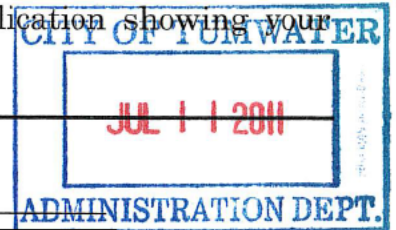


# APPLICATION

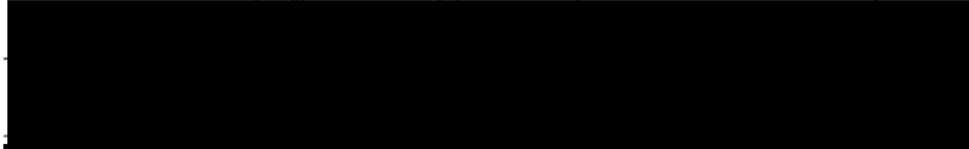
A

The City of Tumwater's advisory boards, commissions and committees are listed below with a short paragraph describing the make-up of the group. Please complete the application below and show your group preference, listing your first choice as #1, second choice as #2, etc. Please attach a letter of interest and a resume with this application showing your current qualifications and interests. Thank you!



Name: Bill S. Kallappa II

Address:



Telephone:

\_\_\_\_ (Home)

\_\_\_\_ (Cell)

\_\_\_\_ (Work)

Date:

6-27-11

Email:



## BOARD, COMMITTEE OR COMMISSION

PREFERENCE  
NUMBER:

### Barnes Lake Management District Steering Committee

Nine members; Mayoral appointment; two-year terms; active

\_\_\_\_\_

### Board of Park Commissioners:

Seven members; Mayoral appointment with Council confirmation; three-year terms; active

1

### Building Board of Appeals / Building Code Advisory Committee:

Seven members; Mayoral appointment; two-year terms

\_\_\_\_\_

### Civil Service Commission:

Three members; Mayoral appointment; six-year terms; active

\_\_\_\_\_

## Bill S. Kallappa II

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### Education

**B.A. Interdisciplinary Studies**  
The Evergreen State College

March 2004

Focus in the area of education with credits earned in the fields of Early Childhood Education, Psychology, Sociology, Juvenile Justice, Human Biology, and Chemistry. Interned for the Gateways Program at two Washington state juvenile detention facilities where college students took classes with inmates earning either high school or college academic credits.

### Employment

**Youth Education Counselor**  
Nisqually Tribe

June 2010 to Present

Assist with the development and implementation of after school programs for Nisqually community youth. Assist with the design and implementation of the G.E.D. program at the Youth Center so the Nisqually community has access to G.E.D. instruction, testing and completion. Design and develop the "Inter-tribal Basketball League" for all south sound tribes including Nisqually for both Jr. High and High school age youth.

**Skill Builder Coordinator/Youth Program Manager** April 2006 to March 2010  
Squaxin Island Tribe

Manage and design all youth programs pertaining to tribal youth K-12 including, but not limited to after school programs, summer day camps, and basketball tournaments. Manage tribal grants and budgets pertaining to youth programming including OJJDP tribal youth program grant. Execute tribal prevention model adding "protective factors" to tribal youth prevention programming. Supervise a staff of up to 20 during our summer recreation program where 120 youth were enrolled.

**Youth Programs Manager**  
Skokomish Tribe

February 2005 to March 2006

Worked with tribal youth K-12 in after school and summer programming inclusive of cultural, educational, and recreational activities based components in order to provide youth with a safe and positive environment in which to grow. Specifically provided activities in order to reduce, control, and prevent tribal youth delinquency and prevent crimes both by and against tribal youth.

**Educational Assistant/Athletic Coach**  
Tumwater School District

September 1994 to June 2004

Worked in Special Ed. Dept. with K-12 grade students with physical, behavioral, and learning disabilities in classroom, small group, and one-on-one settings. Participated in Individual Education Plan (IEP) and other staff meetings concerning students' progress as well as holding Parent/Teacher conferences. Delivered small group and individual curriculum to students. Served as athletic coach at both the middle and high School levels for football (9 years), boys and girls basketball (10 years), and co-ed track and field (10 years).

**Tribal Affiliation** Enrolled Makah tribal member

# APPLICATION

The City of Tumwater's advisory boards, commissions and committees are listed below with a short paragraph describing the make-up of the group. Please complete the application below and show your group preference, listing your first choice as #1, second choice as #2, etc. Please attach a letter of interest and a resume with this application showing your current qualifications and interests.

Name:

Satpal Sahal

Address:

[REDACTED]

Telephone:

(Home)

[REDACTED]

(Cell)

(Work)

[REDACTED]

Date:

5/4/17

Email:

[REDACTED]

## BOARD, COMMITTEE OR COMMISSION

PREFERENCE  
NUMBER:

Tax Advisory Committee

### Barnes Lake Management District Steering Committee

Eleven members; Mayoral appointment; two-year terms; active

\_\_\_\_\_

### Board of Parks and Recreation Commissioners:

Seven members; Mayoral appointment with Council confirmation; three-year terms; active

\_\_\_\_\_

### Civil Service Commission:

Three members; Mayoral appointment; six-year terms; active

\_\_\_\_\_

Satpal Sohal  
La Quinta Inn & Suites  
4600 Capitol Blvd. SE  
Tumwater, WA 98501  
5/4/17

Hanna M. Miles  
555 Israel Road SW  
Tumwater, WA 98501

Dear Hanna M Miles

I Satpal Sohal would love the opportunity to serve as a member of the Tumwater tax advisory committee I want to be on the tax advisory committee because of my experience as a Hotelier I will bring a wealth of knowledge and experience to the tax advisory board I have served on three tax advisory committees and I currently own three hotels and we are building a fourth La Quinta and me and my wife also are the winners of franchisee of the year 2016 for La Quinta out of 850 Hotels.

My goal will be to help guide the tax advisory board to make decisions that help increase tourism and put more heads in beds in the city of Tumwater.

Sincerely,

A handwritten signature in black ink, appearing to read 'Satpal Sohal', with a long horizontal flourish extending to the right.

Satpal Sohal

# ***Satpal S Sohal***

## **Professional Profile**

- Entrepreneur who grew four businesses in near start up states to millions in annual sales through effective business planning management, financial planning, creative sales techniques, and innovative marketing.
- Expert knowledge and skills in operations management, real estate development, and financial planning with concentration.
- Skilled strategist who transforms strategic plans into workable solutions.
- Possesses strong analytical, leadership and follow-through skills.
- Detail oriented with the ability to develop, integrate, analyze, document and present business and financial plans in support of business objectives.
- Self-motivated, excellent team player, quick learner, organized, and strong interpersonal skills.
- Recognized by clients and colleagues as a consummate professional with a high degree of personal integrity.
- Known for a contagious passion for excellence, a talent for resourceful business solutions, and a capacity for motivational leadership.
- Possesses outstanding communication and presentation abilities.
- Effectively market tangible/intangible products and services.
- Skilled in persuasive presentation and profitable negotiation.
- Offers excellent customer relations skills.

## **Education**

### **Sheffield University, School of business Administration, UK**

- Bachelor of Arts In Business and Finance      January 1994

### **ITT Technical Institute, Seattle, WA**

- Electronic Engineering Technology      December 1998

### **Licenses & Certificates**

- Certified Hospitality Administrator      September 2004

## **Professional Experience**

### **Organizations/Planning and Humans Resources**

- Recruited investors and assembled limited liability companies for various investment opportunities.
- Negotiated financing with multiple lending institutions.
- Executed \$700,000 renovation project for 70-unit hotel.
- Utilized historical and forecast data to perform trend analysis.
- Executed budget plan and company performance goals.

- Developed personnel, motivated staff to exceed goals, and improve sales.
- Selected and hired self-motivated administrative staff and trained them to be hard-working, customer-focused, and experts in their fields enabling them to work with minimal day-to-day supervision
- Experienced in foreclose or financially stressed properties.
- Currently on the Lodging Tax Advisory Committee for Auburn WA, and Liberty Lake WA.

## **Marketing and Sales**

- Worked with marketing company to create logo and promotional material.
- Increased hotel sales by 40% by working with corporate customers and meeting customer demands.
- Consistently maintained a high-standard performance record via exceptional service, follow-through, and special attention to detail which resulted in higher sales.
- Researched and analyzed the property/hospitality market and re-focused business in response to market changes, making sure business always offered high quality and service at competitive rates.
- Established name recognition in hospitality industry and generated sales through a combination of sales and marketing techniques including implementation of sales packages, cold calls, corporate account development, Internet booking/sales, and judicious placement of advertising.

## **Properties**

### **Owner**

**Tillicum Inn, Umatilla, OR**

April 2001-Sold 2015

70 unit's motel

### **Owner**

**Econo Lodge, Chehalis, WA**

December 2004-Sold 2016

70 unit's motel

### **Owner**

**Quality Inn & Suites, Liberty Lake, WA**

February 2008- Present

70 unit's Hotel

### **Owner**

**La Quinta Inn & Suites, Auburn WA**

November 2011- Present

70 Units Hotel

### **Owner**

**La Quinta Inn & Suites, Tumwater WA**

November 2015- Present

80 Units Hotel

### **Owner**

**Rental house 1, Auburn WA**

October 2015- Present

**Owner**

**Rental house 2, Auburn WA**

**October 2015- Present**

**Owner**

**Rental house 3, Puyallup WA**

**October 2015- Present**

**Owner**

**Rental house 4, Puyallup WA**

**October 2015- Present**

**Owner**

**Rental house 5, Kent WA**

**October 2015- Present**

**Owner**

**Rental house 6, Renton WA**

**October 2015- Present**

**Tacoma Rescue Mission**

Tacoma, WA

2014-present

Volunteered in the Rescue Mission's kitchen, prepping and preparing lunch for the guests and maintained cleanliness and sanitation of equipment. Worked closely with regular volunteers and kept a good spirit and attitude at all times.

**Nativity House**

Tacoma, WA

2013-present

Distributed necessities such as toiletries, socks, gloves, hats to the homeless. Spent time with the people that go to the Nativity House through deep conversations or with a simple game of cards. Learned the skill of listening and showing interest in people from all types of lives. Understood the importance in serving and meeting people where they are.

**Tacoma New Life Church**

Tacoma, WA

2007-2013

Participated in various programs for children such as assisting in the daycare, holiday festivals, supervising the playground area, and being staff of Vacation Bible School during the summer. Volunteered with church members on a weekly basis feeding the homeless on the streets, retirement homes, and local schools.

**Philippines**

Philippines

2012-2013

Went from village to village with a team of doctors, dentists, and other volunteers to provide medical, dental, and other treatments. We provided educational material and supplies to help improve the quality of life.

**Charity Water**

Africa

2007

Started and lead a fundraiser and awareness to help support an organization called Charity Water. We were able to raise thousands of dollars to build a water well in a remote village in Africa where thousands of people die every year due to contaminated water.