



CITY COUNCIL POSITION NO. 5
CANDIDATE PACKET
MARCH 28, 2023

JONATHAN SCOFIELD

JONATHAN T. SCOFIELD

34106 SE Salal St
Snoqualmie, WA 98065

Cell: (203) 918-3134
JonathanT.Scofield@yahoo.com

March 27, 2022

City of Snoqualmie
38624 SE River Street
Snoqualmie, WA 98065

To those that serve our great community,

Snoqualmie serves as the foundation for our lives. It is a source for our friendships, a destination for visitors, a home for wildlife and natural beauty, a bastion to raise our children, a community. Our city, while strong, is also fragile; balancing tradition with progress, small town living with growth, homes for people to live with businesses to work, catering to those who call it home with those that come to experience it. I would like to expand my involvement in our community by serving on the City Council. I am an energetic leader that's rooted in my core values and fueled by my purpose, and my purpose is people; partnering with individuals, teams, and organizations to operate at their highest level for greatest impact. I am experienced, educated, skilled, and truly passionate in this endeavor. My family and I have been Washington residents for 10 years and called Snoqualmie home for the past seven. I am a citizen with a drive to preserve the past while embracing the present and fighting for the future.

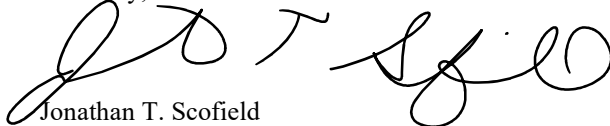
My education and experience as both a military officer and consultant have provided me with the opportunity to grow and fine-tune my skills and servant leadership. My journey began with an amazing upbringing by an immigrant family. It was propelled forward at the U.S. Air Force Academy where I graduated with my BS in Political Science and became an officer. It was forged in fire with my work as a young officer serving those who serve in runway and aircraft operations during and after the September 11, 2001 attacks and lead officer on international programs with NATO. It was refined through a full military career spanning 24 years.

Beyond my work in the military, my last 15+ years have placed me serving the business community as a consulting leader; most recently as a Managing Director with Ernst & Young in their Transformation, Portfolio, and Program Management practice. I've had the pleasure of building relationships and working in many different agencies and companies across government, technology, energy, healthcare, travel & entertainment, retail, consumer, and others. My efforts bring me face-to-face with senior leaders, C-suite executives, and board members through all ranks of the organization as well as external stakeholders and customers. I've held additional roles in DE&I, Veterans Network, Technology, and Innovation. My focus on people, problem solving, and outcomes coupled with my ability to be agile and adaptable allowed me to thrive in these varied and challenging environments.

I have also been a committed community volunteer throughout my life. While I'm retired from the Air Force, I still volunteer as the Air Force Academy Admissions Liaison Officer for Mt Si High School and eight other High Schools in the Area. I am also a certified emergency substitute teacher for our elementary, middle, and high schools. I have supported youth development through my involvement as a Cub Scout leader, a Snoqualmie Valley Youth Soccer coach, and currently as a SnoKing Ice Hockey coach where I received coach of the year for the 2021-2022 season. I've also been a volunteer with the Snoqualmie YMCA where my wife worked for three years and established their "active senior" program. I'm also a board member and volunteer for Timberlake Church which currently serves a congregation of 4,000 people across four locations in the area.

My professional, military, and education experience has also positioned me to have greater impact in service to others. My focus is on the continued and improved health, safety, and welfare of Snoqualmie and its residents. I look forward to the opportunity to serve alongside you.

Sincerely,



Jonathan T. Scofield

Enclosure: Resume

APPLICATION FOR APPOINTMENT SNOQUALMIE CITY COUNCIL

Applicant Information

(Please type or print)

Applicant Name Jonathan T. Scofield

Residence Address 34106 SE Salal St, Snoqualmie, WA 98065

Home Phone _____ Cell Phone 203-918-3134

E-Mail JonathanT.Scofield@yahoo.com Date of Birth 2 Sep 1979

Have you attended the Snoqualmie Citizens Academy? X Yes _____ No

Cover Letter & Resume

Please attach a one-page cover letter and a resume of no more than two pages to this application.

Supplemental Questions

Please respond to the following questions regarding your interest in the position of Councilmember for the City of Snoqualmie on separate pages using no more than 3 pages total:

1. Why are you interested in serving as a Snoqualmie City Councilmember?
2. What strength would you bring to the Council?
3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?
4. Explain your current and past community involvement and/or service on city, nonprofit, or public boards, committees, task forces, or commissions and how this has contributed to the Snoqualmie community. Address its relevance to the position of Snoqualmie City Councilmember.
5. What do you wish to accomplish during this appointed term as a Snoqualmie City Councilmember?
6. What is your vision for our City and community?
7. Is there anything else that you may wish to add that would help us get to know you a little better?

Please return this form, a cover letter, resume, and answers to the supplemental questions

on or before 5:00 pm on March 14, 2023

Applications received after 5:00 pm will not be accepted.

Application and any correspondence should be addressed to:

**Deana Dean, City Clerk
PO Box 987 | Snoqualmie, WA 98065
or email: ddean@snoqualmiewa.gov**

Snoqualmie Valley City Council Supplemental Questions

Jonathan Scofield
34106 SE Salal St
Snoqualmie, WA 98065
(203) 918-3134

1. Why are you interested in serving as a Snoqualmie City Councilmember?

At the core, my interest is in service. Serving Snoqualmie as a City Councilmember is a chance to apply my skills, experience, and education built over a long military and civilian career in service to our beautiful city. From the time I was a Cadet at the Air Force Academy, I dreamt about serving my community in a political or educational capacity later in my career to give back to the next generation and leave this earth better than I came into it. I was recently certified as an Emergency Substitute Teacher for our school system (elementary, middle, and high schools). I was made aware of City Council position #5 becoming vacant and I felt this was a good point to step in to partner with our city's leaders to expand my service.

2. What strength would you bring to the Council?

The strength of any team is the ability to bring complementary skills and viewpoints together to achieve something bigger than any of us can do alone. As I look across the experience and background of our other City Councilmembers (across education, banking/financial, accounting, legal, and commercial airlines), I feel that my consulting work in transformation, portfolio, program, & change management across a number of industries coupled with my military experience as a government acquisition officer will be a point of diversity that I'm able to bring to the table. Our Councilmembers have energy and skill that effectively serves our community. I seek to supplement that as a unifying force.

3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?

One. City Revenue and Budget: Approximately 50% of our city's revenue is from property tax which is restricted to a 1% annual growth, although operational costs have grown at a rate in excess of 5% annually. This means that we must find other ways to bring in what is lost in that equation. Other possible sources are to leverage the natural elements we have at our fingertips (predominantly wind, solar, and hydro) and find ways to take a tourist-centric design approach to draw in more tourists and have the tourists stay longer and spend more money while offering our growing number of residents to do the same. At the core is enhancing the foundational activities, events, restaurants/food trucks, and transportation to facilitate this and working those elements together to create an experience for those who frequent our community and a draw for new visitors.

Two. A place to live and work: This includes a number of different topics that are tied together. It includes:

- **Affordable housing to allow more that work in this community to live in this community. There are programs and incentives out there to draw developers to help make this a reality.**

- **Bringing or enhancing business in the area.** While the business park is full, there are other ways we can build or enhance the jobs in our community.
- **Expanding our draw from demographics that are less prevalent in Snoqualmie.** Part of any healthy community are the broader range of demographics; from our young adults, to our working parents, to our active aging community. We have been effective in the 35 – 55 year old community with household children. We have to expand that draw to create a distribution that will bring energy and wisdom.
- **Making it safe and convenient for people to work, visit, and live here.** From outside-in (with efforts like SR-18) to mobility around the city (with gaps between Dirt Fish, Salish Lodge, Downtown Snoqualmie, the Ridge, and sports venues like the multi-purpose fields and the ice rink). Enhancing the offerings and connecting them to create a unique experience across these locations and venues is a big step to bringing more people that are likely to stay longer.

Three. A place that ignites the next generation: we have a community full of youth. There is an endless stream of energy, ideas, and opportunity that we have if we can tap into that. We can partner with our businesses and churches while offering a conduit for students to partner with our city government to help tackle these challenges and opportunities while gaining knowledge and experience in the workings of our city.

4. Explain your current and past community involvement and/or service on city, nonprofit, or public boards, committees, task forces, or commissions and how this has contributed to the Snoqualmie community. Address its relevance to the position of Snoqualmie City Councilmember.

I've been committed to continuous service since early in my High School career. It began with a mission trip to Russia, remained constant during my 24-year career in the Air Force, and has continued to the organizations in which I volunteer and support today. This includes my volunteer role as the Air Force Academy Admissions Liaison Officer for Mt Si High School and eight other High Schools in the Area. I have supported youth development through my involvement as a Cub Scout leader, a Snoqualmie Valley Youth Soccer coach, and currently as a SnoKing Ice Hockey coach where I received coach of the year for the 2021-2022 season. I've also been a volunteer with the Snoqualmie YMCA where my wife worked for three years and established their "active senior" program. I'm also a board member and volunteer in multiple capacities for Timberlake Church which currently serves a congregation of ~4,000 people across four locations in the area.

In the end, I am a committed citizen with some skill and ability that I'd like to offer my hometown, and, as Margaret Mead once said, "never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it is the only thing that ever has."

5. What do you wish to accomplish during this appointed term as a Snoqualmie City Councilmember?

Quite simply, I wish to continue to collaborate with our leaders improve our community. I want to brainstorm, use my experience, leverage my network, ignite the youth, strengthen family bonds, and tap into our aging community to bring them to the impact they still can have. Sometimes, the best thing you can do is focus on the task at hand. There is an unexpected gap in position #5 of our City Council and that needs to be filled with somebody that's willing to step in, roll up their sleeves, and join the City Councilmembers currently serving our community. I don't see this as a launching pad to another position. I truthfully don't know if I will pursue the November election. However, this

vacancy affords me the opportunity to dive in and support my fellow civic leaders in a time of transition for Snoqualmie and our city leadership.

6. What is your vision for our City and community?

My vision is building off of the efforts of our past and current Snoqualmie leaders to find that balance between embracing progress and opportunity while maintaining a small-town feel that celebrates and operates in harmony with it's natural surroundings. We would increase the number of people that want to stay, want to move and join our community, and want to visit for a day or longer. It's a place that expands beyond the 35 to 55-year-old demographic with their children that live at home. It's a model community that's built off of the minds of willing citizens, the energy of our youth, the dreams of young parents, the wisdom of our aging community. Where families thrive with education and programs for their children. Where the greater Seattle area goes for fun, and where tourists come to experience PNW living. We have the ability to bring this vision to fruition not on the efforts of individuals, but in the activation of the people of our community. It's in this activation and involvement that true community is built.

7. Is there anything else that you may wish to add that would help us get to know you a little better?

I was raised by immigrant Italian's that taught me the importance of love, food, family, and community. Since joining the military at 17, I've moved 13 times across nine States. Every one of those relocations reinforced the lessons of my family as necessities to thrive. I've created community through my interactions with neighbors, the people and businesses which I have served and led, my military service, my volunteering, and my extracurricular activities. I've never met a stranger.

Snoqualmie holds a special place in my family's heart. My wife, my two sons, and I have lived in Washington longer than any other state and called Snoqualmie home for longer than any other house we've occupied. I play in the SnoKing and Kraken adult hockey leagues. I'm a terrible golfer but love the view from the Club. I am blown away every time I look out of the window of the Attic at Salish Lodge. I have a great sense of humor and do plenty of things that only I laugh at. I love high quality sports cars but drive a highly visible and inexpensive yellow Chevy Cobalt that my wife hates, but many recognize. I feel those things are conversely related. I love people.

JONATHAN T. SCOFIELD

Snoqualmie, WA
203-918-3134

JonathanT.Scofield@yahoo.com

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

Authentic, values-driven, and adaptable leader with a people-centric purpose, growth mindset, and a focus on bringing out the best in individuals and teams in companies across government, technology, retail, energy, and other industries. Deep experience partnering with and influencing executive leadership and cross-functional orgs as a trusted advisor with proven ability to form and lead high performing teams that consistently deliver and exceed goals. Seamless ability to maintain strategic focus while diving into the tactical daily work to show a true commitment to other's success and consistently meet organization objectives and key results on a global scale. Known for a transparent service to others and an instinct for profound connection from the newest team member to the most seasoned executive. Key areas of expertise include:

- Cross-Functional Initiatives
- Strategy & Execution Alignment
- PMO, TMO, and VMO
- Operations Management
- Enterprise Communication Skills
- Technology Enablement

CLEARANCE

U.S. Department of Defense and North Atlantic Treaty Organization (NATO) **SECRET**, Active

PROFESSIONAL EXPERIENCE

Ernst & Young Global Limited (EY), Various Locations

2019 – 2022

Managing Director – Transformation and Program Management Practice

Provided executive leadership in EY's Transformation & PM practice in services and solutions that bring structure, clarity, and technology to create successful outcomes and value realization on transformations, portfolios, and business as usual (BAU) activities as trusted advisor for enterprise board-level initiatives, Agile at scale transformation, ESG commitments, IT and digital transformations, Cybersecurity portfolio management, COVID-19 initiatives, and critical change management efforts around all engagements. Specialist in conflict management with a passion for talent development.

- TMO leader for EY's global, cross-divisional transformation across 318,000-person company. Broke through agendas, built trust, garnered commitment, aligned enterprise-wide, and drove change management while translating strategy to execution (including KPIs/OKRs); drove out \$100M in costs while increasing cross-functional staffing by 40%.
- Product leader for global tech solutions to structure complex initiatives and provide data-driven insights to support scalability. Increased decision-making speed on critical Attorney General mandates by 4x in \$B business.
- Spearheaded the architecture, roll-out, and ongoing refresh of virtual environments internally and at clients for geo-disbursed team's collaboration, process improvement initiatives, and best-practice sharing across several thousand employees. Reduced onboarding and training for new employees by 50% and critical material access time by 300%.
- Other roles focused on people/partner health, team development, and culture: Americas Diversity and Inclusion (D&I, DE&I) Network council member; Veterans Network National leadership team for a community that grew from 300 to over 1,000; Women in Transformation mentor; Seattle Business Transformation community leader; Texas Market leader; and Digital Transformation, Innovation & Power Platform Community of Practices Executive Sponsor.

U.S. Air Force (USAF) and USAF Reserve (USAFR), Various locations worldwide

2001 – 2021

Deputy Director, Congressional and Admissions Liaison Officer, 2007 – 2021 (Promoted)

Leadership of four groups of 50 mid to senior-level military officers and communication to government leadership, the Air Force Academy, and external organizations. Managed daily operations, resource scheduling and assignment, and readiness in support of operations across assigned states driving 100% readiness. Achieved Unit of the Year award.

Business Portfolio Manager, Government Acquisition Specialist, 2006 – 2007 (Promoted)

Manage operations and executive support for Acquisition Center Program Executive Officer and top-level management. Second-ranking for the Commanders Action Group to support the oversight of 300+ critical military programs with 9,000+ people and an annual budget of over \$5B. Liaison to HQ USAF, Secretary of the AF, four major commands, industry leaders and several other DoD agencies during major restructuring.

- Rated "Top 5% of 567" by executive leader; "charismatic leader of peers/subordinates—exceptional performer" for work as primary lead in cross-organizational initiatives in managing critical timing, budget, and delivery efforts.

Program Manager and Test & Logistics Section Chief, Government Acquisition Specialist, 2004 – 2006 (Promoted)

Led 50+ government and contractor personnel spread across four states on four high-tech programs. Managed cost, schedule, performance, integration analysis and planning for programs valued over \$4B from development through fielding and sustainment. Decision making authority with additional responsibility for risk management and negotiation.

- Hand-picked as US lead representative of international programs with NATO and UK Ministry of Defense.

Aircraft Maintenance Officer, 2001 – 2004. (Promoted) Managed and directed the effective utilization of 30 and shared leadership of 175 personnel from across maintenance specialties for 12 aircraft. Responsible for \$2.8M of assigned assets with annual budget of \$1.8M during high-stakes 24x7x365 operations for post-9/11 support; ensured operational effectiveness in support of critical time-sensitive military operations. Transitioned senior leadership's strategic goals into clear, tactical plans; ensured quality and effectiveness standards were met. Achieved Unit of the Year Award.

Vice President, Seattle Market Executive & National Leader

Served as Market Leader, and leader for efforts including hiring, staffing, training delivery quality, business development, contracts, and team management. Strategic leadership with visioning and Go-To-Market across firm's Lines of Business.

- Served as managing consultant to executive leadership in post M&A integration of two global technology companies across nine countries and 5,000+ people. Established a vision, objectives, culture, and people plan across the five functional executives and the larger organization including marketing, procurement, and HR. Implemented the Transformation model that included change management, governance, requirements and KPIs, process improvement, training/coaching, org structure, and several other areas to achieve a unified organization. Delivery of a critical enterprise product to market under budget and one month ahead of schedule on a tight timeline.
- Focal point for Seattle market strategic relationships, 10x growth, and 25% average annual company-wide growth over 5 years; efforts spanned recruiting, onboarding, training, delivery, and customer engagement.
- Established and ran the global PMO team, process, and tools for a \$B portfolio of 50+ mission critical data center programs in delivering the global Cloud. Efforts included establishing rhythm of business, reporting, and stage gates.

SM&A, Various Locations

2007 – 2013

Senior Director, 2012 - 2013

Provided strategic leadership focused on consulting service delivery and sales growth in firm's \$40M+ landmark strategy, capture, and proposal consulting services, supporting billions of dollars of competitions. Reported directly to the Executive Leadership Team. Developed and executed solutions and services approach, sales and marketing plans, partnerships with other companies, and large-scale contracts management.

- Created and led the establishment strategic plans, critical roles and incentives, and business growth strategy amid new company management, 20% employee growth, and the pursuit of new services and solutions.

Operations Director, 2011 – 2012 (Promoted)

Accountable for operational excellence and leadership of 185-person division; recruiting, hiring, training, and retaining talent. Formalized and enhanced customer-facing services and solutions and managed company-wide digital initiatives.

- Oversaw formulation of templates, tools, and process to provide continuity and reduce cycle time from pre-sale through delivery by 30%; revamped internal hiring and development profiles to pinpoint the right people for the job.
- Accountable lead for deployed team's performance, client/market trends, ongoing business analysis. Increased customer satisfaction by 15% while forming strategic relationships. Increase win rate by 10% on proposed efforts.

Account Executive and Sr Engagement Manager, 2009 – 2011 (Promoted)

Directed 15+ person delivery team on major client deals on \$100M+ opportunities. Responsible for strategic relationships and sales of consulting services to firm's largest client. Additional focus for new market and client business expansion.

- Successfully supported executive leadership through several large-contract wins totaling over \$1B and standing up the delivery team, execution plans, and milestone achievements in high-visibility, high-complexity programs.

Site Lead and Associate, 2007 – 2009 (Promoted)

Spearheaded delivery of Program and Proposal Management services at major industry clients in Strategy, Capture, Proposal, and Program efforts totaling over \$12B. Responsible for the day-to-day site management of strategic client engagement including financial, quality, business development, negotiation, contract management, and delivery.

- Supported \$1B+ aircraft program effort through major milestone decision, 5+ Program Office and senior Government reviews; achieved U.S. Government support and approval to proceed.

EDUCATION AND CERTIFICATIONS

Master of Business Administration, University of Massachusetts

Bachelor of Science, Political Science, U.S. Air Force Academy

Executive Leadership Programs, Harvard Business School

CERTIFICATIONS

Leadership Circle Profile 360 Certification, Leadership Circle | **Leading Scaled Agile Framework Agile**, SAFe | **Certificate in Six Sigma (Green Belt)**, Villanova | **Project Portfolio Management**, Microsoft | **Smartsheet Certification**
Defense Acquisition University: Program Management II, Life Cycle Logistics, Systems Planning Research Development and Engineering, Systems Engineering, Test and Evaluation, and Acquisition Logistics.

PROFESSIONAL TRAINING

SM&A Courses: Capture Manager, Proposal Manager, Volume Lead, Competition Management, Program Architect, Milestone Success, MS Project/Scheduling. **Multiple Leadership and Professional Education Courses**: Hundreds of hours of training and certs focused on leadership, Program Management, Business Ops, and Change Management.



CITY COUNCIL POSITION NO. 5
CANDIDATE PACKET
MARCH 28, 2023

CHRIS SCHNIEGENBERG

Chris Schniegenberg

Snoqualmie, WA, 98065
(925) 788-3311
schniggs77@yahoo.com

Hiring Manager
City of Snoqualmie

Dear Hiring Manager,

Thank you for the opportunity to apply for the City council position #5. After reviewing your job description, it's clear that you're looking for a candidate that is extremely familiar with the responsibilities associated with the role, and can perform them confidently. Given these requirements, I am certain that I have the necessary skills to successfully do the job adeptly and perform above expectations.

I am an efficient professional who has been consistently praised as hard-working by my co-workers and management. Over the course of my 25 year career working hands on with people. I've developed a skill set directly relevant to the City council position #5 role you are hiring for. Overall, I have consistently demonstrated leadership, multitasking and teamwork abilities in every aspect of my real estate agent role at Sell with Schniggs, and I invite you to research my previous roles in business and see for yourself my qualifications.

After reviewing my resume, I hope you will agree that I am the type of competent and competitive candidate you are looking for. I look forward to elaborating on how my specific skills and abilities will benefit the fine folks of Snoqualmie. Please contact me at (925) 788-3311 or via email at schniggs77@yahoo.com to arrange for a convenient meeting time.

Thank you for your consideration, and I look forward to hearing from you soon.

Sincerely,

Chris Schniegenberg

APPLICATION FOR APPOINTMENT SNOQUALMIE CITY COUNCIL

Applicant Information

(Please type or print)

Applicant Name Chris Schniegenberg
Residence Address 34743 SE Ridge ST
Home Phone 425.998.6694 Cell Phone 925.788.3311
E-Mail Schniegs77@yahoo.com Date of Birth 6.1.77
Have you attended the Snoqualmie Citizens Academy? Yes X No

Cover Letter & Resume

Please attach a one-page cover letter and a resume of no more than two pages to this application.

Supplemental Questions

Please respond to the following questions regarding your interest in the position of Councilmember for the City of Snoqualmie on separate pages using no more than 3 pages total:

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PO Box 987 | Snoqualmie, WA 98065
or email: ddean@snoqualmiewa.gov**

Answers to Supplemental questions

1. I am interested in serving to further preserve the city that my family and I have grown to love.
2. I will bring my 25 years of exceptional people and communication skills to work for the City of Snoqualmie.
3. I believe that the City council as it has been the last several years has represented the city wonderfully. There are no changes that I believe are readily needed. I would like to be more of a face for the council in meeting and talking to residents to get more of an unfiltered feedback as what we can do as a whole.
4. I have served on two committee's in my professional career including: Independent auto dealer association and the Make a wish wish granter committee. In both of these committee's the main focus was communication. Communication with all parties to ensure jobs get done as efficiently as possible.
5. I wish to continue the efforts of the council in Community development and public safety.
6. My vision and my goal would be to have Snoqualmie ranked year after year as the number one city to live in Washington state.
7. I am a creative, compassionate get the job done type of person. I am a dad and a husband. I give 100% to everything I do. (Just ask Ethan :))

Chris Schniegenberg

Sales and marketing leader

Snoqualmie, WA 98065

schniggs77@yahoo.com

+1 925 788 3311

Hard working and energetic general sales manager and top-rated sales associate with more than 25 years leading

dynamic sales teams in fast-paced markets and maximizing gross profit and customer satisfaction.

Sales management

professional with prior experience in Cleveland and the SF Bay Area. Extensive network of contacts in the sports industry with

special attention to MLB and professional sailing. General sales manager offering a 25 year background in sales and

customer service, as well as in-depth understanding of the sales cycle process. Aggressive and driven to exceed sales

goals and to form and lead a cohesive sales team in consistently achieving aggressive sales goals..

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Sell with Schniggs Real estate

Skyline luxury estates - Snoqualmie, WA

August 2021 to Present

Mentor future salespeople. Train real estate agents. Work with clients to buy and sell luxury properties.

Owner and Operator

Camcart LLC. - Snoqualmie, WA

January 2018 to Present

Used car automotive dealer and Dealership Sales trainer.

General Sales Manager

Mercedes-Benz - Seattle, WA

February 2017 to April 2021

Responsible for all levels of sales within the sales department. Train staff daily to help cultivate deals and take great care of the clients all while exceeding gross profit goals.

Owner/Operator

CS (common sense) Sales training - Snoqualmie, WA

January 2011 to June 2017

Automotive sales trainer with a focus on the common sense approach to selling in today's environment. Coached groups of 1-25 on a continual basis and managed their progress and coached them to have and find success in the business.

GSM/ GM

ROYAL AUTOMOTIVE GROUP - San Francisco, CA

June 2010 to November 2014

Managed sales transactions with a revenue stream of \$4,000,000 annually. Achieved 160% of quota within the first year as Sales Manager. Increased market share by 4% over the course of a year. Grew number of customers by close to 300% in two years Hired and trained all sales staff for all brands Resolved an average of 10-30 customer complaints per month regarding sales and service. Monitored customer preferences to determine focus of sales efforts. Generated monthly and annual sales reports. Created and directed sales team training and development programs. Shared product knowledge with customers while making personal recommendations. Maintained friendly and professional customer interactions. Trained in negotiations and time management. Built a online presence that catapulted sales over 100% year over year. Created local marketing campaigns to increase sales.

Education

M.B.A. in Business

The OHIO STATE UNIVERSITY - Columbus, OH

January 1996 to June 2001

Business Administration and Management

The Ohio state university - Columbus, OH

Skills

- Excel, Office, Word, Negotiating, Closing (10+ years)
- Sales
- Sales management
- Business Consulting
- CRM Software
- Account Management
- Recruiting
- Salesforce
- Business Development
- Cold Calling
- B2B Sales
- Outside sales
- Leadership
- Management
- Direct sales
- Marketing
- Digital marketing
- Microsoft Office
- Operations management

- Retail management

Awards

Salesperson of the year 2000-2009

January 2009

For Nine years I was the sales leader on a team of 17.

Additional Information

Make a wish wish granting volunteer



CITY COUNCIL POSITION NO. 5
CANDIDATE PACKET
MARCH 28, 2023

CATHERINE COTTON

Catherine L. Cotton

P.O. Box 1423
Snoqualmie, WA 98065
425-829-3325

ccotton@snoqualmiewa.gov
drcatcotton4snoqualmie@gmail.com

March 1, 2023

Dear Snoqualmie Community, Mayor and City Council Members:

I am applying for Snoqualmie City Council Position #5 that opened on January 31, 2023.

I have been a downtown Snoqualmie resident for the past 20+ years and seen many changes occur within our City and the Snoqualmie Valley. This has given me a unique perspective as to Snoqualmie's delightful charm, character and history. We need to cultivate and preserve Snoqualmie's uniqueness and captivating natural beauty. While we want to support our local (Downtown and Snoqualmie Ridge) businesses with community events that will draw not only residents and visitors to our City, we also want to be mindful of our development aspirations. We need to plan for the economic health of our community as well as its resources now and in the future.

While my background, work and volunteer experience for the past 45 years has been in human medicine, veterinary medicine and firefighting this has given me a unique opportunity and ability to actively listen to people and often "read between the lines". I have more recently become a Snoqualmie Arts Commissioner and Co-Chair. With these experiences I have been able to facilitate joint decisions, formulate action plans and implement solutions that are mutually acceptable. I have excellent verbal and written communication skills as well as proficiency in team leadership, supervision and motivation. I have served as an active volunteer for the City of Snoqualmie's Fire Department for the past 20 years not only as an EMT and medical instructor but I have also coordinated planning and organization of many community activities and events. I believe these abilities will aid in my continued service to the citizens of the City of Snoqualmie and the Snoqualmie community.

I would regard it an honor and privilege to be considered for the Snoqualmie City Council Position #5. Thank you for your time and consideration on this important matter.

Respectively Submitted,

Catherine L. Cotton

APPLICATION FOR APPOINTMENT SNOQUALMIE CITY COUNCIL

Applicant Information

(Please type or print)

Applicant Name CATHERINE L. COTTON
Residence Address 7585 RAILROAD PL. SE, SNOQUALMIE, WA 98065
Home Phone - Cell Phone (425) 829-3325
E-Mail CCOTTON@SNOQUALMIEWA.GOV Date of Birth Nov. 30, 1958
DRCATCOTTON4SNOQUALMIE@GMAIL.COM
Have you attended the Snoqualmie Citizens Academy? ☒ Yes ☐ No

Cover Letter & Resume

Please attach a one-page cover letter and a resume of no more than two pages to this application.

Supplemental Questions

Please respond to the following questions regarding your interest in the position of Councilmember for the City of Snoqualmie on separate pages using no more than 3 pages total:

1. Why are you interested in serving as a Snoqualmie City Councilmember?
2. What strength would you bring to the Council?
3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?
4. Explain your current and past community involvement and/or service on city, nonprofit, or public boards, committees, task forces, or commissions and how this has contributed to the Snoqualmie community. Address its relevance to the position of Snoqualmie City Councilmember.
5. What do you wish to accomplish during this appointed term as a Snoqualmie City Councilmember?
6. What is your vision for our City and community?
7. Is there anything else that you may wish to add that would help us get to know you a little better?

**Please return this form, a cover letter, resume, and answers to the supplemental questions
on or before 5:00 pm on March 14, 2023**

Applications received after 5:00 pm will not be accepted.

Application and any correspondence should be addressed to:

**Deana Dean, City Clerk
PO Box 987 | Snoqualmie, WA 98065
or email: ddean@snoqualmiewa.gov**

Catherine L. Cotton

1. Why are you interested in serving as a Snoqualmie City Councilmember?

As a long term resident of Snoqualmie I feel invested in my City and my community. I have been serving as a Volunteer in the Snoqualmie Fire Department and while I plan on continuing with this service in some capacity, at this stage in my life I would like to pursue additional service to the community in other roles as well. I've also branched out as a Snoqualmie Arts Commissioner and Co-Chair for the past year.

2. What strengths would you bring to the council?

- Excellent verbal and written communication skills, active listener
- Multi-tasking and time management skills to maximize personal efficiency
- Ability to gather detailed information and define a problem quickly to establish clear goals and initiate action plans in an efficient manner
- Provide alternative plans or goals (short and long term) as necessary through compromise if acceptable to attain the ultimate goal
- Team leadership, supervisory abilities and motivation
- Customer and client service and satisfaction
- Ability to research topics thoroughly and efficiently

3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?

- **Support local businesses to stimulate economic health for the community.**
Continue to promote and add new community activities and events to draw residents and visitors alike. The Snoqualmie Valley with its captivating natural beauty and the City of Snoqualmie with its charm, character and amenities should be a travel destination for visitors. While ideally developing multi-purpose activity and event venue sites (boardwalk, wineries, boutique hotels, breweries, amphitheater, etc.) should be considered -- we must also be mindful of controlled development within the confines/constraints of potential resources (water, sewage, utilities, etc.) and infrastructure (emergency services, roads, etc.) that are available now and budgeted for the future. We should be researching availability of resources now (as has been done for projected future water supply and demand) for planned projects. Potential sources of financial support should be investigated through county, state or federal grants and developer contributions before pursuing budget cuts, levies or tax increases. We must be aware of any concerns and limitations with proposed sites (such as the Snoqualmie Mill site) which though approved still may pose potential threats to human and environmental health as per the Department of Ecology previously released Site Hazard Assessment report. And insure that any recommended and required site clean-up is pursued as the Final Environmental Impact Statement and Planned Commercial/Industrial Plan recommend for this "brownfield" site

due to the petroleum hydrocarbons and possible upgradient source of arsenic prior to potential construction. This development will impact infrastructure resources such as transportation, road use and emergency services and while no additional recommendations have been made to increase or improve these service, close monitoring of the development is warranted.

- **Infrastructure should be supported and expanded as needed/projected for the City and community.** Emergency services (Police, Fire, EMS, Public Works, etc.) should be supported and provided with the tools, manpower and resources necessary to provide these vital services to our citizens. We want to insure the ability of our frontline workers to do their jobs, protect themselves and save lives in the emergency situations they are constantly placed in as well as these unprecedented pandemic situations. In light of the previous tragic loss of human life we need to insure that our Police Officers are safe and patrolling with adequate numbers to provide for their safety in potentially dangerous situations. Our primary focus should be to increase available Police Officers and provide adequate coverage to serve and protect the public and our community. We need to provide protection for our officers who need backup in close proximity (especially as KCSO is not immediately available). This should be a priority before any monetary consideration is given to investing in body cameras, technical support and secure public records storage and access.
- **Affordable and Senior housing within our community.** While some headway has been made (Snoqualmie's Panorama apartments) -- there is more yet to be considered. Ideally Snoqualmie should be able to provide decent affordable housing for people and families that work in the Snoqualmie Valley and want to live nearby and not face the dreaded commute currently encountered on Highway 18, I-90 and SR 202. As highway flow improvements are still years down the road we need to consider what alternatives might be available in the not too distant future. We should also consider the ability to support and let our seniors who want to age in place in their own home or community do just that. Housing that can accommodate those needs (single level, wider doors, grab bars, decreased yard maintenance, etc.) can allow our senior citizens to live in a safe environment for many years. Pending approval of development (such as the last site at Snoqualmie Hill) there could be some funding through county, state or federal monies and grants as well as developer contributions.

4. Explain your current and past community involvement and/or service on city, nonprofit or public boards, committees, task forces or commissions and how this has contributed to the Snoqualmie community. Address its relevance to the position of Snoqualmie City Councilmember.

As a Snoqualmie Fire Department Volunteer EMT/Firefighter for the past 20+ years I have contributed to the Snoqualmie community by providing additional emergency service support to our City. Volunteers not only provide additional shift coverage but will respond in to the Fire Station when available in their off-duty time when our

primary units are tied up on other calls. The Volunteers can put additional emergency units available to cover any additional calls that might occur within our City or provide mutual aid to our neighboring cities within the Snoqualmie Valley.

I'm also a current Snoqualmie Arts Commissioner/Co-Chair which is exciting to be able to focus on the arts for our community. The Commission is working to bring various projects to fruition which will highlight local artists and talent of all ages. Community accessibility to art helps to improve quality of life and emotional well-being for all. Being a Commissioner and Co-Chair has improved the strengths noted in Supplemental Question #2.

Being a member of the Snoqualmie Fire Department and the Snoqualmie Firefighters Association as a long term Officer/Executive Board member has also aided in the strengths noted in Supplemental Question #2 as has being in various medical professions. Being a CBT (Medical) Instructor has allowed me to provide mentorship, work and instruct a team to improve competency and confidence in their fire careers which ultimately improves the level of care that is delivered to the community.

5. What do you wish to accomplish during this appointed term as a Snoqualmie City Councilmember?

The City Council has many issues to tackle all of which are important. I've outlined a few of my perceived priorities that I would like to have input on but honestly all City issues are a priority. I would like to be able to contribute in some small part to providing a cohesive Snoqualmie City Council that works well together in a mutually beneficial and respectful way to solving City issues and concerns.

6. What is your vision for our City and community?

To cultivate and preserve Snoqualmie's uniqueness, community lifestyle and natural beauty – all of which are the most common reasons that we moved here in the first place. I love the small town atmosphere and community friendliness that is still present despite our growth over the past 10 years. I envision controlled mindful development that maintains the character and charm of Snoqualmie while providing culture, events and amenities to the locals as well non-residents. To have a stable, sound and healthy local business economy with support from residents and tourists alike. To make our City and the Snoqualmie Valley a vibrant, historic and memorable destination for us all to come home to.

7. Is there anything else that you may wish to add that would help us get to know you a little better?

I am passionate about caring for animals and people. Compassion is something we are all capable of...even when we don't feel it all the time—it's still there. I look forward to continuing to support the City of Snoqualmie and the Snoqualmie Valley residents in whatever small role I might play to be able to contribute to the good of the community.

Catherine L. Cotton

P.O. Box 1423
Snoqualmie, WA 98065
425-829-3325

ccotton@snoqualmiewa.gov
drcatcotton4snoqualmie@gmail.com

Professional Summary

I am a dedicated, motivated and compassionate medical professional in both veterinary medicine and human emergency medicine. My current veterinary career has spanned the past 25 years as a general practitioner and surgeon in Washington and Alaska. I am an Emergency Medical Technician (EMT) and EMS Evaluator (Medical) Instructor for the past 20+ years in Snoqualmie, Washington. And was also a Paramedic/Firefighter in Colorado and Hawaii prior to this for a total of over 45 years of Emergency Medical Services (EMS) experience.

Personal Philosophy

My life long goal has always been to make the world a better place by being involved and making a difference in people's lives. To lead by example, always set the bar high, leave no (wo)man behind—bring your team to an exceptional level of performance. Maintain compassion, professionalism, strive for excellence but compromise only if acceptable and necessary to achieve the ultimate goal. Always maintain your sense of humor, laugh often, take care of the ones you love. Never pass up an opportunity to celebrate life with family and friends.

Education

Colorado State University
School of Veterinary Medicine
Doctorate of Veterinary Medicine
Graduated 5/1996

Queen's Medical Center
Oahu, State of Hawaii
Mobile Intensive Care
Paramedic 6/1982

Maui EMS Training Center
Maui, State of Hawaii
Emergency Medical Tech
EMT 6/1978

Licenses

- Current Washington State Doctor of Veterinary Medicine
- Current Washington State Emergency Medical Technician
- Current EMS Evaluator (Medical) Instructor
- Current DEA Licensure
- Current USDA/APHIS Accreditation
- Hawaii and Colorado Paramedic Licenses 1982-1997

Experience

- Snoqualmie Fire Department, Snoqualmie, WA 2002-Present
Emergency Medical Technician, EMS Evaluator (Medical) Instructor
- Alpine Animal Hospital, Issaquah, WA 2006-Present
Associate Veterinarian (Small Animal General Practice and Surgery)
- Redmond Veterinary Hospital, Redmond, WA 1997-2006
Associate Veterinarian (Small Animal General Practice and Surgery), Medical Director
- Palmer Veterinary Hospital, Palmer, AK 1996-1997
Associate Veterinarian (Mixed Animal General Practice and Surgery)
- Poudre Valley Hospital and Poudre Fire Authority, Fort Collins, CO 1991-1996
Paramedic/Firefighter (911 Paramedic Unit and PFA Firefighter)
- International Life Support, Maui County, HI 1978-1991
Paramedic/Supervisor (911 Paramedic Unit)

Continuing Education

- Veterinary Medicine and Surgery annual CE requirements to maintain proficiency and licensure with Washington State Department of Health
- EMT and EMS Evaluator/Instructor annual CE requirements to maintain proficiency and licensure with Washington State Department of Health

Volunteer Committees and Experience

- Snoqualmie Arts Commissioner and Co-Chair since 2022
- Snoqualmie Railroad Days committee (Snoqualmie Fire Department and Snoqualmie Firefighters Association liaison) since 2021
- Snoqualmie Fire Department Public Safety Booth coordinator, Snoqualmie Railroad Days
- City of Snoqualmie 2020 Virtual Citizens Academy
- Snoqualmie Firefighters Association active member since 2002
- Snoqualmie Firefighters Association Officer (Executive Board member) since 2002, current SFFA Vice President
- Snoqualmie Firefighters Association Community Events Coordinator (including Pancake Breakfast and Silent Auction) since 2002
- American Veterinary Medical Association member since 1996
- State of Hawaii Emergency Medical Services Advisory Board appointed by two consecutive Governors; first Paramedic to be appointed to this advisory board 1982-1990
- Maui Emergency Medical Services Association cofounder 1986



CITY COUNCIL POSITION NO. 5
CANDIDATE PACKET
MARCH 28, 2023

LUKE MARUSIAK

Luke Marusiak

7632 Heather Ave SE, Snoqualmie, WA 98065 | 408-888-8183 | luke.marusiak@gmail.com

March 13, 2023

Dear Mayor Ross and Snoqualmie City Council,

I am applying for appointment to the Snoqualmie City Council Position #5. My wife and I have been Snoqualmie residents since September 2014 and we love living in Snoqualmie – the neighborhoods, parks, restaurants, schools, golf course, historic district, and natural setting all deservedly give Snoqualmie it's enviable reputation as one of the best places in the country to live.

I'd like to serve on the City Council to work with city government, staff, and citizens to help sustain what is precious while the city works to face its significant challenges. To paraphrase Charles Darwin, it is not the biggest or the strongest or the fastest that succeed but those best able to adapt to the changing environment. I see that Snoqualmie needs to adapt to longstanding challenges such as revenue reliance on property taxes, lack of affordable housing, and getting Snoqualmie Falls tourists downtown. It also needs to adapt to newer challenges such as increased state and county demands for lower income/emergency housing, need for additional development space, and infrastructure upgrades.

My time on the Economic Development Commission and Planning Commission as well as getting to know our citizens through forums (and even substitute teaching) convince me that Snoqualmie has the leadership, talent, and drive to emerge from the current challenges stronger and well positioned for the future. I am proud to call Snoqualmie home and would be honored for the opportunity to work with the city government in Snoqualmie City Council Position #5 to help sustain what is precious and face these challenges.

Thank you for your consideration.

Sincerely yours,



Luke Marusiak

APPLICATION FOR APPOINTMENT SNOQUALMIE CITY COUNCIL

Applicant Information

(Please type or print)

Applicant Name Luke Marusiak
Residence Address 7632 Heather Ave SE, Snoqualmie, WA 98065
Home Phone 408-888-8183 Cell Phone 408-888-8183
E-Mail luke.marusiak@gmail.com Date of Birth March 1, 1963
Have you attended the Snoqualmie Citizens Academy? XX Yes No

Cover Letter & Resume

Please attach a one-page cover letter and a resume of no more than two pages to this application.

Supplemental Questions

Please respond to the following questions regarding your interest in the position of Councilmember for the City of Snoqualmie on separate pages using no more than 3 pages total:

1. Why are you interested in serving as a Snoqualmie City Councilmember?
2. What strength would you bring to the Council?
3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?
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5. What do you wish to accomplish during this appointed term as a Snoqualmie City Councilmember?
6. What is your vision for our City and community?
7. Is there anything else that you may wish to add that would help us get to know you a little better?

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on or before 5:00 pm on March 14, 2023

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PO Box 987 | Snoqualmie, WA 98065
or email: ddean@snoqualmiewa.gov**

1. Why are you interested in serving as a Snoqualmie City Councilmember?

I love the city of Snoqualmie. I loved living here since my wife and I moved to Snoqualmie from California in September 2014. It deservedly has a reputation as one of the best places in the country to live. It has everything I ever wanted in a community in terms of neighborhoods, natural attractions, infrastructure, parks, railroad and logging history, schools, trails, and city spirit.

We are in changing times and demands. I'd like to help Snoqualmie meet those demands.

2. What strength would you bring to the Council?

Communications – I can communicate clearly what is facing us. I think this is critical both internal and external to let our city's citizens know the environment is changing and that changed environment challenges the current status quo.

Understanding of challenges – My time on commissions gives me a pretty good view of our issues and what tools we have to address them.

Collaboration – There's little better than working with committed colleagues to take on tough tasks, rise to daunting challenges, and all feel good about being on a team that makes a difference.

3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?

1. Sustain what is precious while working with city government, staff, and citizens to communicate that status quo must adapt.
2. Add space for new development (Snoqualmie Hills West Area)
3. Innovatively address state and King County demands for low income/emergency housing (as well as affordable housing).

This is a tough balance!

4. Explain your current and past community involvement and/or service on city, nonprofit, or public boards, committees, task forces, or commissions and how this has contributed to the Snoqualmie community. Address its relevance to the position of Snoqualmie City Councilmember.

I've had extensive experience in Snoqualmie government including three years on the Economic Development Commission and five years (and currently still on) the Planning Commission. I've participated in Snoqualmie Citizens Academy, Ethics Training, Citizens Forum for Snoqualmie Fire Department Strategic Plan, Jurassic Parliament training, and the 2022 WA Department of Commerce Short Course on local planning. I've provided input into 2021 Snoqualmie SWOT analysis, attended town halls (including a pre-pandemic affordable housing town hall), Eastside King County Legislative meetings, and a council retreat. I've also founded a business incubator and am moving it from North Bend to

Snoqualmie. This past year I've been a substitute teacher and taught in every grade and every school in the Snoqualmie Valley School District. My wife, Diana, has worked at the Snoqualmie YMCA as a fitness instructor for seven years.

5. What do you wish to accomplish during this appointed term as a Snoqualmie City Councilmember?

Transparent but clear communication to citizens of the current challenges and approaches to meet them as a base to be elected to City Council Position 5 in November 2023.

6. What is your vision for our City and community?

Sustain what makes Snoqualmie precious while innovatively facing the biggest challenges (working with citizens, city government, and city staff). Breaking this into specifics:

1. Preserve the jewel that is Snoqualmie for its citizens while adapting to the changing environment.
2. Move the needle on the longstanding affordable housing issue as well as tackle the State and King County demands to accommodate low income/emergency housing. Confronting the State and County demands will ensure Snoqualmie's future agency.
3. Promote business incubator activity within the city. Enhanced commercial activity can provide significant city revenues.
4. Ensure city infrastructure is well maintained and grows as needed.

These four pillars (I'm sure there are more!) will keep Snoqualmie as one of the best places to live in the country and address both longstanding and immediate challenges.

7. Is there anything else that you may wish to add that would help us get to know you a little better?

I first applied for a council appointment in 2017. Since that time, I've immersed myself in city business (through EDC, Planning Commission, forums, etc.) as well founding my business incubator Sno-Valley Dream Factory. I'm curtailing much of the activity in the Dream Factory (and moving it from North Bend to Snoqualmie) to do a reset.

I enjoy fitness activities. You can see me running the Snoqualmie Parkway during good weather and I've completed five Seattle Tough Mudder 15k obstacle course runs, the last being September 2022 (with my son, David).

I've been substitute teaching for a year at every school and every grade in the Snoqualmie Valley School District. I was surprised how much I enjoyed substitute teaching. We have a truly great school district and, through that substitute teaching, I got to know the community even better.

Again, my wife and I love Snoqualmie. I'd be honored to serve as a Councilmember.

SENIOR MANAGER

Collaboration • Identification of Biggest Challenges • Communications • Strategic Planning

I have over 15 years of top caliber Executive experience as a Business Leader, implementing best safety practices while working successfully within tight budget constraints. My differentiation is that I can quickly stimulate growth, expand margins and slash costs while increasing morale, increasing productivity and strategically utilizing resources to safely create the largest impact (all the while meeting long-term goals). I do this through identification and focus on biggest challenges, communications, and leadership. As a dynamic team leader and trusted advisor, I have a passion for managing all aspects of business, allowing the company to focus exclusively on what it does best.

Key Skills: Strong executive presence with solid business ethics · Exceptional at financial development & analysis for bottom line improvement · Deeply skilled in relationship development in a team-centric environment · Unwavering commitment to excellence · Gains victories by safely motivating “regular people to make extraordinary commitments.”

M. S. in Teleprocessing Science, The University of Southern Mississippi, Hattiesburg, MS (4.0 GPA).
Bachelor of Science in Electrical Engineering, Gannon University, Erie, PA.

CAREER SUMMARY

Substitute Teacher

Snoqualmie Valley School District

2022 – Present

- ❖ Substitute taught in every school (11 total) in the district.
- ❖ Covered every grade from Kindergarten to High School Seniors.
- ❖ Cover nearly every subject.

Founder, Managing Member

Sno-Valley Dream Factory, LLC, North Bend, Washington

2018 – Present

- ❖ Created local incubator to turn ‘ideas into products’
- ❖ Signed two inventors, established two brands with trademarks, launched 4 products within two brands.
- ❖ Managing all aspects of business.

Vice President, Global Operations

Spacelabs Healthcare, Snoqualmie, Washington

2014 – 2017

- ❖ Surged first pass yields from 65%-96% and on-time deliveries from 70%-94%, improved margins by 24% and swelled revenue from \$222M to \$256M.
- ❖ Managed the closing of unprofitable facilities, slashing \$3M annually.
- ❖ Led Global Operations for 4 manufacturing facilities in US, China, and Europe – directing all manufacturing, supply chain, logistics, engineering and facilities.
- ❖ Handpicked to overhaul operations, improving compliance which enabled lifting of an FDA warning letter.

CAREER SUMMARY, CONTINUED

Author of 4 Published Novels and 3 Business Books, Snoqualmie, Washington

2011 – Present

- ❖ **Published 4 novels in the “Good Fight” series, about characters who take virtuous and courageous actions.**
- ❖ **Published 3 books in Excellence in Business Leadership Series: Foundations of Excellence** covering core purpose, inspiration, teams, and strategic marketing; **Functions of Excellence** covering sales and marketing, finance, human resources, innovation, operations and quality; and **Methods of Excellence** covering project management, organization, processes, meetings, accountability, rewards, and leadership. The contrasts between great and suboptimal companies are highlighted in each book in the series through use of fictional characters.
- ❖ **Total responsibility for editing, cover design, final approval and market.**

**Executive Vice President Emerging Equipment
Intevac, Inc., Santa Clara, California**

2010 – 2012

- ❖ **Led marketing, business management, engineering and operations to pilot 5 new products, including taking one from prototype to initial shipment.**
- ❖ **Directed dramatic 80% yield improvement (<50% to >90%) of sensor production operations.**

**CEO/President
MDC Vacuum Products, LLC, Hayward, California**

2008 – 2010

- ❖ **Tapped to turnaround \$50M company as CEO; went from losing \$258K EBITDA/mo to gaining \$211K EBITDA/mo for a huge \$468K/mo turnaround.**
- ❖ **Did this by immediately meeting with largest customers, assuring on-time deliveries, aligning payments owed to suppliers, securing a Line of Credit extension and streamlining 40% of staff.**
- ❖ **Pared down product line from 12 to 7, saving \$840K/year.**

**Chief Operating Officer
Intevac, Inc., Santa Clara, California**

2004 – 2008

- ❖ **Doubled growth 3 consecutive years from \$35M - \$70M - \$137M, and finally to a record \$261M (a 646% increase) and catapulted margins from 22% to 45%, destroying industry standard by 50%.**
- ❖ **Additionally, expanded operations into Singapore, and service facilities in 4 Asian countries, adding over 262 FTEs in 2 years without increasing square footage.**
- ❖ **Cut booking-to-ship lead-times from 26 to 11 weeks (a 58% drop) by applying LEAN principles, setting a breakthrough tech supplier industry standard (still unmatched).**
- ❖ **Another turnaround took rock-bottom stock price that had dropped 61% and exponentially grew it 312% in 6 months and to a company-high improvement of 725%.**

Prior Experience Includes: Senior Director, North American Operations, Applied Materials, Inc.; Captain – Signal Corps, United States Army.

- ❖ **Guided a new business unit from \$20M to \$80M in revenue in only the 2nd year.**
- ❖ **Directed teams and task forces to achieve a whopping 50%+ gross margins across three products and gaining a 72% market share.**
- ❖ **Created the groundbreaking “Total Product Support Group” to support major customers such as Intel, TSMC and Samsung, doubling divisional growth to \$400M+ in 4 years.**
- ❖ **Heralded with Applied Materials’ most prestigious “Product Excellence” award for driving both technical innovation and commercialization.**
- ❖ **U.S. Army, 1st Infantry Division, Captain in Desert Storm, led installation of 68 communication nodes.**



CITY COUNCIL POSITION NO. 5
CANDIDATE PACKET
MARCH 28, 2023

MANDEEP WALIA

MANDEEP K WALIA, MD

7202 Saint Andrews Lane SE
Snoqualmie, Wa 98065

206-963-6245

mandeepkwalia@yahoo.com

I am applying for an appointment to the open vacancy of position number 5 on the Snoqualmie City Council. I have lived in Snoqualmie for the past seven years and am looking forward to raising my three young boys and growing old in this breathtaking city. I believe that as a citizen of a community we need to be an active participant to promote healthy communal living. It is our civic duty to facilitate the growth and sustainable development of our city for it to thrive.

I believe that my profession as a physician, years of leadership experience on various Cultural, Medical and Housing boards along with my passion for volunteering and community service has given me the necessary skills needed to be on the City Council. I am an effective communicator and listener, organized, humble, honest, and transparent. I know the value of time management and teamwork, I have the ability to work with a diverse population and am able to listen and respect the views of others. I am able to prioritize and analyze various issues that need to be addressed immediately and work towards finding innovative ways to tackle those concerns.

I am passionate about access to high standards of healthcare, helping the mentally ill and homeless in our community through alternate housing, finding outlets for our children to keep them off the streets and safe, including volunteer and internship opportunities as well as access and expansion of the community center, and embracing the expanding diversity in our city along with affordable housing.

My vision is to see a further cohesive, safe, and prosperous city where I can make a positive impact on our residents' lives.

Sincerely,

Mandeep K. Walia, MD

APPLICATION FOR APPOINTMENT SNOQUALMIE CITY COUNCIL

Applicant Information

(Please type or print)

Applicant Name Mandeep K Walia

Residence Address 7202 St. Andrews LN SE

Home Phone _____ Cell Phone 206 963-6245

E-Mail mandeepkwalia@yahoo.com Date of Birth 09/05/1975

Have you attended the Snoqualmie Citizens Academy? ☒ Yes ☐ No

Cover Letter & Resume

Please attach a one-page cover letter and a resume of no more than two pages to this application.

Supplemental Questions

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**Deana Dean, City Clerk
PO Box 987 | Snoqualmie, WA 98065
or email: ddean@snoqualmiewa.gov**

1. I would like to serve on the Snoqualmie City Council because I believe it is my civic duty. I know the importance of community and its overall effect on our well-being. I feel that my background in medicine and working with a diverse community will help me to accomplish tackling things such as diversity equity and inclusion, mental illness, homelessness, substance abuse, and to assist in ensuring that the people of Snoqualmie have the highest standard of medical care, and the ability to be able to get to this care through some form of transportation. I hope to address public matters and be a good voice for our residents whom I will proactively engage with, and will strive to find new and innovative ways to address their concerns. Over the years I have sat on many boards and continue to do so. I have learned that we can only accomplish our goals and resolve problems and conflict when we: listen, work as a team, respect one another and be patient. I am committed to investing my time and effort to promote our city.
2. Integrity. I believe in transparency, honesty and upholding the highest standards of ethics and morals which is required when a community entrusts you with being their voice and their liaison in addressing their concerns. I believe in working hard in everything I do and being wholeheartedly committed to any task I undertake.
3. The three highest priorities and/or issues you believe the city needs to address? How would you propose to address these issues?
 - a. Mental illness/healthcare access: There is a steady increase in the mentally ill, drug addicts and homeless. All of which go hand in hand. I would like to help the less fortunate in our community. I would like to look at growing our social services, working with the shelter to assess how they can accommodate more homeless and working with our Care Clinic to see if they can expand services to include treatment of our mentally ill. I would like to look at alternative housing for homeless and the mentally ill such as group housing. I would like to work with the hospital and Snoqualmie police to brainstorm ideas on how to have a crisis response team or expand our current Snoqualmie Emergency Response Team to include responding to those that are in a behavioral health crisis. I would utilize state resources and work in tandem with other agencies such Connections Health Solutions to see how we can bring similar urgent mental health care access to Snoqualmie. In line with this is adding transportation access to the mentally ill, disabled, seniors and homeless to be able to get to their medical and social services appointments.

Much of this can be achieved by increasing access to high quality healthcare in Snoqualmie whether it be adding hours and transportation to the free clinic, or by working with the Snoqualmie Valley hospital to address the growing needs of our community.

- b. Drug awareness and child safety: as any parent our number one concern is always the safety of our children. Although drug use among teens has declined, the numbers of drug overdoses has increased due to lacing of substances with fentanyl. There are new easier access drugs such as xylazine as well as stronger drugs such as the "zombie pill". I would propose we work in coordination with the Empower Youth Network to extract and analyze data. Then come up with targeted solutions based on the information that has been

collected. I would collaborate with the Snoqualmie police department and encourage their participation in tackling these issues. I would also work with the Snoqualmie Valley Hospital to investigate how we can provide a detox program and resources for those who are addicted. I would hope we could obtain funding for the above through the center of disease controls drug free communities support program, as prevention is key. In line with this is keeping our children off the streets to ensure they are away from drugs. This will require looking into various outlets that the city can offer through our community center and being able to have access to the community center which is difficult to reach without adequate transportation.

- c. Diversity, equity and inclusion: Our city is growing and it is our time to help foster this growth. Considering the upcoming plans for more affordable housing in our city, the diversity in Snoqualmie will continue to rise. Not only does this include those of varying ethnicities but also the LGBTQ community, Seniors, and those with special needs. I would start by establishing a separate city council committee whose purpose would be to collect and analyze data, communicate directly with these distinct populations and to uncover their unique needs, and then devise ideas and policies to address those needs. I would find ways to create opportunities for the minority population whether it be through jobs, supporting their businesses, or increasing recruitment efforts so they are more involved in our city organizations. I would work with the hospital to ensure there is equitable healthcare and healthcare access to all. I would work with the schools and the school board to ensure they promote cultural awareness at a young age through assorted books and cultural fairs. I would discuss including neurodiverse conditions that isolate children such as autism, ADHD and dyslexia in our children's education. Finally, I would find ways to celebrate our cities newfound diversity. I would utilize other programs like "open to all" where our residents feel included at different community events. For example, at our annual city block party we could add stalls and performances highlighting the different cultures here in Snoqualmie. I would work with already established cultural nonprofit organizations in Snoqualmie to promote their art, music and literature.
- 4. I was born and raised in Washington and have served on the board of many nonprofit organizations over the years. This includes being the Vice president of the Indian Arts and Cultural Association, Vice president of the Indian Association at the University of Washington, Community Chair of the Music and Cultural Society of India and the Indian association of Nashville. In these various committees I helped children of South Asian descent foster their culture through various volunteer and art programs.

I was then elected to be on the Resident Advisory Committee during my Medical residency at the University of Buffalo for three years, at which time I brought forth and acted as a liaison between physicians and the Program Director, help organize and design the program and assisted in problem solving and resolution conflict within the program. I am currently a board of trustee and delegate for the King County Medical Society. I help assist in writing resolutions and lobbying for change that will enhance our healthcare system in Washington

state. I am also part of the scholarship committee where we raise funding for underrepresented medical students to help them with their medical school tuition.

I am also on the board for the Eagle Nest Neighborhood committee, which is the housing association for my neighborhood, and I work closely with members of the Snoqualmie Ridge Home owner's Association. In this role I help with conflict resolution, budget planning, event planning and overall maintenance of our community.

I have worked with the Snoqualmie Bharath Association where I volunteered to teach East Indian dance to children to perform at Diwali functions. I am currently working with the Cascade View PTSA and principal to try and bring more diversity and cultural awareness programs to the elementary school. Lastly, since I am also a Physician, I coordinated an activity drive in Snoqualmie during Covid. I collected various activity supplies to give to those suffering in "lock down". I delivered these to the North Bend Regency Nursing Home and Echo Glen Juvenile Detention Center. I also volunteered my time to vaccinate the community with the covid vaccine and was able to help various neighbors who were otherwise unable to obtain the vaccine to get vaccinated through my position on the King County Medical Society board.

All of the above is relevant to the position of city councilmember. I care about this community, I am involved and donate my time in various activities and projects in this community, I listen and learn about the community needs by being involved and visible. Being on various boards has taught me to listen, problem solve, time management, hard work, commitment, honesty, transparency and how to resolve conflict in a calm and patient manner. I understand the importance of budgeting and how to use limited resources wisely. I hope to bring my vast knowledge base to the City Council.

5. I hope to start with understanding the needs of our community. I would like to interact and encourage the public be more involved and to make their voices heard. Next, I would like to focus on increasing the standard of healthcare for the citizens of Snoqualmie by working closely with our current clinics and hospitals. I would like to look at how we can help the homeless and mentally ill by working with the hospital, the shelters, the free clinics and state resources to help the less fortunate in our city. I would like to help initiate a resolution and start a committee that focuses on Diversity, equity and inclusion, as diversity attracts talent and new innovated ideas which will help our community grow and flourish. Lastly, I hope to find an outlet for our children. Whether it is expansion of the community center or adding transportation for children to get to the existing community center and help keep them off the streets and away from illicit substances.
6. I am passionate, empathetic and honest and believe in bringing people together. I hope to use these strengths to make our community more cohesive.



Mandeep Kaur Walia

7202 Saint Andrews LN SE Snoqualmie, WA 98065

206-963-6245

mandeepkwalia@yahoo.com

EDUCATION

State University of New York at Buffalo 07/2009-06/2011

Internal Medicine Residency

State University of New York at Buffalo 06/2008-06/2009

Internal Medicine Internship

Kasturba Medical College- Manipal, India. 11/1999-03/2006

Bachelor of Medicine and Bachelor of Surgery

University of Washington-Seattle, WA 09/1993-12/1997

Bachelor of Arts in Psychology

PROFESSIONAL EXPERIENCE

Hospitalist: Valley Medical Center– Hospitalist 07/2015-present. Renton, WA.

Acute care medicine. 220 bed county hospital. Rounding, admissions, discharges, consults, Open ICU.

Physician Supervisory Clinical Lead for Team Health for the Western Washington and Oregon regions 9/2020-10/2022

Oversee, educate, train multiple Team Health Medical Directors, Nurse Practitioners, Physician Assistants in the skilled nursing facilities. Train them on CMS regulations and guidelines, job duties, assist in developing policies and procedures for each facility as well as ensuring quality metrics are met. Educating on new clinical guidelines and being a resource for clinical questions.

Medical Director Skilled nursing facilities: 2/2019-10/2022

The medical director at various skilled nursing facilities including Benson Heights psychiatric facility, Regency Coupeville, Talbot Nursing and Rehab and Avalon Federal way. Telehealth and inpatient visits for patient care as well as oversee all the administrative duties of the medical director for both skilled and long-term care patients. Work collaboratively with the Executive Director and Director of Nursing to ensure facility stays in compliance with the Department of Health.

Hospitalist: Snoqualmie Valley Hospital. 2/2019-9/2021 Snoqualmie, WA

25 bed critical access swing hospital. Admit, discharge, round, manage both acute inpatient as well as swing/ rehab patients.



Mandeep Kaur Walia

7202 Saint Andrews LN SE Snoqualmie, WA 98065

206-963-6245

mandeepkwalia@yahoo.com

Consultant Medical Director: Life care of Kirkland. Kirkland, Wa. 4/2020-6/2020

Consulting medical director during covid outbreak at ground zero. Working closely with the Department of Health to help facility get back into compliance with the state. The job entailed creating and implementing infection control policies, various covid protocols, education of staff on policies, and helping to go over state survey and citations and assist in plan of correction.

Hospitalist: Middle Tennessee Hospitalist Group- Skyline Medical Center 08/ 2012-07/2015 Nashville, TN. Hospitalist at a 215 bed, Level 2 trauma and tertiary care center. Responsible for floor and icu admissions, rounding, discharges, medical consults, rapid response and code blues.

Hospitalist: Cogent Hospitalist Group- Williamson Medical Center October 2013-7/2015. Nashville, TN. Hospitalist on an as needed basis, responsible for preop clearance for elective orthopedic surgeries, along with admissions, rounding, discharges, and medical consults

ICU Hospitalist: Exigence Hospitalist Group- Erie County Medical Center 10/ 2011– 08/2012 Buffalo, NY. 550 patient bed, tertiary care, level 1 trauma hospital. Responsibilities rounding, vent management, procedures and overall care and management of the critically ill.

LANGUAGES: English, Hindi, Punjabi

COMMITTEES/HONORS/HOBBIES

Resident Advisory committee 2008-2010.

King County Medical Society Board of Trustee 9/2020-Present, along with scholarship committee.

ENNC: Eagle Nest neighborhood committee Housing association 1/2020-present

Indian Association of Western Washington Camp Physician

I teach East Indian dance in and around Snoqualmie, and I also learn classical form of dance known as Kathak.

Indian Arts and Cultural Association, Music and Cultural Society of India, Indian association of Nashville, Indian association of University of Washington, held board positions in each association.

LICENSES/CERTIFICATIONS

Washington State Medical License

Current

Internal Medicine

Board Certified



CITY COUNCIL POSITION NO. 5
CANDIDATE PACKET
MARCH 28, 2023

LOUIS WASHINGTON

Louis Ray Washington Jr.

9115 Jacobia Ave SE Snoqualmie, WA 98065 | (425) 281-9634 | LWashington@snoqualmiewa.gov

March 10, 2023

Deana Dean
City Clerk
City of Snoqualmie
PO Box 987
Snoqualmie, Washington 98065

Dear Honorable Mayor Ross and Council Members:

I am writing this letter to apply for the open City Council position number five. For the past year I have served as a Commissioner on the Snoqualmie Economic Development Commission. While on the EDC, I became involved with the Affordable Housing Taskforce. I am chairing the community and public policy committee. Through my journey learning about Snoqualmie public policies, top priorities, and key objectives, I have developed relationships with leaders in the community collaborating on water rights and public land use.

Through my life experience I have learned the importance of a broad representation of opinions, a need to evaluate alternative options, and finding practical solutions.

I am prepared to devote my time and energy to serving on the Council and will endeavor to help Snoqualmie prosper.

Specifically, I want to focus my priorities on supporting local businesses, preserving the sense of community, and ensuring a sustainable environment for all Snoqualmie residents.

As a member of the Council, I will have a platform to collaborate with other Council Members on a myriad of issues including my passion for affordable housing and inclusionary policies.

If you have any questions, please contact me at (425) 281-9634.

Sincerely,



Louis Ray Washington Jr.

APPLICATION FOR APPOINTMENT SNOQUALMIE CITY COUNCIL

Applicant Information

(Please type or print)

Applicant Name Louis Ray Washington Jr

Residence Address 9115 Jacobia Ave SE Snoqualmie, WA 98065

Home Phone (425) 281-9634 Cell Phone (425) 281-9634

E-Mail lwashington@snoqualmiewa.gov Date of Birth 03-13-1978

Have you attended the Snoqualmie Citizens Academy? X Yes No

Cover Letter & Resume

Please attach a one-page cover letter and a resume of no more than two pages to this application.

Supplemental Questions

Please respond to the following questions regarding your interest in the position of Councilmember for the City of Snoqualmie on separate pages using no more than 3 pages total:

1. Why are you interested in serving as a Snoqualmie City Councilmember?
2. What strength would you bring to the Council?
3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?
4. Explain your current and past community involvement and/or service on city, nonprofit, or public boards, committees, task forces, or commissions and how this has contributed to the Snoqualmie community. Address its relevance to the position of Snoqualmie City Councilmember.
5. What do you wish to accomplish during this appointed term as a Snoqualmie City Councilmember?
6. What is your vision for our City and community?
7. Is there anything else that you may wish to add that would help us get to know you a little better?

Please return this form, a cover letter, resume, and answers to the supplemental questions

on or before 5:00 pm on March 14, 2023

Applications received after 5:00 pm will not be accepted.

Application and any correspondence should be addressed to:

**Deana Dean, City Clerk
PO Box 987 | Snoqualmie, WA 98065
or email: ddean@snoqualmiewa.gov**

1. Why are you interested in serving as a Snoqualmie City Councilmember?

I am interested in serving as a Snoqualmie City Councilmember to support local businesses, preserve the sense of community, and ensure a sustainable environment for all Snoqualmie residents. Specifically, as a member of the Council, I will have a platform to collaborate with other Council Members on a myriad of issues including my passion for affordable housing and inclusionary policies.

2. What strength would you bring to the Council?

If appointed to the open Council position, I will bring an ability to facilitate open communication with my fellow councilmembers and residents of Snoqualmie. I believe open communication enriches discussion, resulting in a variety of diverse opinions. Problem solving is another strength that I will bring to the Council. In problem solving throughout my professional and personal life, I have learned the importance of a broad representation of opinions, a need to evaluate alternative options, and finding practical solutions. Also, I enjoy listening to others and collaborating. While working with the EDC and Affordable Housing Taskforce, my ability to listen and collaborate with city and community leaders has provided me the background to understand issues like public land use, water rights, and fiscal responsibility.

3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?

The three top priorities that I will focus on are supporting local businesses, helping to develop smart affordable housing solutions in Snoqualmie, and considering mental health services as a part of public safety for our community's most vulnerable and high-risk population.

I believe connecting the 130,000 tourists who visit Snoqualmie Falls each year to our downtown core so that their dollars are spent impacting the local economy is essential to our growth, development, and economic prosperity.

I will continue my work developing smart affordable housing solutions for Snoqualmie. In working with the Affordable Housing Taskforce, I remain committed to examining all viable options for future housing. We are exploring ideas involving identification of surplus properties, creating potential land banks, and possible annexation. I am devoted to vetting all considerable options with the Council and collaboratively finding a smart practical solution for affordable housing.

As a part of enhancing our public safety, creating and developing mental health services for our community's most vulnerable and high-risk population is my third priority. With a professional background in mental health, I understand the importance of providing mental health services and support to those who most urgently need it. Exploring mental health options as a part of public safety will improve our community. Specifically, through grant programs and/or partnership with King County, our ability to consider clinical services and treatments for mental health will heighten Snoqualmie's sense of public safety.

4. Explain your current and past community involvement and/or service on city, nonprofit, or public boards, committees, task forces, or commissions and how this has contributed to the Snoqualmie community. Address its relevance to the position of Snoqualmie City Councilmember.

For the past year I have served on the EDC working on projects such as the digital marketing campaign through the mobile app, the improved lighting projects on the Ridge and Downtown during the holiday season, and the facilitation and execution of business visitations.

Additionally, I am involved with the Affordable Housing Taskforce. I am chairing the community and public policy committee. Through my work with the taskforce, I have developed relationships with leaders in the community collaborating on water rights and public land use. Specifically, I have worked with Michael Chambless learning about water rights, annexation, and zoning laws.

5. What do you wish to accomplish during this appointed term as a Snoqualmie City Councilmember?

As previously mentioned, I will continue working towards developing smart affordable housing solutions for Snoqualmie. I am devoted to vetting all considerable options with the Council and collaboratively finding a smart practical solution.

Also, I will work towards providing more transportation options for people who work in Snoqualmie but live outside of the immediate area. The ability to enhance bus routes and more flexible scheduling is a direct impact on our community's economic vitality and sustainability.

Over 80% of Snoqualmie's workforce comes from South King County and North Pierce County. Building housing and partnering to provide more transportation options will help keep those individuals in Snoqualmie, reinvesting in our community and supporting a sustainable economy.

6. What is your vision for our City and community?

We can determine how we will grow and what growth looks like as Snoqualmie residents. How we accommodate for a sense of community, ensure a sustainable environment, and create economic development will largely be the direction of the Council.

I believe when evaluating and making these decisions a certain culture must always prevail. The culture that I am identifying is a culture of listening and understanding. No matter what direction or challenges our community faces, we must all continue to endeavor first a culture of listening and understanding of each other. My vision is that I will work with our city and community to continue that culture of respect through individual engagement.

7. Is there anything else that you may wish to add that would help us get to know you a little better?

For over 18 years, I have worked in the Medical Device and Pharmaceutical industry. This experience has provided me with a background in several disease states. Specifically, my passion is mental health, having worked with some of the most renown psychiatrists and community mental health clinics in the Puget Sound Area. My clinical experience in various mental health disease states has given me a unique view of how clinical services and treatments can positively impact patients' mental health.

Louis Ray Washington

Snoqualmie, WA 98065

9115 Jacobia Ave SE

425-281-9634 | cavemanwa@yahoo.com | www.linkedin.com/in/louis-washington-79b6a520

PROFESSIONAL EXPERIENCE

Johnson and Johnson

\$436 Billion multi-national holding company that is engaged in the research and development, manufacture, and sale of a range of products in the healthcare field. The Company operates through three segments: Consumer Health, Pharmaceutical and Medical Devices.

Area Business Manager for Strategic Customers – Responsible for managing and developing \$3 million yielding area. Built key relationships with practicing Psychiatrists and increased their referral base network. Selling high quality long acting injectables.

- Exceed sales goals – FY2022 \$1.4 Million in Net New Sales
- Grew client base by 9% FY2022
- Exceed sales goals – FY 2021 \$1 Million in Net New Sales
- Grew Market-share by 11% - top third of 310 sales representatives
- Expanded client base by 5% FY2021

JP Morgan Chase

\$3.2 Trillion multi-national investment bank and financial services holding company.

Private Client Advisor – Experienced Financial Advisor who successfully manages specialty financial planning projects from inception to completion. Excels at interfacing with team members at all levels to meet and exceed organizational goals. Operates well in a highly competitive environment in which leadership skills are the key to success.

- Exceed sales goals for financial products – FY2020 \$2.4 Million in Net New Asset Sales
- Grew client base by 35% FY2020
- Exceed sales goals for financial products – FY 2019 \$2.6 Million in Net New Asset Sales
- Expanded client base by 50% FY2019
- Consults with clients to determine financial needs and goals and develop growth plans
- Promptly resolve customer service issues and answer financial questions
- Offer detailed, research-based advice on strategies to meet clients' needs
- Continuously network and build business-to-business client base
- Focus on Healthcare clientele

SMITHS MEDICAL

\$2.5 Billion multi-national manufacturer of specialty medical device products and software.

National Strategic Business Manager - Call points include; Critical Care, Med-Surgical, Neo-Natal, Oncology, ER, ICU, OR, Orthopedic, and Infusion Suites. Responsible for the largest Acute Care, Alternate Site and VA Hospital customer base within the US. Additionally, responsible for distribution channels and growth of Smiths Medical product portfolio. Managed and developed a \$50 million region, closed capital and disposable opportunities, IDN and Distributor contract negotiations and new strategic product offerings.

- Capital and Disposable revenue for FY2018 101% to target
- Grew Market-Share from 51% - 62% FY2017 vs Company-share of 35% and 4% growth rate
- Capital and Disposable revenue for FY2017 110% to target
- Grew Market-Share from 25% - 51% FY 2016 vs Company-share of 32% and 3% growth rate
- Growth of \$3.5 million in disposable revenue for FY2016
- Sold over \$18 million in Capital sales FY2016
- Finished FY 2016 112% to Revenue target in Capital and Disposables Sales
- Increased FY 2016 profitability by 20% vs Company average of 10%
- FY2016 Strategic Manager of the Year
- 104% to target FY2015 in top 15% of 25 sales representatives

SMITHS MEDICAL

\$2.5 Billion multi-national manufacturer of specialty medical device products and software.

Senior Regional Account Manager - Responsible for managing and developing \$10 million hardware and disposable territory. Developed multi-state/national territory and built key relationships with IDN stakeholders and the following; Oncology Centers, Med-surgical, Non-Acute Care, and other Post-Acute Care setting.

- 162% to overall target FY 2015
- Account Manager of the Year FY2015
- Sold \$2.8 million in capital sales FY 2015
- 308% to capital target FY 2015
- Finished FY 2014 101% to target in Capital and Disposables in top 10% of 45 sales representatives
- Promoted to Field Trainer of Western Region – Trained four Account Managers
- Closed \$650,000 worth of Capital Sales in FY 2013
- \$375,000 over FY 2013 target.
- Finished FY 2013 at 112% of target
- Finished full year at 102% of plan FY 2012, \$30,100 over target
- Ranked 2nd in FY 2011 on Western Region Alt Care Home Infusion team, \$310,000 over target.
- Closed \$850,000 worth of Capital Sales in FY 2011
- Finished the first full year at 108% of target FY 2011

EDUCATION AND LEADERSHIP TRAINING

Master of Science in Finance

Seattle University

Series 7 & Series 66

Smiths Group Global Horizons Leadership and Development Program

MBA: Finance and Economics

Seattle University

IKON University Sales Training

BA: Political Science and Economics

TESOL Certificate

Western Washington University



CITY COUNCIL POSITION NO. 5
CANDIDATE PACKET
MARCH 28, 2023

TANYA LAVOY

March 13, 2023

Dear Snoqualmie City Councilmembers,

I have lived in Snoqualmie since 2015. Like many others, we chose Snoqualmie because of its natural beauty, open spaces, and welcoming neighborhoods. My career has been focused on serving others and bringing people together. I currently work in the Washington State Senate as Legislative Assistant to a State Senator. I will use my experience navigating complicated policy at multiple levels of government to produce better outcomes for Snoqualmie.

During my 2021 council campaign, I had the opportunity to knock on doors and have conversations with a variety of Snoqualmie residents. Even before that, as a volunteer community organizer, I have had countless phone calls and face-to-face conversations with my neighbors. I recognize that a Councilmember is expected to make decisions based not just on public input, but also to use their own judgment based on the facts placed before them. While my campaign was unsuccessful, my commitment to service has not changed.

Through my time working at the Legislature and through my Master of Public Administration (MPA), I have cultivated a broad range of policy knowledge and leadership skills. This includes local governance, housing, public finance, and budgeting. Additionally, I have familiarity with a wide variety of other policy areas and the ability to quickly ramp up on new issues. I plan to welcome the knowledge and expertise of my colleagues and city staff and ask plenty of questions.

I look forward to discussing with you in more detail how I can contribute to the Council.

Sincerely,

Tanya Lavoy

425-298-3008

ElectTanyaLavoy@outlook.com

APPLICATION FOR APPOINTMENT SNOQUALMIE CITY COUNCIL

Applicant Information

(Please type or print)

Applicant Name Tanya Lavoy

Residence Address 34414 SE Cochrane St, Snoqualmie, WA 98065

Home Phone _____ Cell Phone 425-298-3008

E-Mail ElectTanyaLavoy@outlook.com Date of Birth 07/27/1987

Have you attended the Snoqualmie Citizens Academy? (virtually) Yes _____ No _____

Cover Letter & Resume

Please attach a one-page cover letter and a resume of no more than two pages to this application.

Supplemental Questions

Please respond to the following questions regarding your interest in the position of Councilmember for the City of Snoqualmie on separate pages using no more than 3 pages total:

1. Why are you interested in serving as a Snoqualmie City Councilmember?
2. What strength would you bring to the Council?
3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?
4. Explain your current and past community involvement and/or service on city, nonprofit, or public boards, committees, task forces, or commissions and how this has contributed to the Snoqualmie community. Address its relevance to the position of Snoqualmie City Councilmember.
5. What do you wish to accomplish during this appointed term as a Snoqualmie City Councilmember?
6. What is your vision for our City and community?
7. Is there anything else that you may wish to add that would help us get to know you a little better?

Please return this form, a cover letter, resume, and answers to the supplemental questions

on or before 5:00 pm on March 14, 2023

Applications received after 5:00 pm will not be accepted.

Application and any correspondence should be addressed to:

**Deana Dean, City Clerk
PO Box 987 | Snoqualmie, WA 98065
or email: ddean@snoqualmiewa.gov**

Please respond to the following questions regarding your interest in the position of Council member for the City of Snoqualmie on separate pages using no more than 3 pages total:

1. Why are you interested in serving as a Snoqualmie City Councilmember?

While my 2021 campaign for city council was unsuccessful, my dedication to service has not changed. In fact, with the birth of my son, my commitment to building a future in Snoqualmie has only strengthened. I want to have a direct role in ensuring that our city is a safe and welcoming place to live. I intend to use my experience navigating complicated policy to produce better outcomes for Snoqualmie.

2. What strength would you bring to the Council?

I represent a younger generation of Snoqualmie residents that are raising young families here. That means I am looking at the long-term impacts of any policy decisions. I am inquisitive, a collaborative problem solver, and a strategic thinker. I also have strong existing relationships with elected officials at the local, state, and federal level along with staff at local non-profits.

3. What are the three highest priorities and/or issues you believe the City needs to address? How would you propose to address these issues?

Housing affordability remains a critical priority. The Comprehensive Plan update period is an opportunity to review how well Snoqualmie is meeting its state goals around housing and climate. The city can also look at working with regional partners to address housing affordability. Potential partners include local cities, the County, and regional organizations such as ARCH. One avenue is entering into an interlocal agreement to collaborate on housing. Snoqualmie could also pursue grants through the Washington Department of Commerce for additional planning funds, individually or in concert with a neighboring city such as North Bend.

Public safety is an ongoing priority for Snoqualmie to retain its reputation as one of the safest cities in Washington. Given some recent newsworthy incidents, it may also be helpful to ensure that there is ongoing education and community building with regular open houses, not just in response to an incident or upcoming levy, to ensure that residents and local businesses are well informed.

Access to affordable childcare is a key issue in our region and from personal experience I can say that Snoqualmie is no exception. The city should look at existing barriers to such as permitting process, zoning restrictions, and ways to work with regional partners to incentivize additional services and workforce expansion.

4. Explain your current and past community involvement and/or service on city, nonprofit, or public boards, committees, task forces, or commissions and how this has contributed to the Snoqualmie community. Address its relevance to the position of Snoqualmie City Councilmember.

I have served as a Precinct Committee Officer since 2017. This has allowed me to have conversations with my neighbors both face-to-face and over the phone to learn more about their priorities and to boost voter turnout. This included check-in calls to Snoqualmie residents during the start of the pandemic on behalf of our 5th LD State Reps to make them aware of available resources. I have also served on the executive board of a local political organization

since 2019. I am well versed in both running and attending meetings run under Robert's Rules of Order.

4. What do you wish to accomplish during this appointed term as a Snoqualmie City Councilmember?

The initial term would be brief, so I would focus primarily on learning as well as building and strengthening relationships with other councilmembers and community stakeholders. I recognize that some of the priorities I have listed above are long-term projects, but we can continue to make incremental progression on larger goals. The shorter-term priorities that I would like to see happen in the next year include increasing the accessibility of Council activities.

6. What is your vision for our City and community?

I am committed to helping Snoqualmie remain one of the best places in our state to live and raise a family. That includes making sure that we have a range of home types available, including workforce housing, so that people from a variety of backgrounds can afford to live here and seniors can continue to reside in a place they've called home for decades. It also includes ensuring safe pedestrian and bicycle routes to school and work. Given our proximity to a river, I would love for youth to be able to learn to swim in the safety of a local facility without parents having to drive far for lessons.

7. Is there anything else that you may wish to add that would help us get to know you a little better?

I have lived in Snoqualmie with my husband Tom since 2015 along with our son (Henry), dog (Codex) and two cats (Ivy and Mac). In my free time, I enjoy puzzle solving and playing tabletop games with friends.

EDUCATION

Michigan State University (MSU), James Madison College of Public Affairs, Honors College, East Lansing, MI

- BA - International Relations; Comparative Cultures and Politics

The Evergreen State College, Olympia, WA

- Master of Public Administration (MPA); MES Certification in GIS

EXPERIENCE

Washington State Senate, Olympia, WA – 12/2018 – present

LEGISLATIVE ASSISTANT

- Draft constituent correspondence, briefs, and legislator talking points to ensure strategic communication.
- Manage a complex legislator schedule and organize meetings with policy stakeholders to implement policy agenda.
- Research and track proposed and current legislation to achieve member priorities.
- Supervise and train session aid and intern for 4 legislative sessions.

Friends of Patty Kuderer, Redmond, WA – 05/2018 – 11/2018

FIELD DIRECTOR

- Executed successful voter contact strategy resulting in 30pt victory.
- Tracked precinct data to optimize canvassing for voter engagement.
- Recruited, trained, and supervised campaign volunteers and interns.

Macy's, Redmond, WA – 04/2010 – 05/2014

SALES ASSOCIATE

- Developed and maintained detailed specialty product knowledge.
- Cultivated relationships with new and returning customers.
- Mentored new and seasonal employees on proper procedures.

Haydon Legal Search, Skokie, IL

(Academic breaks 2003 – 2007) and 12/2009 – 01/2010

RECRUITMENT ASSISTANT

- Conducted internet searches for attorneys to add to talent database.
- Conducted database searches for qualified candidates for openings.
- Filing and other office work as needed.

Teach For America, East Lansing, MI – 08/2008 – 05/2009

CAMPUS CAMPAIGN COORDINATOR

- Promoted Teach For America (TFA) at career fairs and in presentations to classes and student organizations.
- Coordinated logistics of room and food reservations for TFA events.
- Generated weekly leads on exceptional potential applicants.

Small Arms Survey, Geneva, Switzerland – 05/2008 – 07/2008

RESEARCH INTERN

- Analyzed and collated data from member state reports for a UN report on implementation of the UN Programme of Action.
- Fact-checked annual report on the global burden of armed violence.
- Helped design online layout of a bilingual photo essay on urban arms.

James Madison College, MSU, East Lansing, MI – 9/2005 – 5/2007

PROFESSORIAL ASSISTANT

- Conducted book and online journal research on women and conflict in Sri Lanka, and the economic, social, and political status of women in Central and Eastern Europe.
- Collected and tabulated data from gender indices (GDI and GEM) related to women and the former Soviet states.

The Rotary Foundation, Evanston, IL – 06/2005 – 08/2005

EDUCATIONAL PROGRAMS DIVISION INTERN

- Compiled a comprehensive directory of contact information for various American universities' fellowships offices.
- Reviewed a new application form for the Rotary Peace Fellowship.

COMMUNITY

Fifth District Democrats

FIRST VICE CHAIR, MEMBERSHIP – 08/2019 – 01/2023

- Ran monthly meetings as required in the place of the Chair using Robert's Rules of Order.
- Executed recruitment and retention of members.
- Managed membership data and credentialing for 100+ members.

PRECINCT COMMITTEE OFFICER – 05/2017 – present

- Conduct community outreach in my neighborhood to expand voter engagement.

Microsoft Intern Game Annual Event 2013-2017, 2019

ON-SITE PUZZLE EVENT STAFF VOLUNTEER

Assisted in running interactive puzzles for teams of college interns.

Open Studio Project – 07/2009 – 12/2009

DEVELOPMENT VOLUNTEER

- Conducted grant research using Foundation Directory Online for this non-profit arts and social service organization.
- Assisted with various events including set-up of annual fundraiser and staffing the Artist Holiday Faire.

SKILLS

Geographic Information Systems (GIS) mapping software (ArcGIS, Arc GIS Pro); Microsoft Excel, Microsoft PowerPoint, Microsoft Office; Microsoft Power Automate; Microsoft PowerBI; Qualtrics, R, RStudio