



Date of Council Meeting: February 23, 2015

**TOWN OF LEESBURG  
TOWN COUNCIL MEETING**

**Subject:** Appointment to the Environmental Advisory Commission

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

**Council Action Requested:** Consideration of nominations made by Council Member Dunn for John Hilton and Vice Mayor Burk for Sherry Wetherill to be appointed to the Environmental Advisory Commission.

**Staff Recommendation:** Not Applicable.

**Commission Recommendation:** Not Applicable.

**Fiscal Impact:** Section 2-197 of the Town Code provides for annual compensation of \$1,200 for Airport Commission members. Funds are available within the current Fiscal Year 2016 general fund budget.

**Work Plan Impact:** Not Applicable.

**Executive Summary:** Council Member Dunn's former nominee, Michael Childers, resigned effective December 31, 2015.

Former Mayor Umstatt'd's nominee, Joseph Sanchez resigned effective November 11, 2015. Former Mayor Umstatt'd did not make a nomination of a citizen to fill the vacancy prior to her resignation. As per Section 2-193(7) of the Town Code, if a vacancy exists for more than 60 days, any member of Council may tender a nomination to fill the unexpired term.

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

As per Section 2-193 of the Town Code, members of the Environmental Advisory Commission shall be residents of the town or town business owners. Mr. Hilton resides at 195 Flowering Dogwood Terrace, NE. Ms. Wetherill resides at 105 Rivanna Terrace, SW.

**Attachments:** (1) Resumes/Letters of Interest  
(2) Appointment Resolution

# JOHN H. HILTON

195 Flowering Dogwood Terrace SE, Leesburg, VA 20175 - John.Hilton67@gmail.com - 703.599.1351

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*Experienced and detail-oriented business development and sales management professional with more than 20 years of building and maintaining successful business- to- business and business to consumer relationships.*

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## BUSINESS DEVELOPMENT – SALES MANAGEMENT

### SUMMARY OF QUALIFICATIONS

- Outstanding communication and presentation skills; conceptual thinking and vision
- A problem solver, driven to succeed with strong interpersonal and negotiation skills.
- Highly organized and detail oriented; capable of multi-tasking under pressure.
- Proven track record of developing successful long-term client relationships
- Superb mentor, inspirational leader that inspires sales teams
- A natural entrepreneur who embraces change readily
- Able to work well with a team or individually
- Inquisitive, flexible, and adaptable; able to turn vision into reality
- Boundless energy, capable of adapting to a number of roles simultaneously

### PROFESSIONAL EXPERIENCE

CENTURY 21 NEW MILLENNIUM  
**Commercial and Residential Sales**

September 2006-Present

#### **Top Producer in Sales and Revenue in office with 30+ agents**

- Analyze and recommend commercial and residential real estate purchases and leasing opportunities
- Manage purchases and leases process; from identifying property to ratifying the contract
- Work with managers and directors to establish real estate policies for real estate decisions. Generated account leads through cold-calling, referrals, and event networking

BETTER HOMES, SAMSON REALTY  
**Commercial and Residential Sales Professional**

Aug 2003-September 2006

#### **Sold \$4 Million in Residential Property in the first year**

- Generated more than \$15 million in gross revenue; recognized as office Top Producer
- Administrated residential and commercial contract negotiations; purchase and leasing opportunities
- Earned multi-million dollar designation 4 years in a row
- Generated sales by building long-term relationships through office leads and referrals

**Top Producer for Northern Virginia Region**

- Sold integrated telecom and internet services to businesses throughout Northern Virginia
- Consistently exceeded monthly quota by 150%
- Generated account leads through cold-calling, event networking, and referrals

**SALES AWARDS**

- Office Top Producer – Multiple Awards, Northern VA Real Estate
- Multi-Million Dollar Club- Northern VA Real Estate
- National Advertising Association Award- Creative Management
- ‘Quota Busters’ High Achievement Awards and Top Producer Awards- Telecommunications Sales

**COMMUNITY SERVICE AND NETWORK AFFILIATIONS**

- Past President - Arlington Inter-Service Club Council
- Member, Loudoun County Chamber of Commerce
- Member, Loudoun County Board of Equalization
- Past Member, Arlington Community Services Board
- Member, Northern Virginia Association of Realtors (Government Affairs Committee)
- Northern Virginia Building Industry Association

**EDUCATION**

**BACHELOR OF ARTS – GOVERNMENT & POLITICS**  
**GEORGE MASON UNIVERSITY –1992**

**MASTERS IN THEOLOGICAL STUDIES- WESLEY THEOLOGICAL SEMINARY**  
**2016**

**From:** [Lee Ann Green](#)  
**To:** [Lee Ann Green](#)  
**Subject:** RE: Environmental Advisory Committee  
**Date:** Thursday, February 18, 2016 10:30:07 AM

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-----Original Message-----

From: Sherry Wetherill <[sherryme72@gmail.com](mailto:sherryme72@gmail.com)>  
To: kburk <[kburk@leesburgva.gov](mailto:kburk@leesburgva.gov)>  
Cc: Mary Haberl <[mary.haberl@yahoo.com](mailto:mary.haberl@yahoo.com)>; kellyburk <[kellyburk@aol.com](mailto:kellyburk@aol.com)>  
Sent: Mon, Feb 8, 2016 11:36 pm  
Subject: Environmental Advisory Committee

Dear Ms. Burk,

I met with Dr. Mary Haberl this morning and she shared information about the Environmental Advisory Committee for the Town of Leesburg. I'm writing to express my interest in the vacancy and request your consideration.

I am a Leesburg resident since 2008. My background includes human resources, real estate, non-profit trade association administration, and technology start-up growth and acquisition. My interest in preserving the environment began in 1989 with research into the effect of farming on the Chesapeake Bay watershed. I graduated from the University of Maryland, College Park, in 1993 with a B.S. in Agronomy with a specialization in Crop Science. I am currently home with 3 children, ages 11, 8 and 6. My husband, Mark, is regional director for Insperity based in McLean. While home, I continue to work in the community through my children's schools and activities, most recently serving as President of the Douglass Community Center Advisory Board.

Thank you for your consideration. I welcome the opportunity to speak with you directly about participating on the EAC.

Respectfully,

Sherry Wetherill  
(703) 407-9458  
[sherryme72@gmail.com](mailto:sherryme72@gmail.com)

PRESENTED February 23, 2016

RESOLUTION NO. 2016-

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 John H. Hilton and Sherry Wetherill to terms ending December 31, 2016.

PASSED this 23<sup>rd</sup> day of February, 2016.

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David S. Butler, Mayor  
Town of Leesburg

ATTEST:

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Clerk of Council