

January 21, 2014

Leesburg Town Council
25 West Market Street
Leesburg, VA 20176

Dear Members of Council,

I am writing to express my interest in serving the Town on an advisory board or commission. Having moved here with my wife and two children from Portland, Oregon in 2012, I am "all-in" on this town. We own a business here (Finch Sewing Studio on SW Loudoun St.), and I moved my place of work here (ABM Building and Energy Services now located on SW Liberty Street). We are members of a local church (Leesburg Presbyterian on Market St.) and we live in town (on Foxridge Drive in SW Leesburg).

I have come to love Leesburg and with so much of my life focused here, I have a deep desire to help make Leesburg an even better place to live, work, play, and raise children.

My background and professional experience is in the business of development, design, and construction. I am a LEED Accredited Professional, and have studied urban planning, sustainable design, and finance in addition to my degree in business management. With the skills I've gained from my education and work, I believe I could best serve on one of the following boards or commissions:

- Board of Architectural Review
- Economic Development Commission
- Environmental Advisory Commission
- Planning Commission

I have attached a resume to this letter to summarize my work experience.

Please keep me in consideration should you require my services on any of the above boards or commissions or in another capacity. I am eager to serve.

Sincerely,



Spencer Morgenthau, CPSM, LEED AP
318 FoxRidge Drive SW
Leesburg, VA 20175

571-383-7347

sdmorgenthau@yahoo.com

cc: Leah Ann Green – Clerk of Council
Richard Koochagian – Chair of Board of Architectural Review
Jim Sisley – Chair of the Economic Development Commission
Neely Law – Chair of the Environmental Advisory Commission
Doris Kidder – Chair of the Planning Commission

Objective

To utilize my experience and passion for design, construction, and thoughtful development in the service of my community

Experience

ABM Building & Energy Solutions – Project Development Director **5/2012-Present**

ABM (NYSE: ABM) is the largest integrated facility services provider in the nation. ABM's Energy group focuses on providing Energy Saving Performance Contracting (ESPC) and Public Private Partnership (P3/ PPEA) solutions to municipal and institutional facility owners.

Responsibilities:

- Identifies, develops, and negotiates Energy Saving Performance Contracts and P3s/ PPEAs
- Conducts feasibility studies, manages audits and surveys, oversees concept design and development
- Performs lifecycle cost assessments, generates financial models and cashflows, secures financing
- Manages interface and communications between owner, the public, and all private partners

McKinstry (McKinstry Essention) – Account Executive **8/2010-5/2012**

McKinstry is a full-service design, build, operate and maintain (DBOM) firm and Energy Services Company (ESCO) with over 1,600 employees and approximately \$400 million in annual revenue. McKinstry Essention is focused on delivery of Energy Saving Performance Contracts, Smart Building Solutions, renewable and related energy projects.

Responsibilities and Accomplishments:

- Directed development process on six ESPC
- Clients Included Oregon Health and Science University, Multnomah County, Corbett Public Schools, Rainier Public Schools, the Portland Trailblazers, and others.

CTI Consultants, Inc. – Vice President **10/2001 – 8/2010**

CTI Consultants' 250 employees provide engineering and construction services to owners, architects, developers, and contractors from nine Mid-Atlantic offices.

Prior Positions Held with CTI

- Regional Director of Sales and Marketing – Southeast Region
- Branch Manager – Virginia Beach Branch Office
- Area Sales Manager – Hampton Roads, VA

Education and Certifications

- BA Business Management - Virginia Wesleyan College, Virginia Beach/Norfolk, VA
- Urban Planning and Sustainable Development - Oxford University, Oxford, England
- LEED® Accredited Professional – Building Design & Construction – GBCI
- Certified Professional Services Marketer – SMPS

Awards

McGraw Hill/ Building Design + Construction Magazine Top 40 Under 40 Award - 2010

Connect

Linked In: <http://www.linkedin.com/in/spencermorgenthau>

Twitter: <http://twitter.com/SMorgenthau>

Spencer D. Morgenthau, CPSM, LEED AP

318 Fox Ridge Drive SW, Leesburg, VA 20175 | sdmorgenthau@yahoo.com

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Responsibilities and Accomplishments:

- Identifies, qualifies, negotiates, and secures Energy Saving Performance Contracts and P3s
- Leads team through audit and development phases, identifies/secure financing on behalf of clients
- Serves as client's primary point of contact through project completion
- Selected by [VA Public School] for \$6M energy project
- Selected by [Private Hospitality/Senior Living Client] for \$1.8M energy project
- Selected by [VA Municipality] for \$1.9M energy project
- Developed \$5.5M PPEA for [VA Public School] (proposal accepted, award pending successful financing)
- Currently driving a \$16M sales funnel (the largest sales funnel in ABM's energy group by a factor of 2)

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Responsibilities and Accomplishments:

- Directed development process on six ESPC projects totaling over \$11MM
- Clients Included Oregon Health and Science University, Multnomah County, Corbett Public Schools, Rainier Public Schools, the Portland Trailblazers, and others.

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Connect

Linked In: <http://www.linkedin.com/in/spencermorgenthau>

Twitter: <http://twitter.com/SMorgenthau>

PRESENTED May 13, 2014

RESOLUTION NO. 2014-

ADOPTED _____

A RESOLUTION: MAKING AN APPOINTMENT TO THE ENVIRONMENTAL
ADVISORY COMMISSION

WHEREAS, participation by public-spirited citizens on town boards, commissions and committees is vital to the success of town government and the democratic process; and

WHEREAS, boards, commissions and committees serve an indispensable role in providing recommendations concerning town policy and programs; and

WHEREAS, Council desires to appoint effective individuals to serve at its will and pleasure on these advisory boards; and

WHEREAS, a vacancy exists on the Environmental Advisory Commission.

THEREFORE, RESOLVED that the Council of the Town of Leesburg in Virginia hereby appoints Spencer Morgenthau to a term ending December 31, 2014.

PASSED this 13th day of May, 2014.

Kristen C. Umstattd, Mayor
Town of Leesburg

ATTEST:

Clerk of Council