management, 1986

Community & Board Membership

- Member, Central Arizona Conservation Alliance Advisory Committee
- Past Member, Board of Directors, Arizona Audubon Society
- Past Member, Board of Directors, Great Hearts Schools of Arizona

Background Information

1. Briefly describe your professional experience.

Please see attached resume

2. What experience do you think qualifies you to be a Council Member?

I believe that my experience gained on the Maricopa County Board of Supervisors is very similar to what a Paradise Valley Town Councilmember needs to fulfill his or her duties. Across the spectrum, the responsibilities of a Councilmember and a County Supervisor are quite similar.

3. Please list community activities or civic involvement.

The following is a partial list of activities, organizations and committees I have had the honor to be affiliated with (current and past) – **Central Arizona Conservation Alliance**, Advisory Board Member; **National Association of Counties**, Board of Directors; **National Association of Counties**, Public Lands Steering Committee Vice Chairman; **Nationwide Insurance/NACo** Deferred Compensation Committee, Vice Chairman; **Greater Phoenix Convention & Visitor's Bureau**, Member; **MAG Economic Development Committee**, Member; **Great Hearts Academies**, Board of Directors; **Audubon Arizona**, Board of Directors; **Governor Jan Brewer's Transition Team**, Assistant Transition Director; **Greater Phoenix Economic Council**, Board of Directors; **Maricopa County Republican Party**, Treasurer; **Maricopa County Trial Court Selection Committee**, Member; **Maricopa County Charter Committee**, Member; **Maricopa County Citizens Judicial Advisory Council**, Member; **Maricopa County Trial Court Selection Committee**, Member

4. Please describe your experience in the following areas:

- a. Public Service
- b. Hospitality / Tourism / Resort Industry
- c. Intergovernmental Relations
- d. Budget / Finance
- e. Development / Contract Negotiations
- f. Stormwater and Drainage Management

In general, the appropriate responses to this section can be found in my resume. I can expand further if asked.

Written Responses

Please submit written responses to the following questions.

1. In your opinion, what are the biggest challenges facing Paradise Valley and how would you address them?

Two items are of particular interest to me. The first is the issue of flood control. I believe that my experience and knowledge gained by serving on the Flood Control District of Maricopa County for nearly 20 years will serve the Town well as it attempts to address both local and regional drainage issues. One of my first accomplishments in this area was the construction of the flood related improvements along Doubletree Road. Undoubtedly there are many other improvements needed in this area and I am confident that I would be able to use my past experience to benefit the Town in its efforts to prepare for and deal with flood related issues in the future.

The other issue I would like to help resolve is the underfunded pension problem. I would use knowledge and experience I gained from my time on the Board of Supervisors to help the Town find the solution to this critical issue facing nearly every local government. I have come to the conclusion that most threats to local government authority emanate from the state legislature. I do have substantial experience working within the legislative system and am eager to use my experience to help the town.

2. Do you have the time and availability to serve the remainder of the two-year term?

Yes

3. Are you aware of any conflicts of interest or issues that would prevent you from participating in all Town decisions?

No. However, if any conflicts develop, I would declare as state law or town policy require and follow the proper procedure to ensure compliance with both the letter and spirit of the law.

David A Sherf

Qualifications for Town Council Vacancy

My professional experience has focused on the hospitality industry where I was the Senior Vice President of Development for Doubletree Hotels and PROMUS Hotels, growing both chains by over 100 additional hotels. Most recently, I was Senior Vice President of Real Estate and Owner Relations for Hilton Hotels responsible for a portfolio of 70 hotels valued at more than \$ 8 billion. As head of Owner Relations, I resolved issues that sometimes occurred with the over 100 hotels that Hilton managed for third parties. Prior to that I was Partner and CPA for national accounting firm.

My qualifications to be a Council Member are based on my four years as a member of the Town Council (2012-2016) including the last year as Vice Mayor.

My Community and Civic activities include:

- + Paradise Valley Visioning Committee-2010
- + Paradise Valley General Plan Committee 2010-2011
- + Cantatierra Homeowners Board-2013-2017
- + Scottsdale Museum Of The West-Trustee-2017
- + Northern Arizona School of Hotel and Restaurant Management-Board of Advisors-since 2016
- + Catholic Community Foundation-Board of Directors- since 2012
- + Collins College at Cal Poly Pomona -Board of Advisors- since 2001
- + Cornell University –School of Hotel Administration-Executive in Residence -2008-2010

My experience in the following areas include:

- + Public Service- four years on the Paradise Valley Town Council and two years as volunteer on Town General Plan and Visioning Committees
- + Hospitality/Tourism/Resort Industry-graduate of the Cornell University Hotel School; nationally, all aspects of hotel ownership, operations , finance, franchising and development since 1979; locally, asset manager of Montelucia Resort and Hilton Tapatio Cliffs Resort for lenders. Ongoing involvement through lecturing and mentoring at Cornell University, Collins College at Cal Poly Pomona and NAU Hotel Schools
- + Intergovernmental Relations-member of Paradise Valley Town Council and occasional participant in MAG meetings
- + Budget/Finance- former CPA; hotel acquisitions requiring detailed analysis of financial statements; responsible for annual capital spending budgets for 70 Hilton hotels totaling \$700 + million; four years of budgets for Town of Paradise Valley
- + Development/Contract Negotiations- developed hotels throughout the US: negotiated more than 100 hotel management and franchise contacts. Lead the sale of nearly \$3 billion in hotel assets including negotiating full purchase and sale agreements and other documents to complete sales.

- + Storm water and Drainage Management-participated in numerous discussions of these topics as a member of Town Council

Biggest challenges facing Paradise Valley

1. Potential loss of sales tax revenues if legislature changes tax collection methodology to the point of sale of the construction materials. Addressing this major issue requires ongoing, continued lobbying of elected officials and providing them with tools including compelling facts why this would significantly hurt our Town and propose alternatives that would be more fair.
2. Adequate money to properly fund the Town's ongoing capital needs to maintain our infrastructure. This is best addressed by fully understanding and prioritizing the town's needs and annually updating rolling five and 10 year capital plans. Since capital spending is very visible to our residents and helps support our "brand" it must remain a high priority and not fall into a category of spending "what's left ". With our new resorts coming online, money should be available for funding capital needs thus, the challenge is for the Town to remain prudent/diligent in its allocation of capital.
3. Resolving Storm Water Drainage issues is another big challenge for the Town. Our current funding of studies covering various parts of the Town serves to identify the extent of the problems and costs we are facing. Next is working with local and national agencies to find funding to help mitigate the issues. Since finding funding is a long term process, the Town must keep Town residents fully informed as to what we are doing while also assisting individual homeowners in ways they can protect their homes.

I have the time, ability, and high desire to continue to serve the residents of Paradise Valley.

I am not aware of any conflicts of interest or issues that would prevent me from participating in all Town decisions.

Mr. Duncan Miller
Town Clerk
Town of Paradise Valley
6401 E. Lincoln Drive
Paradise Valley, AZ 85253

Mr. Miller,

Please find my enclosed resume and application package for the open position for Town of Paradise Valley Town Council. I welcome the opportunity to meet with the Council to discuss my background and experience.

Thank you,

Jeffrey P. Wincel

Paradise Valley, AZ 85253

Application for Jeffrey P. Wincel

Background Information

1. Currently Vice President, Chief Procurement Officer for ON Semiconductor. ON Semiconductor is a leader provider of energy efficient technology solutions for high tech applications. In this position, I manage ~\$2b expenditure for production materials, corporate services, capital equipment, facilities, and other purchases; leading a global team of over 250 procurement, supply chain and quality professionals. Previously I global sourcing and supply chain executive at major aerospace company; owned and operated a global supply chain consulting company; was vice president and general manager of major tier one automotive supplier; and various positions of increasing responsibility in industrial and manufacturing industry.
2. I have served as planning commissioner for the Town of Paradise Valley for the past 3 years, and prior planning commissioner for Park Township MI and Ottawa County Michigan. I am currently Trustee of Arizona State University, member of the WP Carey School of Business Dean's Council, and Co-chair of the ASU foundation president's club. In the past I have run for Township supervisor and 2nd congressional district representative (primary).
3. Paradise Valley Planning Commission, TPV Hillside building committee, ASU Trustee, Dean's Council, Foundation President's Club co-chair.
4. a) I have held public service positions in local and county level planning; have been on the board of directors for educational and charitable organizations; and served on the United Way allocation committee. b) 12 year board member, including terms as president and treasurer for Orange Tree Golf Resort, Scottsdale Arizona. c) Held simultaneous appointments on Ottawa County Planning Commission and Park Township Planning commission. The legislative requirements of county planning required alignment of boarding jurisdiction zoning and master plans, requiring intergovernmental review and approval. d) significant corporate budget responsibility including operating budgets in excess of \$5m annually, plus expenditure management up to \$2b annually. e) As part of planning responsibilities led RFP and proposal development for governmental services, including 5 and 10 year master plan revision/rewrite, regional transportation, municipal waste and recycling, and other governmental unit franchise agreements f) Lake Michigan and Lake Macatawa watershed storm water management (Park Township MI).

Written Responses:

1. Among the biggest challenges facing Paradise Valley is the resident unwillingness, and the council's inability to maintain fidelity to the general plan vision, requirements and town structure. Virtually every development application presented to the town provides justification as to why variance from the general plan should be made. Based on the growth and investment opportunity, the council typically approves these plans (with planning commission support). The continuation of this course of action will create a pattern of development and establish precedent that will permanently change the character of the Town. I believe the solution to this problem is to have developed a more clearly defined set of operating rules which shape the Council statement of direction to the planning commission under which exceptions should be considered. Additionally, applications that are significantly out of compliance to the general plan should be rejected as inconsistent with Town objectives and/or requiring a higher level of substantiation before processing. Finally, there should be greater engagement of citizen planners outside of construction and development as to avoid narrow perspective on the nature of development in the Town.
2. I have the ability to plan my professional travel, and have done so over the past three years to allow my participation as planning commissioner.
3. I am not aware of any conflicts of interest that I have that would prevent me from serving as Council member or participating in all Town decision.

JEFFREY P. WINCEL

Paradise Valley, AZ. 85253

Home:

Cell:

E-mail:

CAREER SUMMARY

International executive with over 20 years of experience in executive supply chain/purchasing and general management positions. Expertise in developing and deploying significant cost savings and price improvement initiatives, team and consensus building, and broad supply chain integration in global manufacturing and service organizations.

PROFESSIONAL EXPERIENCE

ON Semiconductor, Phoenix, Arizona

2014 – Current

International Manufacturer of Microelectronic Components & Systems

Chief Procurement Officer '14- Current

- Executive leadership of 200+ international sourcing and procurement staff managing in excess of \$1.5b in direct material, capital equipment, and facilities purchases.
- Development of global strategic sourcing and procurement initiatives, acquisition best practices, financial and global economic management, and standardized procurement systems
- Member of Global Supply Chain Operations leadership team

Honeywell Aerospace, Tempe, Arizona

2012 – 2014

International Manufacturer of Aerospace and Defense Systems

Senior Sourcing Director '13- '14

- Developing the sourcing strategies and assuring alignment with M&PM product strategies
- Responsibility to manage supplier relations with 1,300 suppliers totaling \$850M of annual direct spend
- Focused on achieving productivity and performance metrics (cost, quality, delivery) for all suppliers within span of control.

Senior Director ISC - VMI '12- '13

- Led Vendor Managed Inventory Team to double VMI contract coverage – to \$1.6b
- Facilitated VMI implementation of over \$1.3b
- Achieved significant inventory reductions of over \$55m annual savings
- Improved supplier on-time to request performance (OTTR) for VMI to 98%+

LSC Consulting Group, Holland, Michigan www.LSCConsultingGroup.com

2001 – 2012

Independent Professional Consulting (Procurement and Supply Chain Management)

Founder & Principal '01- '12

Clients include:

Wabash National Corporation, Royal Caribbean International, Western Pegasus Inc., Wabash Technologies, Williams Controls, St. Gobain Semiconductor, Esco Integrated Manufacturing

JEFFREY P. WINCEL

(Benchmark Electronics), Modern Industries, SAS Institute, Burner Systems International, Satyam, and Mann+Hummel

Accomplishments include:

- Development of strategic purchasing and supply chain plan for \$1b purchasing activity
- Implemented cost reduction initiatives capturing commodity group savings of 18-25%
- Piloted supplier based design and process cost improvement program - savings of 5% p.a..
- Designed intercompany purchasing consortium model and membership documents
- Served as interim General Management of international manufacturing and sales organization

GRAND VALLEY STATE UNIVERSITY, Grand Rapids, MI

2002 – 2006

Adjunct Professor, Marketing – Supply Chain Management

- Adjunct professor for MBA Marketing courses
- Adjunct professor for senior level undergraduate classes in supply chain management
- Lecturer for MBA students for SCM courses
- Interdepartmental development of National Science Foundation Grand Applications for research into next generations supply chain methods

DONNELLY CORPORATION, Holland, Michigan

1998 – 2001

\$1 billion Tier 1 automotive supplier with 27 manufacturing plants on 4 continents. 1996 – 1997

Vice President, Corporate Procurement & Materials '96 – '01

- Directed \$650 million worldwide purchasing and supplier development activities
- Achieved over \$24 million in cost reductions from 1997 – 2001, delivering approximately \$2.30 per share earnings during that period
- Improved supplier quality defect level from over 8,000 ppm to less than 1000 ppm
- Spearheaded all major multi-year supply negotiations, including major outsourcing and facility sales
- Lead supply logistics and distribution responsibility for all North American manufacturing operations, including 110,000 square foot distribution facility and 15 over-the-road truck fleet
- Increased distribution labor effectiveness by 20% in product movement
- Administered overhead and operation budgets of \$10 million annually

Vice President & General Manager, Aftermarket Products Group '01

- Led global aftermarket and OEM past model service, P&L and business development
- Reduced baseline overhead and manufacturing costs by 20% while achieving sales growth
- Created independent cross functional leadership team charged with 200% growth target over 24 month planning horizon
- Positioned current traditional market products in retail and dealer chains
- Authored strategic business plan initiatives resulting in a 3 fold increase in after-market product offerings

Vice President & General Manager, Modular Systems '99- '01

- Directed P&L activities for \$350 million modular systems business
- Increased “organic” sales by 10% in a declining tier one market

JEFFREY P. WINCEL

- Developed mid and long-term marketing and business plan initiatives with emphasis on market development, “organic business growth”, and acquisition/venture strategies
- Approved operational plans and objectives for manufacturing, engineering, marketing, program management and other activities in support of business objectives
- Lead engineering, program development, and support staffs of 35, and operations hourly staff of 600-700
- Managed overhead and operation budgets of approximately \$15 million
- Facilitated joint venture negotiations with \$10 billion potential partner, leading all financial and business assessments

TRW INCORPORATED, Washington, Michigan
International automotive and aerospace company.

1997 – 1998

Global Director – Purchasing, VSSI & ORSG

- Directed \$1.5 billion global purchasing for vehicle safety systems and occupant restraints
- Managed an international purchasing staff of over 75 professional buyers and supplier development engineers
- Led supplier development and quality management for all North American based suppliers.
- Achieved \$45 million single year annual cost reductions
- Developed and implemented lead procurement strategies for automotive purchasing group (\$3.75 billion)
- Introduced and launched global commodity benchmarking and consolidation strategy, resulting in first ever multi year supply agreements and 20% consolidation of supply base

ASC INCORPORATED, Southgate, Michigan
Automotive specialty manufacturer.

1994 – 1996

Director Purchasing & Supplier Quality Assurance

- Managed \$125 million purchasing and supplier quality responsibility for U.S. operations
- Developed supplier benchmarking and consolidation efforts

FORD MOTOR COMPANY, Dearborn, Michigan

1989 - 1994

Purchasing Specialist

- Held buying responsibility for commodities including precious metals, fuel system components, injection molded plastics, HVAC components with individual buys up to \$500 million
- Led international benchmarking efforts for three commodities, leading to contract savings and supplier consolidation

JEFFREY P. WINCEL

EDUCATION AND PROFESSIONAL DEVELOPMENT

MICHIGAN STATE UNIVERSITY, East Lansing, Michigan

MBA, Operations Management - 1988

BS, Labor Relations - 1986

HARVARD UNIVERSITY, Cambridge, Massachusetts

Advanced Executive Education, School of Law (non-degree seminar courses)

Joint Harvard/MIT/Tufts program – 1993 & 1995

GRADUATE THEOLOGICAL FOUNDATION, Mishawaka, Indiana

Doctorate of Ministry (D.Min), Applied Ministry - 2009

LOYOLA UNIVERSITY, Chicago, Illinois

Masters of Arts, Pastoral Studies -2009

PUBLICATIONS AND PRESENTATIONS

- *People, Process & Culture: Lean Manufacturing in the Real World* – Productivity Press 2013
- *Lean Supply Chain Management: A Handbook for Strategic Procurement* – Productivity Press 2004
- *Lean Supply Chain Management: A Handbook for Strategic Change* – Simplified Chinese Translation, Dongbei University of Finance & Economics Press 2005
- *Optimize Magazine* – August 2002, “Competitive Collaboration”;
- *Inside Supply Management* – September 2002, “Cost Savings in Difficult Times
- *Supply Chain Yearbook 2001* - January 2001, “ Creative Problem Solving”
- *Supply Chain Management Review*, Winter 2000 “ A 5-Step Purchasing Turn Around Plan”
- *Supply Chain Management Review*, Spring 1999 “Strategic Procurement – A Practitioners View”
- *Surviving the Fall: America’s Second Great Depression* – God’s Embrace Press 2010
- *Defying the Trend: Business Ethics & Corporate Morality from Faith Perspective* – GE Press 2010
- *Climbing the Mountain of God: The Path to Mystical Discipleship* – Wyndham Hall Press 2009
- See October 2006 Purchasing Magazine article highlighting Wabash National efforts
- See July 2006 Purchasing Magazine article on RCCL efforts

National Association for Purchasing Managers, Institute for International Research, National Manufacturing Week, and University of Michigan Program for Lean Manufacturing, Featured lecturer

JEFFREY P. WINCEL

PROFESSIONAL AND CIVIC AFFILIATIONS

Dean's Council – W.P. Carey School of Business, Arizona State University
Town of Paradise Valley Planning Commission
Board of Directors (Past President) Orange Tree Golf Resort – Phoenix Arizona
Board Member – Adelente NYC
2012, 2007, 2004 & 2002 “Pros to Know” Supply & Demand Executive Magazine Institute for Supply Management (National Association of Purchasing Managers)
Council of Logistics Management
Original Equipment Suppliers Association, e-Business Council and e-Procurement Study Team
Holland Area United Way, Allocations Panel
Ottawa County, MI Community Action Agency Board of Advisors
Ottawa County, MI Planning Commission
Park Township, MI Planning Commission
Town of Paradise Valley, AZ Planning Commission