



## Richland County Council

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### Rules and Appointments December 01, 2015 - 4:00 PM 4th Floor Conference Room

Julie-Ann Dixon	Bill Malinowski (Chair)	Jim Manning
District 9	District 1	District 8

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#### Call to Order

- 1 The Honorable Bill Malinowski

#### Approval of Minutes

- 2 November 17, 2015 [PAGES 4-6]

#### Adoption of Agenda

- 3

#### Interviews

- 4 Transportation Penny Advisory Committee - 1 [PAGES 7-12]
  - a. Murray Coleman
  - b. Ann Bruce-Watson
- 5 Lexington Richland Alcohol and Drug Abuse Council (LRADAC) - 2 [PAGES 13-22]
  - a. L. Levern (Buddy) Wilson, Jr.
  - b. Jennifer Ford-Cooper



## **Richland County Council**

- c. Roosevelt Garrick, Jr.
- d. John Jacob Loveday
- 6** Richland Memorial Hospital Board - 2 [PAGES 23-30]
  - a. Murray Coleman
  - b. Jennifer Ford-Cooper
- 7** Airport Commission - 3 [PAGES 31-34]
  - a. Murray Coleman

### **Items for Action**

- 8**
  - a. Music Festival Commission - 1
  - b. Richland Memorial Hospital Board - 1
- 9** Terms of Service - Eligibility Requirements after Two Consecutive Terms [PAGE 35]

### **Adjournment**



## Richland County Council



Special Accommodations and Interpreter Services Citizens may be present during any of the County's meetings. If requested, the agenda and backup materials will be made available in alternative formats to persons with a disability, as required by Section 202 of the Americans with Disabilities Act of 1990 (42 U.S.C. Sec. 12132), as amended and the federal rules and regulations adopted in implementation thereof. Any person who requires a disability-related modification or accommodation, including auxiliary aids or services, in order to participate in the public meeting may request such modification, accommodation, aid or service by contacting the Clerk of Council's office either in person at 2020 Hampton Street, Columbia, SC, by telephone at (803) 576-2061, or TDD at 803-576-2045 no later than 24 hours prior to the scheduled meeting.

# RICHLAND COUNTY COUNCIL SOUTH CAROLINA



## RULES AND APPOINTMENTS COMMITTEE

November 17, 2015  
4:00 PM  
4<sup>th</sup> Floor Conference Room

*In accordance with the Freedom of Information Act, a copy of the agenda was sent to radio and TV stations, newspapers, persons requesting notification, and was posted on the bulletin board located in the lobby of the County Administration Building*

### CALL TO ORDER

Mr. Malinowski called the meeting to order at approximately 4:02 PM

### APPROVAL OF MINUTES

**November 3, 2015** – Mr. Malinowski brought to the Clerk's Office attention that he and not Mr. Manning seconded the motion to adopt the agenda.

Mr. Malinowski requested clarification of the motion regarding the Terms of Service – Eligibility Requirements after Two Consecutive Terms.

Mr. Malinowski moved, seconded by Ms. Dixon, to reconsider the portion of the minutes regarding the Terms of Service. The vote in favor was unanimous.

Ms. Dixon moved, seconded by Mr. Malinowski, to approve the minutes as corrected. The vote in favor was unanimous.

### ADOPTION OF THE AGENDA

Ms. Dixon moved, seconded by Mr. Malinowski, to adopt the agenda as published. The vote in favor was unanimous.

### ITEMS FOR DISCUSSION

- a. **Determine if an act that amended Section 27-2-105, Code of Laws of South Carolina, 1976, approved in June 2014, is a violation of Home Rule.**

**Background: The above amended bill gives the State the authority to change county boundaries with no input from the county/counties being affected. This could have a tremendous financial impact on a county by the transfer of millions of dollars of property from one county to another or even changing county line to put property in a neighboring county to assist with economic incentives for a new business.**

**I also question why the Richland County Lobbyist did not make Richland County aware of this bill as it proceeded at the state level?**

### Committee Members Present

Bill Malinowski, Chair  
Julie-Ann Dixon

### Others Present:

Kelvin E. Washington, Sr.  
Kimberly Roberts  
Michelle Onley  
Amelia Linder  
Daniel Driggers  
Brad Farrar  
Geo Price

**Currently the Richland County/Lexington County line is being looked into for change and neither county has requested this change or disputed the lines. (See 10-4-15 Tim Flach article in The State for some details). [MALINOWSKI]** – Mr. Malinowski stated the amendment reads as follows: “...to authorize the South Carolina Geodetic Survey to clarify county boundaries and disputes between counties by providing a procedure allowing the South Carolina Geodetic Survey administratively to adjust county boundaries.”

Mr. Malinowski further stated there is an incidence occurring now between Lexington and Richland County. Staff has stated there has been no dispute from either county.

Further down in the legislation it states, “...affected parties may file a request for a contested case on these adjustments to the Administrative Law Court...” which is after the fact and causes a citizen and/or government agency to go through a lawsuit process and incur additional costs.

Mr. Malinowski feels the most egregious portion of the legislation states, “...nothing contained in this administrative process restricts the authority of the General Assembly by legislative enactment to adjust or otherwise clarify county boundaries by legislative enactment.”

The legislation takes the authority for county boundaries out of the County’s hand and giving it to the State. There are potentially millions of dollars of property at stake, which could in turn affect the County’s bonding rate.

Mr. Farrar stated the boundaries of the County are a constitutional matter and the legislature can define the various boundaries.

According to Statute 27-2-105, it can affect the governing body of the County, elected officials, property owners, persons residing in said County, etc. Those entities would have standing to bring a lawsuit in Administrative Law Court, which could then be appealed to the Court of Appeals. There is a legal process to go through, so it would not be the SC Geodetic Survey that has the final say.

Mr. Malinowski stated for approximately a year the SC Geodetic Survey has been discussing with Lexington County a potential boundary change. However, Ms. Carter in GIS was not aware of it.

Mr. Farrar stated if there has not been a determination by this group, the best way to deal with it would be a preemptive challenge to their authority and bring a declaratory judgment action.

Mr. Farrar further stated the State Constitution, Article VII stated the following: “The General Assembly shall have the power to alter County lines at any time: Provided, That before any existing County line is altered the question shall be first submitted to the qualified electors of the territory proposed to be taken from one County and given to another...” Essentially this would allow for a referendum.

Mr. Malinowski moved, seconded by Ms. Dixon, to direct the County Attorney’s Office to report out to Council the cited statute may be in conflict with the State constitution. The vote in favor was unanimous.

- b. Direct staff to update Richland County Code of Ordinances; Chapter 26, Land Development; Article VII, General Development, Site, Standards; Subsection (B), to address the height of fences and walls when located in the required side and rear yards. Currently there are no standards. [MALINOWSKI]** – Mr. Malinowski moved, seconded by Ms. Dixon, to approve and forward to the Planning Commission’s January meeting. The vote in favor was unanimous.

- c. **Terms of Service – Eligibility Requirements after Two Consecutive Terms** – Mr. Malinowski stated at the last meeting Ms. McDaniels stated she had been approached by one of the boards that Council appoints members to about Council holding off on appointments until February. Delaying the appointments would allow individuals currently serving, but who have served two consecutive terms.

Mr. Malinowski moved, seconded by Ms. Dixon, to maintain the interview and appointment process for boards, commissions and committees. The vote in favor was unanimous.

### **ADJOURNMENT**

The meeting adjourned at approximately 4:19 PM.

The Minutes were transcribed by Michelle M. Onley, Deputy Clerk of Council



**APPLICATION FOR SERVICE ON RICHLAND COUNTY  
COMMITTEE, BOARD OR COMMISSION**

**Applicant must reside in Richland County.**

Name: Murray Coleman

Home Address: 8004 Exeter Lane Cola, SC 29223

Telephone: (home) (919) 260-1510 (work) (803) 758-6990

Office Address: 1800 Main Street, Columbia, SC 29201

Email Address: mcoleman@uway.org

Educational Background: CV Attached

Professional Background: CV Attached

Male  Female  Age: 18-25  26-50  Over 50

Name of Committee in which interested: Transportation Penny Advisory Committee

Reason for interest: This quote by Winston Churchill sums it up: "We make a living off of what we do; we make a life off of what we give."

Your characteristics/qualifications, which would be an asset to Committee, Board or Commission:

Throughout my career, I've continually strived to improve the welfare of others through my words, actions, and decisions. I'd be honored to serve Richland County.

Presently serve on any County Committee, Board or Commission? no

Any other information you wish to give? not at this time

Recommended by Council Member(s): \_\_\_\_\_

Hours willing to commit each month: 5-10

**CONFLICT OF INTEREST POLICY**

It is the policy of Richland County to require disclosure of any personal or financial interest that may be influenced by decisions of the Committee, Board or Commission for which any citizen applies for membership.

Such conflict of interest does not preclude service but shall be disclosed before appointment. The Clerk of Council shall be notified of any change on an annual basis and members of all Committees, Boards or Commissions shall be required to abstain from voting or influencing through discussion or debate, or any other way, decisions of the Committee, Board or Commission affecting those personal and financial interests.

All statements so filed shall be signed and verified by the filer. The verification shall state that the filer has used all reasonable diligence in its preparation, and that to the best of his or her knowledge, it is true and complete.

Any person who willfully files a false or incomplete statement of disclosure or no change of condition, or who willfully fails to make any filing required by this article, shall be subject to such discipline, including censure and disqualification from the Committee, Board or Commission, by majority vote of the council.

*Have you been convicted or pled no contest of a crime other than minor traffic violations; checking yes does not automatically preclude you from consideration for appointment.*

Yes \_\_\_\_\_ No **X** \_\_\_\_\_

**STATEMENT OF FINANCIAL OR PERSONAL INTERESTS**

Do you have any financial or personal interest in any business or corporation (profit or not-for-profit) that could be potentially affected by the actions of the Committee, Board or Commission?

Yes \_\_\_\_\_ No **X** \_\_\_\_\_

If so, describe: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

  
Applicant's Signature

11/5/15  
Date

**Return to:**  
**Clerk of Council, Post Office Box 192, Columbia, SC 29202.**  
**For information, call 576-2060.**

**One form must be submitted for each Committee, Board or Commission on which you wish to serve.**

**Applications are current for one year.**

Staff Use Only	
Date Received: _____	Received by: _____
Date Sent to Council: _____	
Status of Application: <input type="checkbox"/> Approved	<input type="checkbox"/> Denied <input type="checkbox"/> On file



## AREAS OF EXPERTISE

*Strategic Planning*

*Project management*

*Driving performance*

*Identifying  
business  
opportunities*

*Implementing plans*

*Volunteer Management*

*Friend-raising*

*Contract Negotiations*

## CIVIC RESPONSIBILITY

*Rotary*

*UNC Columbia Alumni Club*

*Leadership Columbia*

*Leadership Lexington  
County*

*Young Leaders Society*

*Columbia Opportunity  
Resource (Board Member)*

## PERSONAL SKILLS

*Solution – oriented*

*Persuasive & articulate*

*Relationship development*

*Passionate persistence*

## EDUCATION

*University of North Carolina at  
Chapel Hill – 2000*

*B.A., Business Management  
and Society*

## CONTACT INFO

*8004 Exeter Lane  
Columbia, SC 29223*

*(919) 260-1510*

[uncmurray@gmail.com](mailto:uncmurray@gmail.com)

[www.linkedin.com/](http://www.linkedin.com/)

[/in/uncmurray](http://in/uncmurray)

## REFERENCES

*Personal & Professional  
References Are Available on  
request*

# Murray L. Coleman

## Social Architect, Father, & Student of Collaboration

### PERSONAL ATTESTATION

Continuation of proven success track record of making an immediate, positive impact in the areas of development and organizational leadership for organizations needing a solution-oriented approach and results that fortify the bottom-line.

### WORK HISTORY

#### UNITED WAY OF THE MIDLANDS

Resource Development Division Director – Columbia, SC (2014 – Present)

- ✓ Responsible for the development and engagement of the industry sector of the organization's annual Midlands-wide workplace campaign
- ✓ Tasked with the development and execution of new business development engagement strategies for the campaign by making tandem calls on prospective companies to secure commitment for corporate giving, leadership giving and employee workplace campaigns
- ✓ Developing and managing relationships with volunteers and donors to increase giving and engagement with United Way
- ✓ Manage, enhance, and grow existing portfolio of major gift donors (and prospects) through personal visits, connecting them to affinity groups, and development of new community-based solutions made possible by their investment
- ✓ Analyzing past giving history to identify strengths, weaknesses, opportunities, issues and concerns. Make recommendations for goal strategies and timetable for achievement of goals

#### AMERICAN HEART ASSOCIATION (AHA)

Director of Development – Cayce, SC (2010 –2014)

- ✓ Responsible for all aspects of the organization's largest, local community fundraising event, consistently grossing over \$500K (35% from corporate sponsorship)
- ✓ Successful engagement of top Midlands-area community/business leaders AND businesses to help facilitate and ensure successful event each year
- ✓ Served as primary liaison for AHA to Midlands Heart Walk Executive Leadership Board, consisting of CEO/Senior Level executives of the Midlands Top employers

#### WELLNESS COALITION AMERICA

Marketing Executive – Charlotte, NC (2009 –2010)

- ✓ Responsible for the direct solicitation of C-Level executives of companies to purchase a variety of onsite wellness solutions ranging from health screenings to onsite clinics
- ✓ Implemented a medical recruitment division for the purpose of identifying and bringing on external clinicians (Nurse Practitioners, Physicians, Physicians Assistants, Registered Nurses) to onsite at various client locations
- ✓ Negotiated service agreements and external employee salaries to ensure that our profit margin was fortified
- ✓ Generated 100K in new business revenue since coming on board in February 2009

#### COLEMAN MEDICAL CONSULTING

Business Development Sub-Contractor (2008 –2009)

- ✓ Subcontracted as a business development consultant for three medical staffing firms to increase the presence in their respective markets
- ✓ Responsible for generating new avenues of business from existing and new clients in the fields of home health care through creative, direct B2B marketing and an aggressive cold calling campaign
- ✓ Directly solicited C-Level executives of local and national insurance companies, medical facilities, and other healthcare associations for business partnerships and to gain greater exposure in a highly competitive market
- ✓ Successfully renegotiated existing agreements to incorporate more services and increase billable rates

#### CYDCOR, INC.

Senior Account Manager, Leadership Team—Fort Lauderdale, FL and Raleigh, NC (2005 –2008)

- ✓ Responsible for the direct acquisition of new business customers for Quill, a subsidiary of Staples, in S. Florida and Innovative Merchant Solutions, an Intuit company, in Central North Carolina
- ✓ Oversaw interviewing and training of sales reps on all B2B marketing processes through creative drills and daily/weekly evaluation of goals
- ✓ Managed personal, team, and business production on a daily and weekly basis
- ✓ Responsible for 37-45% of new accounts generated by office over a 10-month period (FL)
- ✓ Recognized several times nationally as one of the Top 5 Account Managers on both Quill and IMS campaigns (out of 2000 AMs in 200 offices)

#### MAXIM HEALTHCARE SERVICES, INC

Accounts Manager – Various Markets (2001 –2005)

- ✓ Responsible for growing supplemental medical staffing business and management of all branch operations
- ✓ Increased Revenue by 25-32% and Net Income by 15-20% during tenure as AM by changing the business diversification, renegotiating existing contracts to yield higher margins, collecting on existing outstanding balances, and improving damaged relationships with both clients and employees
- ✓ Facilitated the cross-training of external staff in order to increase availability and response time



*From The Desk of  
Murray L. Coleman*

To Whom It May Concern:

Throughout my career in sales/marketing/business development, I have continually proven myself by doing the things one would look for in a top-notch leader: surpassing challenges, securing and maintaining accounts, and driving corporate growth through successful promotion and relationship building. For these reasons, I am honored by this chance to serve the citizens of Richland County.

I pride myself on being a solution – oriented/results – focused, hands – on leader with progressive management experience and relentless work ethic. This approach has earned me the respect of my peers, clients, and volunteers I have had the honor of collaborating with through the years. An evaluation of my resume will further acquaint you with my background and qualifications to be a viable asset for your organization.

Thank you for the work that you all do in the service of Richland County and all those who work, live, and play here. It would be an honor to follow in your footsteps. In closing, please note my story of growth, experience, and leadership; one of which I feel could be of value to the County and its citizens. I look forward to speaking with you about this opportunity in the near future.

Kind Regards,

Murray L. Coleman  
Business Development Professional  
Proud Son of Columbia, South Carolina  
[www.linkedin.com/in/uncmurray](http://www.linkedin.com/in/uncmurray)

*"How wonderful it is that nobody need wait  
a single moment before starting to improve the world."  
- Anne Frank*

8004 Exeter Lane  
Columbia, SC 29223  
(919) 260-1510  
[uncmurray@me.com](mailto:uncmurray@me.com)



APPLICATION FOR SERVICE ON RICHLAND COUNTY COMMITTEE, BOARD OR COMMISSION

Applicant must reside in Richland County.

Name: ANN Bruce-Watson
Home Address: 147 Hunting Ave
Telephone: (home) 803-783-1075 (work) Cell 414-6467
Office Address: 1314 Leesburg Rd Ste E. Work 803-783-3780
Email Address: ann@unlimitedchoices.com
Educational Background: PH.D Education
Professional Background: Educator

Male [ ] Female [X] Age: 18-25 [ ] 26-50 [ ] Over 50 [X]

Name of Committee in which interested: Transportation PENNY Advisory Committee
Reason for interest: HELP THE Richland County CITIZENS with the PENNY TAX EXPENDITURES

Your characteristics/qualifications, which would be an asset to Committee, Board or Commission:

I am a business owner of Unlimited Choices, for 20 Plus years

Presently serve on any County Committee, Board or Commission? No

Any other information you wish to give? I currently serve as Dist. Matron for Columbia-Sumter-Rock Hill order of Eastern Star
Recommended by Council Member(s): NANA JACKSON

Hours willing to commit each month:

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*Have you been convicted or pled no contest of a crime other than minor traffic violations; checking yes does not automatically preclude you from consideration for appointment.*

Yes \_\_\_\_\_ No   X  

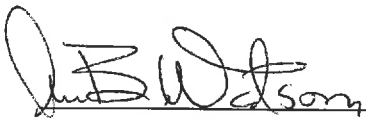
**STATEMENT OF FINANCIAL OR PERSONAL INTERESTS**

Do you have any financial or personal interest in any business or corporation (profit or not-for-profit) that could be potentially affected by the actions of the Committee, Board or Commission?

Yes \_\_\_\_\_ No   X  

If so, describe: \_\_\_\_\_

\_\_\_\_\_

  
Applicant's Signature

  6-11-2015    
Date

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**For information, call 576-2060.**

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Staff Use Only	
Date Received: _____	Received by: _____
Date Sent to Council: _____	
Status of Application:	<input type="checkbox"/> Approved <input type="checkbox"/> Denied <input type="checkbox"/> On file



**APPLICATION FOR SERVICE ON RICHLAND COUNTY  
COMMITTEE, BOARD OR COMMISSION**

**Applicant must reside in Richland County.**

Name: L. Levern (Buddy) Wilson, Jr.  
Home Address: 140 Hamilton Park Road, Irmo, SC 29063-2940  
Telephone: (home) (803) 917-8996 (work) (803) 917-8996  
Office Address: 1931 Assembly St., Columbia, SC 29201  
Email Address: bwilson007@earthlink.net  
Educational Background: BSIM Georgia Tech '69, MBA Georgia State Univ. '71  
Professional Background: Licensed Residential Real Estate Broker  
Male  Female  Age: 18-25  26-50  Over 50   
Name of Committee in which interested: Lex-Richland Alcohol & Drug Abuse Council  
Reason for interest: I have a personal interest in the drug & alcohol rehabilitation field & wish to serve in a volunteer capacity to help the community in that area.  
Your characteristics/qualifications, which would be an asset to Committee, Board or Commission:  
1.) I am a member of the recovering community.  
2.) I am willing to devote the time & effort required to fulfill the duties & responsibilities.  
Presently serve on any County Committee, Board or Commission? No.  
Any other information you wish to give? Employment flexibility to attend board meetings.  
Recommended by Council Member(s): Greg Pearce  
Hours willing to commit each month: Minimum 12-15 hours per month, if required.

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*Have you been convicted or pled no contest of a crime other than minor traffic violations; checking yes does not automatically preclude you from consideration for appointment.*

Yes \_\_\_\_\_ No  X

#### STATEMENT OF FINANCIAL OR PERSONAL INTERESTS

Do you have any financial or personal interest in any business or corporation (profit or not-for-profit) that could be potentially affected by the actions of the Committee, Board or Commission?

Yes \_\_\_\_\_ No  X

If so, describe: \_\_\_\_\_

L. Lynn (Buddy) Wilcox  
Applicant's Signature

11-23-15  
Date

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Staff Use Only	
Date Received: <u>11-23-15</u>	Received by: <u>Kim W. Roberts</u>
Date Sent to Council: _____	
Status of Application: <input type="checkbox"/> Approved	<input type="checkbox"/> Denied <input type="checkbox"/> On file

2



**APPLICATION FOR SERVICE ON RICHLAND COUNTY  
COMMITTEE, BOARD OR COMMISSION**

**Applicant must reside in Richland County.**

Name: Jennifer Ford-Cooper

Home Address: 113 Carolina Ridge Drive

Telephone: (home) 803-237-6080 (work) 803-734-0359

Office Address: 2221 Devine Street, Columbia, SC 29229

Email Address: jenniferkford@yahoo.com

Educational Background: University of South Carolina, B.S. in Info. Management

Professional Background: SCRA; SCDEW and SCDCA

Male  Female  Age: 18-25  26-50  Over 50

Name of Committee in which interested: LRADAC

Reason for interest: By helping to identify long-term goals, seek out diverse collaborative opportunities, and brainstorm—as well as potentially implement—innovative strategies for lasting change.

Your characteristics/qualifications, which would be an asset to Committee, Board or

Commission:

I thrive on going above and beyond. I'm confident that I would bring many unique qualities to this board.

Presently serve on any County Committee, Board or Commission? No

Any other information you wish to give? \_\_\_\_\_

Recommended by Council Member(s): \_\_\_\_\_

Hours willing to commit each month: Approximately 8-10 hours

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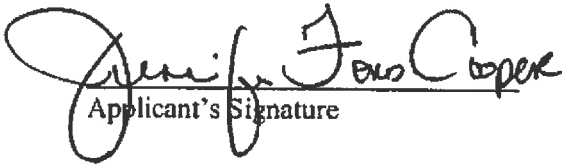
Yes  No

#### STATEMENT OF FINANCIAL OR PERSONAL INTERESTS

Do you have any financial or personal interest in any business or corporation (profit or not-for-profit) that could be potentially affected by the actions of the Committee, Board or Commission?

Yes  No

If so, describe: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

  
Applicant's Signature

11/17/2015  
Date

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Date Sent to Council: _____	
Status of Application: <input type="checkbox"/> Approved	<input type="checkbox"/> Denied <input type="checkbox"/> On file



**Jennifer K. Ford-Cooper, MBA**  
113 Carolina Ridge Drive, Columbia, SC 29229  
E-mail: jenniferkford@yahoo.com/Mobile: 803-237-6080

**Objective:** To obtain a position utilizing acquired skills/experiences in an organization with need for a determined professional with a background in project management, public relations and information management.

**Education:**

- University of South Carolina, Columbia, SC,  
Bachelor of Science, Integrated Information Technology (formerly AIME), August 2003
- Webster University, Columbia, SC  
Master's Degree, Business Administration, May 2008
- Grant Writing and Management USA Alumni, October 2012
- George Mason University, Fairfax, VA  
Legal Studies Certificate Program (Anticipated Graduation: August 2015)

**Technical Skills:**

- Applications: Microsoft Office Suite (Excel, Word, PowerPoint, Outlook, Microsoft Office SharePoint, Access and Publisher), Adobe Design Standard CS6 (Photoshop, InDesign, Illustrator) – More than 10 years of experience

**Organizations/Boards**

- International Association of Workforce Professionals (IAWP)(2007-2008)
- SCESC LMI Technology Committee (2007-2009)
- Sistah Friend Book Club Literary Festival—Marketing Committee Chair (2009-2010)
- SCDEW Accountability Report Chairperson (2009-2011)
- Sistah Friend Book Club Advisory Committee Member—(2014-Present)
- Columbia Junior League (2015 – Present)

**Employment History:**

**State Identity Theft Coordinator (9/13- Present)**

**SC Department of Consumer Affairs, Identity Theft Division, Columbia, SC**

- Administer and enforce applicable state and federal laws related to identity theft
- Serves as division contact in the development of needs assessment and evaluation
- Coordinate outreach efforts aimed to increase public awareness via presentations, webinars and event coordination
- Research state and federal laws related to identity theft and assist with general legislative research and remain knowledgeable of national trends related to identity theft
- Maintain effective working relationships with federal, state and local agencies, media, and community organizations for the purpose of seeking out partnership opportunities
- Maintains multiple database systems for statistical tracking/reporting needs
- Serves as POC for IDTU division contracts
- Coordinates division procurement requests

**Research and Planning Administrator of Promotion & Publications and Workforce Information Management (6/07-3/13)**

**SC Department of Employment and Workforce, Labor Market Information, Columbia, SC**

- Served as a lead contact for all department marketing activities and products
- Oversaw the implementation of agency's first social media effort by means of initial blog launch
- Conducted statistical research/analysis via detailed summaries on economic/workforce trends data
- Supervised the promotion, operation and management of "fee for service" programs
- Prepared, coordinated, and presented professional presentations on agency products and services
- Attended employment events and conferences as a vendor/presenter/exhibitor
- Monitored department/agency customer service outcomes for accountability purposes
- Served as liaison between LMI Department and Information Technology Services on functional enhancements, web redesign and special project additions as needed

**Project Administrator/Web Coordinator 4/05- 5/07**

**Program Associate 11/01 – 4/05**

**South Carolina Research Authority—SC EPSCoR/IDeA Program, Columbia, SC**

- Analyzed program participant data and created customized summaries for reporting purposes
- Submitted results of research proposal solicitations in response to NASA/DOE/DoD and other SC EPSCoR/IDeA funded programs
- Provided support for professional State and National outreach events
- Served as web coordinator for both the SC EPSCoR and SC IDeA sites
- Developed event materials for outreach activities as needed; e.g., themed logos, program handouts, event summary reports, etc.)
- Supported program promotional efforts to increase public awareness via online content posts and newsletter development

## **References**

**Annette McCoy**  
**803-360-3870**

**NeKeshia Jones**  
**864-221-2265**

**Andre Davis**  
**803-528-6227**

**Jeanette Gray**  
**803-608-9957**

**Kareemah Dennis**  
**803-467-0896**



APPLICATION FOR SERVICE ON RICHLAND COUNTY  
COMMITTEE, BOARD OR COMMISSION

Applicant must reside in Richland County.

Name: Roosevelt Garrick, Jr.  
Home Address: 3113 Berkeley Forest Drive, Columbia S.C. 29209  
Telephone: (home) (803) 776-6338, (work) (803) 309-1631  
Office Address: 6831 Brookfield Rd. Columbia S.C. 29206  
Email Address: rgarrick@richland2.org  
Educational Background: Masters Degree U.S.C.  
Professional Background: Chief Administrative Officer Richland District #2  
Male  Female  Age: 18-25  26-50  Over 50  
Name of Committee in which interested: LRADAC  
Reason for interest: To continue to support the mission of the agency and the great staff that has been assembled.  
Your characteristics/qualifications, which would be an asset to Committee, Board or Commission:  
My educational background and 38 years of work with the youth of the Richland County Community.  
Presently serve on any County Committee, Board or Commission? LRADAC Board  
Any other information you wish to give? USC TRIO Advisory Board, Palmetto Unified School District Board of Trustees.  
Recommended by Council Member(s):  
Hours willing to commit each month: 10-12 hours or as much as needed.

CONFLICT OF INTEREST POLICY

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All statements so filed shall be signed and verified by the filer. The verification shall state that the filer has used all reasonable diligence in its preparation, and that to the best of his or her knowledge, it is true and complete.

Any person who willfully files a false or incomplete statement of disclosure or no change of condition, or who willfully fails to make any filing required by this article, shall be subject to such discipline, including censure and disqualification from the Committee, Board or Commission, by majority vote of the council.

*Have you been convicted or pled no contest of a crime other than minor traffic violations; checking yes does not automatically preclude you from consideration for appointment.*

Yes \_\_\_\_\_ No X

### STATEMENT OF FINANCIAL OR PERSONAL INTERESTS

Do you have any financial or personal interest in any business or corporation (profit or not-for-profit) that could be potentially affected by the actions of the Committee, Board or Commission?

Yes \_\_\_\_\_ No X

If so, describe: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*Robert H. ...*  
Applicant's Signature

11/10/15  
Date

**Return to:**  
**Clerk of Council, Post Office Box 192, Columbia, SC 29202.**  
**For information, call 576-2060.**

**One form must be submitted for each Committee, Board or Commission on which you wish to serve.**

**Applications are current for one year.**

Staff Use Only	
Date Received: _____	Received by: _____
Date Sent to Council: _____	
Status of Application: <input type="checkbox"/> Approved	<input type="checkbox"/> Denied <input type="checkbox"/> On file



**APPLICATION FOR SERVICE ON RICHLAND COUNTY  
COMMITTEE, BOARD OR COMMISSION**

**Applicant must reside in Richland County.**

Name: John Jacob Loveday

Home Address: 3711 Coleman Street, Columbia SC 29205

Telephone: (cell) 803-507-5024 (work) 803-350-9266

Office Address: 510 Lexington Avenue, Chapin SC 29036

Email Address: jjloveday@gmail.com

Educational Background: University of South Carolina: BA – History; M.T. – Secondary  
Education; M.Ed. – Educational Administration

Professional Background: Public education: teacher, assistant principal, principal

Male  Female  Age: 18-25  26-50  Over 50

Name of Committee in which interested: LRADAC

Reason for interest: Past experience serving on this board, personal connection to the  
organization's mission

Your characteristics/qualifications, which would be an asset to Committee, Board or

Commission: I have extensive experience with social media, public relations, budgets/finances,  
and non-profit leadership.

Presently serve on any County Committee, Board or Commission? LRADAC

Any other information you wish to give? I wish to continue to serve LRADAC

Recommended by Council Member(s): Greg Pearce; Seth Rose

Hours willing to commit each month: Whatever is needed, in order to support the organization

**CONFLICT OF INTEREST POLICY**

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may be influenced by decisions of the Committee, Board or Commission for which any citizen  
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*Have you been convicted or pled no contest of a crime other than minor traffic violations; checking yes does not automatically preclude you from consideration for appointment.*

Yes \_\_\_\_\_ No X

**STATEMENT OF FINANCIAL OR PERSONAL INTERESTS**

Do you have any financial or personal interest in any business or corporation (profit or not-for-profit) that could be potentially affected by the actions of the Committee, Board or Commission?

Yes \_\_\_\_\_ No X

If so, describe: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Applicant's Signature

Date

10/30/15

**Return to:**

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**Staff Use Only**

Date Received: \_\_\_\_\_

Received by: \_\_\_\_\_

Date Sent to Council: \_\_\_\_\_

Status of Application:  Approved  Denied  On file



**APPLICATION FOR SERVICE ON RICHLAND COUNTY  
COMMITTEE, BOARD OR COMMISSION**

**Applicant must reside in Richland County.**

Name: Murray Coleman

Home Address: 8004 Exeter Lane Cola, SC 29223

Telephone: (home) (919) 260-1510 (work) (803) 758-6990

Office Address: 1800 Main Street, Columbia, SC 29201

Email Address: mcoleman@uway.org

Educational Background: CV Attached

Professional Background: CV Attached

Male  Female  Age: 18-25  26-50  Over 50

Name of Committee in which interested: Richland Memorial Hospital Board

Reason for interest: This quote by Winston Churchill sums it up: "We make a living off of what we do; we make a life off of what we give."

Your characteristics/qualifications, which would be an asset to Committee, Board or Commission:

Throughout my career, I've continually strived to improve the welfare of others through my words, actions, and decisions. I'd be honored to serve Richland County.

Presently serve on any County Committee, Board or Commission? no

Any other information you wish to give? not at this time

Recommended by Council Member(s): \_\_\_\_\_

Hours willing to commit each month: 5-10

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*Have you been convicted or pled no contest of a crime other than minor traffic violations; checking yes does not automatically preclude you from consideration for appointment.*

Yes \_\_\_\_\_ No  \_\_\_\_\_

#### STATEMENT OF FINANCIAL OR PERSONAL INTERESTS

Do you have any financial or personal interest in any business or corporation (profit or not-for-profit) that could be potentially affected by the actions of the Committee, Board or Commission?

Yes \_\_\_\_\_ No  \_\_\_\_\_

If so, describe: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

  
Applicant's Signature \_\_\_\_\_ Date 11/5/18

**Return to:**  
**Clerk of Council, Post Office Box 192, Columbia, SC 29202.**  
**For information, call 576-2060.**

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Staff Use Only	
Date Received: _____	Received by: _____
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Status of Application: <input type="checkbox"/> Approved <input type="checkbox"/> Denied <input type="checkbox"/> On file	



## AREAS OF EXPERTISE

Strategic Planning

Project management

Driving performance

Identifying  
business  
opportunities

Implementing plans

Volunteer Management

Friend-raising

Contract Negotiations

## CIVIC RESPONSIBILITY

Rotary

UNC Columbia Alumni Club

Leadership Columbia

Leadership Lexington  
County

Young Leaders Society

Columbia Opportunity  
Resource (Board Member)

## PERSONAL SKILLS

Solution – oriented

Persuasive & articulate

Relationship development

Passionate persistence

## EDUCATION

University of North Carolina at  
Chapel Hill – 2000

B.A., Business Management  
and Society

## CONTACT INFO

8004 Exeter Lane  
Columbia, SC 29223  
(919) 260-1510

[uncmurray@gmail.com](mailto:uncmurray@gmail.com)

[www.linkedin.com/](http://www.linkedin.com/)

[/in/uncmurray](https://www.linkedin.com/in/uncmurray)

## REFERENCES

Personal & Professional  
References Are Available on  
request

# Murray L. Coleman

## Social Architect, Father, & Student of Collaboration

### PERSONAL ATTESTATION

Continuation of proven success track record of making an immediate, positive impact in the areas of development and organizational leadership for organizations needing a solution-oriented approach and results that fortify the bottom-line.

### WORK HISTORY

#### UNITED WAY OF THE MIDLANDS

Resource Development Division Director – Columbia, SC (2014 – Present)

- ✓ Responsible for the development and engagement of the industry sector of the organization's annual Midlands-wide workplace campaign
- ✓ Tasked with the development and execution of new business development engagement strategies for the campaign by making tandem calls on prospective companies to secure commitment for corporate giving, leadership giving and employee workplace campaigns
- ✓ Developing and managing relationships with volunteers and donors to increase giving and engagement with United Way
- ✓ Manage, enhance, and grow existing portfolio of major gift donors (and prospects) through personal visits, connecting them to affinity groups, and development of new community-based solutions made possible by their investment
- ✓ Analyzing past giving history to identify strengths, weaknesses, opportunities, issues and concerns. Make recommendations for goal strategies and timetable for achievement of goals

#### AMERICAN HEART ASSOCIATION (AHA)

Director of Development – Cayce, SC (2010 –2014)

- ✓ Responsible for all aspects of the organization's largest, local community fundraising event, consistently grossing over \$500K (35% from corporate sponsorship)
- ✓ Successful engagement of top Midlands-area community/business leaders AND businesses to help facilitate and ensure successful event each year
- ✓ Served as primary liaison for AHA to Midlands Heart Walk Executive Leadership Board, consisting of CEO/Senior Level executives of the Midlands Top employers

#### WELLNESS COALITION AMERICA

Marketing Executive – Charlotte, NC (2009 –2010)

- ✓ Responsible for the direct solicitation of C-Level executives of companies to purchase a variety of onsite wellness solutions ranging from health screenings to onsite clinics
- ✓ Implemented a medical recruitment division for the purpose of identifying and bringing on external clinicians (Nurse Practitioners, Physicians, Physicians Assistants, Registered Nurses) to onsite at various client locations
- ✓ Negotiated service agreements and external employee salaries to ensure that our profit margin was fortified
- ✓ Generated 100K in new business revenue since coming on board in February 2009

#### COLEMAN MEDICAL CONSULTING

Business Development Sub-Contractor (2008 –2009)

- ✓ Subcontracted as a business development consultant for three medical staffing firms to increase the presence in their respective markets
- ✓ Responsible for generating new avenues of business from existing and new clients in the fields of home health care through creative, direct B2B marketing and an aggressive cold calling campaign
- ✓ Directly solicited C-Level executives of local and national insurance companies, medical facilities, and other healthcare associations for business partnerships and to gain greater exposure in a highly competitive market
- ✓ Successfully renegotiated existing agreements to incorporate more services and increase billable rates

#### CYDCOR, INC.

Senior Account Manager, Leadership Team— Fort Lauderdale, FL and Raleigh, NC (2005 –2008)

- ✓ Responsible for the direct acquisition of new business customers for Quill, a subsidiary of Staples, in S. Florida and Innovative Merchant Solutions, an Intuit company, in Central North Carolina
- ✓ Oversaw interviewing and training of sales reps on all B2B marketing processes through creative drills and daily/weekly evaluation of goals
- ✓ Managed personal, team, and business production on a daily and weekly basis
- ✓ Responsible for 37-45% of new accounts generated by office over a 10-month period (FL)
- ✓ Recognized several times nationally as one of the Top 5 Account Managers on both Quill and IMS campaigns (out of 2000 AMs in 200 offices)

#### MAXIM HEALTHCARE SERVICES, INC

Accounts Manager – Various Markets (2001 –2005)

- ✓ Responsible for growing supplemental medical staffing business and management of all branch operations
- ✓ Increased Revenue by 25-32% and Net Income by 15-20% during tenure as AM by changing the business diversification, renegotiating existing contracts to yield higher margins, collecting on existing outstanding balances, and improving damaged relationships with both clients and employees
- ✓ Facilitated the cross-training of external staff in order to increase availability and response time



*From The Desk of  
Murray L. Coleman*

To Whom It May Concern:

Throughout my career in sales/marketing/business development, I have continually proven myself by doing the things one would look for in a top-notch leader: surpassing challenges, securing and maintaining accounts, and driving corporate growth through successful promotion and relationship building. For these reasons, I am honored by this chance to serve the citizens of Richland County.

I pride myself on being a solution – oriented/results – focused, hands – on leader with progressive management experience and relentless work ethic. This approach has earned me the respect of my peers, clients, and volunteers I have had the honor of collaborating with through the years. An evaluation of my resume will further acquaint you with my background and qualifications to be a viable asset for your organization.

Thank you for the work that you all do in the service of Richland County and all those who work, live, and play here. It would be an honor to follow in your footsteps. In closing, please note my story of growth, experience, and leadership; one of which I feel could be of value to the County and its citizens. I look forward to speaking with you about this opportunity in the near future.

Kind Regards,

Murray L. Coleman  
Business Development Professional  
Proud Son of Columbia, South Carolina  
[www.linkedin.com/in/uncmurray](http://www.linkedin.com/in/uncmurray)

*"How wonderful it is that nobody need wait  
a single moment before starting to improve the world."  
- Anne Frank*

8004 Exeter Lane  
Columbia, SC 29223  
(919) 260-1510  
uncmurray@me.com



**APPLICATION FOR SERVICE ON RICHLAND COUNTY  
COMMITTEE, BOARD OR COMMISSION**

**Applicant must reside in Richland County.**

Name: Jennifer Ford-Cooper

Home Address: 113 Carolina Ridge Drive Columbia, SC 29229

Telephone: (home) 803-237-6080 (work) 803-734-0359

Office Address: 2221 Devine Street, Columbia, SC 29229

Email Address: jenniferkford@yahoo.com

Educational Background: University of South Carolina, B.S. in info. Management

Professional Background: SCRA; SCDEW and SCDCA

Male  Female  Age: 18-25  26-50  Over 50

Name of Committee in which interested: Richland Memorial Hospital Board

Reason for interest: By helping to identify long-term goals, seek out diverse collaborative opportunities, and brainstorm—as well as potentially implement—innovative strategies for lasting change.

Your characteristics/qualifications, which would be an asset to Committee, Board or Commission:  
I thrive on going above and beyond. I'm confident that I would bring many unique qualities to this board.

Presently serve on any County Committee, Board or Commission? No

Any other information you wish to give? \_\_\_\_\_

Recommended by Council Member(s): \_\_\_\_\_

Hours willing to commit each month: Approximately 8-10 hours

**CONFLICT OF INTEREST POLICY**

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*Have you been convicted or pled no contest of a crime other than minor traffic violations; checking yes does not automatically preclude you from consideration for appointment.*

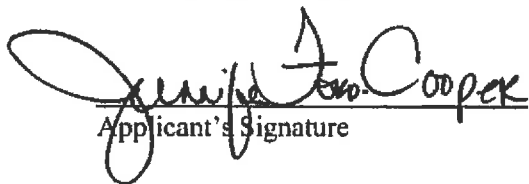
Yes  No

**STATEMENT OF FINANCIAL OR PERSONAL INTERESTS**

Do you have any financial or personal interest in any business or corporation (profit or not-for-profit) that could be potentially affected by the actions of the Committee, Board or Commission?

Yes  No

If so, describe: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

  
Applicant's Signature

11/17/2015  
Date

**Return to:**  
**Clerk of Council, Post Office Box 192, Columbia, SC 29202.**  
**For information, call 576-2060.**

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**Applications are current for one year.**

Staff Use Only			
Date Received: _____	Received by: _____		
Date Sent to Council: _____			
Status of Application:	<input type="checkbox"/> Approved	<input type="checkbox"/> Denied	<input type="checkbox"/> On file

**Jennifer K. Ford-Cooper, MBA**  
113 Carolina Ridge Drive, Columbia, SC 29229  
E-mail: jenniferkford@yahoo.com/Mobile: 803-237-6080

**Objective:** To obtain a position utilizing acquired skills/experiences in an organization with need for a determined professional with a background in project management, public relations and information management.

**Education:**

- University of South Carolina, Columbia, SC,  
Bachelor of Science, Integrated Information Technology (formerly AIME), August 2003
- Webster University, Columbia, SC  
Master's Degree, Business Administration, May 2008
- Grant Writing and Management USA Alumni, October 2012
- George Mason University, Fairfax, VA  
Legal Studies Certificate Program (Anticipated Graduation: August 2015)

**Technical Skills:**

- Applications: Microsoft Office Suite (Excel, Word, PowerPoint, Outlook, Microsoft Office SharePoint, Access and Publisher), Adobe Design Standard CS6 (Photoshop, InDesign, Illustrator) – More than 10 years of experience

**Organizations/Boards**

- International Association of Workforce Professionals (IAWP)(2007-2008)
- SCEESC LMI Technology Committee (2007-2009)
- Sistah Friend Book Club Literary Festival—Marketing Committee Chair (2009-2010)
- SCDEW Accountability Report Chairperson (2009-2011)
- Sistah Friend Book Club Advisory Committee Member—(2014-Present)
- Columbia Junior League (2015 – Present)

**Employment History:**

**State Identity Theft Coordinator (9/13- Present)**

**SC Department of Consumer Affairs, Identity Theft Division, Columbia, SC**

- Administer and enforce applicable state and federal laws related to identity theft
- Serves as division contact in the development of needs assessment and evaluation
- Coordinate outreach efforts aimed to increase public awareness via presentations, webinars and event coordination
- Research state and federal laws related to identity theft and assist with general legislative research and remain knowledgeable of national trends related to identity theft
- Maintain effective working relationships with federal, state and local agencies, media, and community organizations for the purpose of seeking out partnership opportunities
- Maintains multiple database systems for statistical tracking/reporting needs
- Serves as POC for IDTU division contracts
- Coordinates division procurement requests

**Research and Planning Administrator of Promotion & Publications and Workforce Information Management (6/07-3/13)**

**SC Department of Employment and Workforce, Labor Market Information, Columbia, SC**

- Served as a lead contact for all department marketing activities and products
- Oversaw the implementation of agency's first social media effort by means of initial blog launch
- Conducted statistical research/analysis via detailed summaries on economic/workforce trends data
- Supervised the promotion, operation and management of "fee for service" programs
- Prepared, coordinated, and presented professional presentations on agency products and services
- Attended employment events and conferences as a vendor/presenter/exhibitor
- Monitored department/agency customer service outcomes for accountability purposes
- Served as liaison between LMI Department and Information Technology Services on functional enhancements, web redesign and special project additions as needed

**Project Administrator/Web Coordinator 4/05- 5/07**

**Program Associate 11/01 – 4/05**

**South Carolina Research Authority—SC EPSCoR/IDeA Program, Columbia, SC**

- Analyzed program participant data and created customized summaries for reporting purposes
- Submitted results of research proposal solicitations in response to NASA/DOE/DoD and other SC EPSCoR/IDeA funded programs
- Provided support for professional State and National outreach events
- Served as web coordinator for both the SC EPSCoR and SC IDeA sites
- Developed event materials for outreach activities as needed; e.g., themed logos, program handouts, event summary reports, etc.)
- Supported program promotional efforts to increase public awareness via online content posts and newsletter development

## **References**

**Annette McCoy**  
**803-360-3870**

**NeKeshia Jones**  
**864-221-2265**

**Andre Davis**  
**803-528-6227**

**Jeanette Gray**  
**803-608-9957**

**Kareemah Dennis**  
**803-467-0896**



**APPLICATION FOR SERVICE ON RICHLAND COUNTY  
COMMITTEE, BOARD OR COMMISSION**

**Applicant must reside in Richland County.**

Name: Murray Coleman

Home Address: 8004 Exeter Lane Columbia, SC 29223

Telephone: (home) (919) 260-1510 (work) (803) 758-6990

Office Address: 1800 Main Street, Columbia, SC 29201

Email Address: mcoleman@uway.org

Educational Background: CV Attached

Professional Background: CV Attached

Male  Female  Age: 18-25  26-50  Over 50

Name of Committee in which interested: Airport Commission

Reason for interest: This quote by Winston Churchill sums it up: "We make a living off of what we do; we make a life off of what we give."

Your characteristics/qualifications, which would be an asset to Committee, Board or Commission:  
Throughout my career, I've continually strived to improve the welfare of others through my words, actions, and decisions. I'd be honored to serve Richland County.

Presently serve on any County Committee, Board or Commission? no

Any other information you wish to give? not at this time

Recommended by Council Member(s): \_\_\_\_\_

Hours willing to commit each month: 5-10

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*Have you been convicted or pled no contest of a crime other than minor traffic violations; checking yes does not automatically preclude you from consideration for appointment.*

Yes \_\_\_\_\_ No  \_\_\_\_\_

#### STATEMENT OF FINANCIAL OR PERSONAL INTERESTS

Do you have any financial or personal interest in any business or corporation (profit or not-for-profit) that could be potentially affected by the actions of the Committee, Board or Commission?

Yes \_\_\_\_\_ No  \_\_\_\_\_

If so, describe: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

  
Applicant's Signature

11/5/15  
Date

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Date Received: _____	Received by: _____
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Status of Application: <input type="checkbox"/> Approved	<input type="checkbox"/> Denied <input type="checkbox"/> On file



## AREAS OF EXPERTISE

*Strategic Planning*

*Project management*

*Driving performance*

*Identifying  
business  
opportunities*

*Implementing plans*

*Volunteer Management*

*Friend-raising*

*Contract Negotiations*

## CIVIC RESPONSIBILITY

*Rotary*

*UNC Columbia Alumni Club  
Leadership Columbia*

*Leadership Lexington  
County*

*Young Leaders Society*

*Columbia Opportunity  
Resource (Board Member)*

## PERSONAL SKILLS

*Solution – oriented*

*Persuasive & articulate*

*Relationship development*

*Passionate persistence*

## EDUCATION

*University of North Carolina at  
Chapel Hill – 2000*

*B.A., Business Management  
and Society*

## CONTACT INFO

*8004 Exeter Lane  
Columbia, SC 29223  
(919) 260-1510  
[uncmurray@gmail.com](mailto:uncmurray@gmail.com)  
[www.linkedin.com/  
/in/uncmurray](http://www.linkedin.com/in/uncmurray)*

## REFERENCES

*Personal & Professional  
References Are Available on  
request*

# Murray L. Coleman

## Social Architect, Father, & Student of Collaboration

### PERSONAL ATTESTATION

Continuation of proven success track record of making an immediate, positive impact in the areas of development and organizational leadership for organizations needing a solution-oriented approach and results that fortify the bottom-line.

### WORK HISTORY

#### UNITED WAY OF THE MIDLANDS

Resource Development Division Director – Columbia, SC (2014 – Present)

- ✓ Responsible for the development and engagement of the industry sector of the organization's annual Midlands-wide workplace campaign
- ✓ Tasked with the development and execution of new business development engagement strategies for the campaign by making tandem calls on prospective companies to secure commitment for corporate giving, leadership giving and employee workplace campaigns
- ✓ Developing and managing relationships with volunteers and donors to increase giving and engagement with United Way
- ✓ Manage, enhance, and grow existing portfolio of major gift donors (and prospects) through personal visits, connecting them to affinity groups, and development of new community-based solutions made possible by their investment
- ✓ Analyzing past giving history to identify strengths, weaknesses, opportunities, issues and concerns. Make recommendations for goal strategies and timetable for achievement of goals

#### AMERICAN HEART ASSOCIATION (AHA)

Director of Development – Cayce, SC (2010 –2014)

- ✓ Responsible for all aspects of the organization's largest, local community fundraising event, consistently grossing over \$500K (35% from corporate sponsorship)
- ✓ Successful engagement of top Midlands-area community/business leaders AND businesses to help facilitate and ensure successful event each year
- ✓ Served as primary liaison for AHA to Midlands Heart Walk Executive Leadership Board, consisting of CEO/Senior Level executives of the Midlands Top employers

#### WELLNESS COALITION AMERICA

Marketing Executive – Charlotte, NC (2009 –2010)

- ✓ Responsible for the direct solicitation of C-Level executives of companies to purchase a variety of onsite wellness solutions ranging from health screenings to onsite clinics
- ✓ Implemented a medical recruitment division for the purpose of identifying and bringing on external clinicians (Nurse Practitioners, Physicians, Physicians Assistants, Registered Nurses) to onsite at various client locations
- ✓ Negotiated service agreements and external employee salaries to ensure that our profit margin was fortified
- ✓ Generated 100K in new business revenue since coming on board in February 2009

#### COLEMAN MEDICAL CONSULTING

Business Development Sub-Contractor (2008 –2009)

- ✓ Subcontracted as a business development consultant for three medical staffing firms to increase the presence in their respective markets
- ✓ Responsible for generating new avenues of business from existing and new clients in the fields of home health care through creative, direct B2B marketing and an aggressive cold calling campaign
- ✓ Directly solicited C-Level executives of local and national insurance companies, medical facilities, and other healthcare associations for business partnerships and to gain greater exposure in a highly competitive market
- ✓ Successfully renegotiated existing agreements to incorporate more services and increase billable rates

#### CYDCOR, INC.

Senior Account Manager, Leadership Team—Fort Lauderdale, FL and Raleigh, NC (2005 –2008)

- ✓ Responsible for the direct acquisition of new business customers for Quill, a subsidiary of Staples, in S. Florida and Innovative Merchant Solutions, an Intuit company, in Central North Carolina
- ✓ Oversaw interviewing and training of sales reps on all B2B marketing processes through creative drills and daily/weekly evaluation of goals
- ✓ Managed personal, team, and business production on a daily and weekly basis
- ✓ Responsible for 37-45% of new accounts generated by office over a 10-month period (FL)
- ✓ Recognized several times nationally as one of the Top 5 Account Managers on both Quill and IMS campaigns (out of 2000 AMs in 200 offices)

#### MAXIM HEALTHCARE SERVICES, INC

Accounts Manager – Various Markets (2001 –2005)

- ✓ Responsible for growing supplemental medical staffing business and management of all branch operations
- ✓ Increased Revenue by 25-32% and Net Income by 15-20% during tenure as AM by changing the business diversification, renegotiating existing contracts to yield higher margins, collecting on existing outstanding balances, and improving damaged relationships with both clients and employees
- ✓ Facilitated the cross-training of external staff in order to increase availability and response time



*From The Desk of  
Murray L. Coleman*

To Whom It May Concern:

Throughout my career in sales/marketing/business development, I have continually proven myself by doing the things one would look for in a top-notch leader: surpassing challenges, securing and maintaining accounts, and driving corporate growth through successful promotion and relationship building. For these reasons, I am honored by this chance to serve the citizens of Richland County.

I pride myself on being a solution – oriented/results – focused, hands – on leader with progressive management experience and relentless work ethic. This approach has earned me the respect of my peers, clients, and volunteers I have had the honor of collaborating with through the years. An evaluation of my resume will further acquaint you with my background and qualifications to be a viable asset for your organization.

Thank you for the work that you all do in the service of Richland County and all those who work, live, and play here. It would be an honor to follow in your footsteps. In closing, please note my story of growth, experience, and leadership; one of which I feel could be of value to the County and its citizens. I look forward to speaking with you about this opportunity in the near future.

Kind Regards,

Murray L. Coleman  
Business Development Professional  
Proud Son of Columbia, South Carolina  
[www.linkedin.com/in/uncmurray](http://www.linkedin.com/in/uncmurray)

*"How wonderful it is that nobody need wait  
a single moment before starting to improve the world."  
- Anne Frank*

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**Sec. 2-327. Terms of service.**

(a) The members of such boards, commissions and committees shall not serve more than two (2) consecutive terms; provided, however, that upon service of two (2) consecutive terms a member may be eligible for reappointment after one day of non- service. Provided, however, that an individual serving in an executive position on a county board, commission, or committee shall be allowed to complete the term for that position when the individual's term on the board, commission expires prior to the expiration of the executive appointment. Further provided, regional boards, commissions and committees are exempt from the two (2) consecutive term limits requirement whenever the other jurisdiction(s) appointing said members do not limit the number of terms held by their appointee(s).

(b) Notwithstanding any other provision of this Article, any member serving on a board, commission or committee may continue to serve until such time as an advertisement has appeared in the local newspaper and a successor has been duly appointed; provided, however, the term of an elected member (who is serving on a board, commission or committee) ends when such member is no longer serving in the capacity of an elected member.

(Ord. No. 015-11HR, § I, 3-1-11)