



Date of Council Meeting: January 22, 2013

**TOWN OF LEESBURG  
TOWN COUNCIL MEETING**

**Subject:** Town Council appointment to the Environmental Advisory Commission

**Staff Contact:** Lee Ann Green, Clerk of Council

**Recommendation:** That Council consider Council Member Dunn's nomination of Michael Childers for an appointment to the Environmental Advisory Commission.

**Background:** The terms of office for Commissioners correspond to the term of the council member who nominated them.

**Fiscal Analysis:** Section 2-197 of the Town Code provides for annual compensation of \$600 for each Commission member. This amount is included in the FY 2013 approved budget.

**Attachments:** (1) Resume  
(2) Appointment Resolution

# MICHAEL CHILDERS

(804) 869-8160

Mike@Nelson-Childers.com

---

## Summary

Accomplished operations manager, business development and marketing professional with over 20 years experience working in, consulting for, and selling goods and services to utilities and large infrastructure companies. Has held senior positions at major firms with responsibility for operations, strategic planning, marketing and business development.

---

## Experience

**Nelson-Childers, Inc.**  
President

2002 - Present

Consulting principal provides project management, operational leadership, strategy, business development and marketing support for energy, infrastructure, and other firms. Provides valuation and due diligence support as needed for acquisition-driven growth.

- Valuation and due diligence assessments of various enterprises, including geothermal contractor, water bottling and private label firm, emergency back-up power supplier, oil and gas industry equipment manufacturer, concrete plants, wood pellet manufacturer, internet backhaul system, and 'green' asphalt resurface material.
- Led assessment and implementation plan for large Midwest Private Equity Group to transform portfolio business for divestiture, and also developed strategy and negotiated acquisition that yielded over half a million dollars of positive cash flow.
- Assessed market receptivity for new product from large convenience food manufacturer.
- Created financial tracking model and organized all back office activities for \$200 million family owned concrete production and land development firm.
- Identified business plan for large scale growth of utility sector business offering for established industrial services firm with strong Oil and Gas industry presence

**Northwestern Corporation**  
South Dakota - Vice President – Energy Operations/ Marketing

1999 - 2002

Project management leader for improvement initiatives of struggling subsidiary operations of this Midwestern electric utility. Accomplishments included: quarterly profit improvement of 300% at struggling \$25 million HVAC services unit using cost analysis, tracking metrics and clear sales goals; and guiding the separate energy contracting operation to a focused and streamlined structure for divestiture.

Left role to start own consulting firm.

**Philip Holzman**  
Germany (U.S. Operations via **J.A. Jones, Inc.** North Carolina)  
Senior Vice President, Marketing, Planning and Communications

1997 - 1999

Responsible for marketing and business development at this global construction and management services firm. Served as U.S. representative for joint German/US opportunities and strategy planning. Efforts contributed to a record year for new business booked, backlog and profits.

Recruited to Northwestern Corporation by Executive Search Firm.

*Continued ...*

## **MICHAEL CHILDERS**

(804) 869-8160

### **General Electric Company**

1993 - 1997

Kentucky – President/COO, GE Service Management  
Manager, Marketing and Business Development – Power Delivery Group

Positioned \$300 million service business for 25% revenue growth by extending service offerings while drastically improving service quality. Restructured operations and energized culture. Team managed thousands of service contracts and negotiated national distribution channel arrangements.

For Power Delivery unit, led joint venture strategy and contract negotiations for joint venture with billion dollar Mexican manufacturing conglomerate. Responsible for sales of \$700 million of transmission and distribution equipment.

Recruited to Phillip Holzman's JA Jones unit by Executive Search Firm.

### **Booz-Allen & Hamilton, Inc.**

1992 - 1993

New York - Management Consultant

Project management involving strategy development and competitor assessment for utility clients, including transmission access and rate issues, nuclear power regulation and the competitive positioning of power industry vendors. Developed analysis and tracking tools and predictive models.

Recruited to General Electric by retained search firm.

### **Northeast Utilities**

1984 - 1990

Connecticut- Nuclear Regulatory, T&D Engineering, and Corporate Media Spokesman,  
also, served as Chairman, Station Blackout Group – a nuclear industry initiative

Led industry group comprised of all U.S. nuclear utilities in negotiating a major nuclear safety rulemaking. Actively participated in NRC rulemakings and negotiated resolution with C-level utility executives. Final rule substantially lowered risk of reactor accident at typical plant, saving estimated \$10's of millions per reactor in life-cycle costs. Involved with Emergency Preparedness preparation, drills and disaster response in support roles and corporate nuclear communications.

Left position to attend Graduate Business School.

### **Duke Power Company**

1981 - 1984

Charlotte – Engineer, Safety Review, Analysis, Licensing Group  
Managed regulatory contracts and compliance processes  
Recruited to Northeast Utilities after meeting company management at conference.

---

## **Education / Past Directorships**

**Yale University**, Graduate School of Management  
Master of Business Administration, MBA 1990-1992 New Haven, Connecticut

**University of Virginia**, Graduate School of Engineering and Applied Science  
Master of Engineering, Civil Engineering - Structural Analysis 1980-1981 Charlottesville, Virginia

**University of Virginia**, School of Engineering and Applied Science  
Bachelor of Science, Civil Engineering 1976-1980 Charlottesville, Virginia

**Director**, Wood Structures, Inc., 2006 - 2008

**Director**, Make-a-Wish of South Dakota, (Chairman), 2001 - 2007

**Big Buddy**, Children's Home Society, South Dakota, 1999 - 2004

**Director**, Northwestern Growth Corporation, 1999 – 2002

PRESENTED January 22, 2013

RESOLUTION NO. 2013-

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 Michael Childers to a term ending on December 31, 2016.

PASSED this 22<sup>nd</sup> day of January, 2013.

\_\_\_\_\_  
Kristen C. Umstatt, Mayor  
Town of Leesburg

ATTEST:

\_\_\_\_\_  
Clerk of Council