

BOARD OF ZONING APPEALS**3 YEAR TERM**

MEMBERS	ADDRESS	PHONE	APPOINTMENT DATE	TERM EXPIRATION	TERM #
James Cameron Parker			6-12-18	2/22/2024	2
Edgar Wilson			1/10/2018	2/22/2024	4
William B. Dickson			1/14/2014	2/22/2023	6
Robert Shelley			1/26/16	2/22/2022	4
Julian DuRant			5/14/19	2/22/2022	1
Allen Rene Lee			1/10/2018	2/22/2024	6
Michael J. Schwartz			1/26/16	2/22/2022	3
Rock Smith			1/27/15	2/22/2023	3
Amit Patel			9-14-21	2/22/2023	1 Filling unexpired term

NOTE: City Residents are highlighted in blue.

The terms of Robert Shelley, Julian DuRant, and Michael J. Schwarz expire on February 22, 2022. All wish for reappointment. On file is the resume of Geoff Kay (City Resident) and Aaron McKnight (City Resident) has expressed interest. All terms will expire on February 22, 2025.

Jennifer Adkins

From: Mcknight, Aaron
Sent: Tuesday, January 4, 2022 11:28 AM
To: Jennifer Adkins
Subject: [External]Board of Zoning Appeals Candidate

CAUTION: This email originated from outside your organization. Exercise caution when opening unsolicited attachments or clicking links. Please forward suspicious mail to spam@cityofmyrtlebeach.com for review.

I would like to be considered for the Board of Zoning Appeals seat that is available this year. My family has resided in the Myrtle Beach area for over 100 years and I have been a resident of the City of Myrtle Beach for 41 years. When people ask me where I'm from, I'm proud to say I grew up in Myrtle Beach. I have spent most of my career working in retail banking and currently work for a regional community-minded bank at a branch located in the city limits. I have been serving on the Senior Advisory Committee for the City since 2018 and I would like to shift my interest to serving my City in a different capacity. I have spoken to Michael Schwartz about the open position to gain his insight of what the committee is designed to accomplish and I feel this is something I would like to be a part of. It is exciting to see Myrtle Beach's growth and directionally where we are headed. It would be a pleasure to be a part of this and I look forward to hearing the results of my letter of interest.

Thank you

Aaron McKnight

Aaron McKnight
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Phone 843
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www.pnfp.com

GEOFFREY (GEOFF) J. KAY

Myrtle Beach, SC 29572

REGIONAL SALES MANAGER

Revenue Generation — Market Expansion — Resource Optimization — Risk Minimization

Consultative, solutions-focused sales professional combining business/operational insight with strategic planning, leadership, building and maintaining strong relationship management skills to achieve desired results. Forge tactical client partnerships and guide cross-functional high-performance teams, fostering continuous growth and advancement mindset. Identify requirements, allocate resources, and deliver custom solutions. Adapt quickly to changing needs and priorities in competitive, complex environments. *Areas of expertise include:*

Client and Vendor Relations | Negotiations | Quality Assurance | Project Stewardship | Business Development | Goal Setting
Problem and Conflict Resolution | Cross-Discipline Collaboration | Training and Development | Team Leadership | Mentoring

SELECTED ACHIEVEMENTS

- Highest performing Eaton Hydraulics Americas Region to YOY Sales and Goal (2019). Attributed to success in:
 - Sales growth to existing Accounts
 - Mitigation of attrition due to operational challenges
 - Closing new business
- Achieved Highest Sales Branch within Wesco Construction Organization, Phoenix Branch (2015, 2016)
 - Leveraged Wesco Customer Incentive Trip to award the most customers (total) and the most new customers participating on the 2014/2015 and 2015/2016 Trips

PROFESSIONAL EXPERIENCE

EATON CORPORATION, HYDRAULICS AMERICAS, Phoenix, AZ (Remote (Home-Based) Role) 2016 – 2019
Regional Sales Manager

Oversee sales resources (including remote team of 8), support 150+ customers, manage distribution channels in 11 Western states to meet profit targets, and provide innovative solutions internally and externally.

WESCO DISTRIBUTION, Phoenix, AZ 2008 – 2016

District Sales Manager — Construction | 01/2015 – 11/2016

Branch Sales Manager — Construction | 08/2008 – 01/2015

Guided construction sales efforts, including forecasting, defining objectives, setting account package quotas for 15–18 account managers, tracking sales results, determining pricing, and mitigating risks. Oversaw 250+ customer accounts, managed team-building efforts, coordinated cross-functionally, and communicated/coordinated with senior leadership.

CONSOLIDATED ELECTRICAL DISTRIBUTORS (CED), PHOENIX, AZ 2007 – 2008

PROFIT CENTER MANAGER

Full P&L responsibility, \$13,500,000 in sales annually, 5.8% EBIT

Managed Commercial Construction, Industrial and CIG business (Team of 20)

GEOFFREY (GEOFF) J. KAY

PROFESSIONAL EXPERIENCE (CONT.)**HD SUPPLY ELECTRICAL, PHOENIX, AZ**

2006 – 2007

MANAGER, VALUE-ADDED SERVICES

Fulfill needs of HD Supply's largest Customer, Haskins Electric

Provide order fulfillment, inventory and logistic solutions for their 1000-start per month residential business, \$21,160,000 in sales, \$2,140,000 GP (2006)

EDSON ELECTRIC SUPPLY, PHOENIX, AZ

2001 – 2006

VICE PRESIDENT, SALES

Leading the Customer Relationships and Outside Sales Resources (Led 20+ salesperson organization across 11 Arizona locations) to achieve planned results

Exceeded Sales Plan each year, from \$65,000,000 in sales YE2002 to \$168,000,000 in sales YE2006

WESTINGHOUSE / EATON CORPORATION, MULTIPLE LOCATIONS

1980 – 2001

DISTRICT SALES MANAGER, PHOENIX**PRODUCT SALES MANAGER, AFTERMARKET PRODUCT & SERVICES, ASHEVILLE****MARKETING REPRESENTATIVE, CONSTRUCTION PACKAGING, PITTSBURGH****OUTSIDE SALES ENGINEER, INDUSTRIAL AND COMMERCIAL, BIRMINGHAM****INSIDE SALES ENGINEER, INDUSTRIAL, NASHVILLE**

EDUCATION**GEORGIA INSTITUTE OF TECHNOLOGY, Atlanta, GA**
Bachelor of Industrial Systems Engineering, 1980

TECHNICAL SKILLS/TOOLS/INTERESTS**MICROSOFT OFFICE: Outlook, Excel, Powerpoint**
GOLF