

Stone Mountain City Council
c/o Richard Edwards, Planner

RE: Letter of Interest for re-appointment to Stone Mountain Planning Commission

Dear City Council,

I hope you are all enjoying a Happy New Year. Please accept this letter of interest for the opportunity to serve on the Planning Commission for the City of Stone Mountain. I believe my background and expertise make me a qualified candidate to serve on this commission.

Having been a resident of Stone Mountain since 2012 and a property owner since 2018, I have been keenly aware of the planning and projects that have taken place in the City of Stone Mountain during the past decade and beyond. I have attached my resume for review, but my background and current role have been focused on both residential and commercial construction projects in various jurisdictions across the country. This has provided me with a great deal of experience with both zoning and construction codes. I previously spent two years working with the Georgia Department of Community Affairs as a codes consultant where I gained valuable insight into the construction codes of jurisdictions across the whole state of Georgia. While there, I also led the task force for the adoption of the latest National Electric Code and the International Residential code, which included the review of all proposed amendments. These codes are current and applicable in the State of Georgia. In my current role at BMarko Structures, I work with architects and engineers daily to plan and design modular construction projects across the United States. Every jurisdiction is unique, and each requires thoughtful research and understanding to ensure that code requirements are met. Most recently, I completed a project with the City of Atlanta for their rapid homelessness initiative at Forsyth Street in downtown Atlanta. The fast pace of the project required cooperation from both public and private stakeholders at every level.

I would appreciate the opportunity to serve the City of Stone Mountain and its residents. I'm finally at a place in my career where I have the time to take on this position and dedicate myself to the service of our city.

Please let me know if you have any questions and I'll look forward to speaking with you very soon.

I appreciate your time and consideration.

Sincerely,

Matt McConnell

Matt McConnell

Matthew William McConnell

◆ Stone Mountain, GA 30083 ◆ (Cell)

@gmail.com

PROFESSIONAL OBJECTIVE

I am a passionate and dedicated professional seeking a goal-oriented sales position that will compliment my knowledge and passion for the modular construction arena.

Offering a strong background with experience in the following areas:

- | | | |
|-----------------------------|--------------------------------|-------------------------------|
| ● Project Management | ● Construction Codes | ● Public Speaking |
| ● Client Development | ● Modular Construction | ● Personnel Management |
| ● Prospect Research | ● Relationship Building | ● Outside Sales |

EDUCATION

GEORGIA STATE UNIVERSITY, Atlanta, Georgia

Master of Public Administration, (August 2011)

THE UNIVERSITY OF GEORGIA, Athens, Georgia

Bachelor of Business Administration, (May 2004)

- *Major: Banking & Finance*

PROFESSIONAL & VOLUNTEER EXPERIENCE

BMARKO STRUCTURES, Dacula, Georgia

Vice-President of Sales, (10/18 to Present)

- Grew monthly sales revenue from \$145k per month in 2018 to currently budgeted \$667k per month.
- Built a sales team that would execute every stage of the sales cycle from lead generation, estimation and quotation to contract closing.
- Closed largest sales contracts in company history, \$1.3M and 2.2M respectively.
- Represented company at modular building trade shows which led to the development of significant client relationships.
- Led effort to become first container modification company approved in Georgia's Industrialized Buildings Program.
- Developed custom product offerings based on client needs and market opportunities.

GEORGIA DEPARTMENT OF COMMUNITY AFFAIRS, Atlanta, Georgia

Codes Consultant, (9/16 to 9/18)

- Provided technical assistance to local governments and stakeholders in the construction industry regarding The Uniform Codes Act.
- Coordinated task force review and adoption of the 2017 National Electrical Code and the 2018 International Residential Code.
- Responsible for managing a federal energy code adoption grant administered through the Georgia Environmental Finance Authority.
- Engaged in numerous public speaking engagements for presentations and trainings around the state of Georgia.

COLWELL GROUP, LLC, Marietta, Georgia

Project Manager, (10/14 to 8/16)

- Onsite project manager for large-scale renovation of a duplex at 327 6th Street, Atlanta, GA.
- Project managed the renovation at 3450 Keswick Court, Chamblee, GA and 9450 Hayes Drive, Gainesville, GA.
- Responsible for defining project's scope, budget, timeline, permitting, coordination of trades, ordering and delivery of materials.
- Generated bids for residential remodeling projects and construction of new homes.

POWER 10 FUNDRAISING, Atlanta, Georgia

Director of Development, (8/13 to 9/14)

- Planned and executed capital campaign strategies for local and international nonprofit clients.
- Developed and drafted a case for support for the feasibility portion of the campaign.
- Prospected and identified foundational targets for the client's campaigns.
- Responsible for leading every phase of the capital campaign including making direct asks for investment.

UNITED WAY OF GREATER ATLANTA, Atlanta, Georgia

Loaned Executive, (8/12 to 1/13)

- Recruited to develop and implement a short-term workplace campaign for a portfolio of 40+ public and private organizations.
- Campaign initiatives and corresponding responsibilities included corporate community outreach, public relations, securing fundraising from past contributors, and developing fundraising initiatives to attract new contributions.

- Exceeded fundraising goals, raising more than \$272K for United Way's annual campaign.

VERDE TAQUERIA, Atlanta, Georgia

Lead Server/Manager, (8/09 to 7/13)

- After returning from extensive travel through Central America, took server position to pay for graduate school.
- Continually progressed in both responsibility and position at the restaurant, soon becoming a manager.
- Dedicated to providing excellent customer service to patrons and team leadership to colleagues.
- Performed opening and closing duties of a manager.

HONDURAS OUTREACH INCORPORATED, Atlanta, Georgia

Volunteer Intern, (4/11 to 10/11)

- Recruited to develop the organization's client database for new sources of funding.
- Implemented new processes and streamlined existing processes for securing grants.
- Developed messaging for grants that appealed to diverse potential contributors and accurately communicated the organization's mission and vision.
- Researched and compiled an extensive, detailed list of potential foundational funding sources and developed a plan to reach out to and secure new sources of funding.
- Wrote numerous grant applications for the organization.
- Public relations and event coordination responsibilities to include coordinating HOI's first Fall Festival.

EASTLAKE FOUNDATION, Atlanta, Georgia

Development Intern, (8/10 to 12/10)

- Targeted foundations with similar core values for potential new sources of funding, while managing current donor database.
- Attained valuable experience writing and editing grant applications.
- Assisted in the planning of the annual silent auction preceding the PGA Tour Championship.

STRUCTURAL PRODUCTS CORPORATION, Norcross, Georgia

Project Manager and Outside Salesman, (8/04 to 10/08)

- Project managed engineered floor system design and installation for residential and commercial structures.
- Duties included drafting, engineering structural designs, managing personnel duties, and inspection of completed structure.
- Acted as primary contact and subject matter expert for clients.
- Held a fixed role as an outside salesman, securing new business and supporting the growth of the company.
- Set company record for top sales in any year of business, \$2.4M.