

This section for office use only

Council District: 20

This application is a: Reappointment

New Appointment

GREENVILLE COUNTY BOARD AND COMMISSION APPLICATION for County-wide Boards

Name of Board or Commission to which you are applying: Greenville Area Development Corporation
An individual may only apply to serve on one board or commission during any election cycle.

Mr Mrs
Ms Dr

Name: G. Scott Chester

Home Address: 7 Monet Dr.

City: Greenville

Zip: 29609

Email Address: scott.chester@att.net

Home Phone: (864) 282-2380

Work Phone: (864) 282-2380

Other: (864) 979-6277 (cell - preferred #)

Voter Registration Number: SC DL #102883692 issued 1/10/12 - Registered to Vote on same date but do not have card back yet
****You must be registered to vote in Greenville County at the time of application.**

Occupation: Consultant - International Business Development Employer: SME Global, LLC

Employer Address: 7 Monet Dr., Greenville, SC 29609

Registration is in the process of being transferred from NH to SC

Highest degree earned: MBA (Executive Course)

Field of Study: BS - Mechanical Engineering
Finance and Operational Effectiveness

School attended: BSME University Of Tennessee Knoxville; MBA Cox School of Business SMU Dallas

Volunteer Experience (Please list and describe): 1) Governor's Small Business Task-Force - (Task Force appointed to attract and incent SB to NH)
2) Governor's Educational Task-Force - (Task Force appointed by Governor to find and recommend avenues to fund improved level of education for NH)
3) Business and Industry Association - (Network Association to maintain a strong workforce in the Northern MA and Southern NH High-Tech Corridor)
4) International Trade Association - (New Hampshire International Trade Resource Center - http://www.exporth.org/about-us/)
5) NH High Tech Council (Network Association of NH high-tech businesses; angel investors & PE firms - http://nhhtc.org/)
6) Governor's International Trade Missions to Canada, Europe, Mexico and South America - (by invitation from the Governor and NHITA)
7) Congregational Church Finance and Fundraising Committee

Describe your understanding of the position for which you are applying. Stated: To Promote, oversee and facilitate the economic development efforts in Greenville County and surrounding areas with the "overarching" goal of positively impacting employment opportunities and increasing the revenue base for the County. As I understand, the Board is responsible for fostering an environment that attracts/facilitates growth within the existing business base while also promoting and attracting new businesses/jobs that will benefit the Area. This is more specifically outlined in the GADC's May 2011 "Executive Summary" and the 7 "Strategic Dimensions" therein; (which I agree with wholeheartedly).

What specific skills do you believe you could contribute as a member of this board or commission?

Have worked in Business Development and Executive Management for over 25 years - oil exploration, defense electronics, consumer electronics, logistics and software. Have worked for US and European "Fortune 500" companies (understand those environments) and have personally owned corporations in the US, Europe and Latin America (understand entrepreneurial environments). Have interfaced with numerous government entities to facilitate business success. I sincerely want to get involved in Greenville and help in any way possible to expand the breadth of companies, skills, and employment base here. I believe my experiences can be of benefit in accomplishing the GADC's goals and I want to contribute in the positive growth of this Area!
Have you ever attended a meeting of this board or commission? Yes No

Are you available to meet at the regularly scheduled date and time of the board or commission meetings? Yes No

If appointed, will you pledge to faithfully attend the meetings? Yes No

How many hours/week are you available to give to this board or commission? As required; say an average of 10

Do you reside in a municipality? Yes No

If yes, please name Downtown Greenville is 10 minutes drive.

COUNTY COUNCIL
JAN 31 2012
RECEIVED

If applying for the ~~Economic Development Tax Advisory Committee~~ or the ~~Construction Board of Adjustments and Appeals~~, please check the box that applies to your field of expertise:

- Tourism Industry
- Cultural / Arts
- Restaurant
- Hotel Management

- Architectural
- Fire Protection Eng /Contractor
- Electrical Engineer /Contractor
- Design/Architectural /Professional Contractor
- Structural Engineer /Contractor
- Mechanical Engineer /Contractor
- Plumbing Engineer /Contractor

Have you ever been convicted of a crime other than a minor traffic violation? Yes No

If yes, please give details: _____

Do you currently hold any elected or appointed office or commission? Yes No

If yes, list _____

Have you previously held any elected or appointed office or commission? Yes No

If yes, list Appointed commission member as described above

Have you ever been fined for any ethics violations? Yes No

If yes, please comment: _____

Are you current in payment of Greenville County property taxes? Yes No

Statement of Agreement and Understanding

I understand that appointment to the board for which I am applying will not result in me receiving any compensation for my service. In addition I attest that neither I nor any member of my family are employed by this entity or nor do we have an economic interest in this Board or Commission. If my residency changes so I no longer qualify to serve, I will resign by notifying the Clerk to Council by letter or e-mail. I will resign if a potential conflict of interest is identified. I understand it is my responsibility to insure my application has been submitted within the application period and that it has been received by the County Council Office

Signature [Handwritten Signature] Date 1/31/2012

Please return completed form to:

Greenville County Council
301 University Ridge, Suite 2400
Greenville, SC 29601-3665
or
Fax to: 864-687-7355

If you have questions, please call 467-7115 or check the www.greenvillecounty.org website.

PROFILE

Experienced leader with a consistent record of success ranging from small entrepreneurial firms to Fortune 500 Corporations. Accomplished at achieving higher levels of success by *resolving the difficulties* that impede growth and profitability. Versed at conceiving and executing strategic plans. Driven by challenge with proficiency for *leading through change*. Hands-on *valuing teamwork, creativity, initiative, commitment & performance*.

- Executive Leadership & Execution
- Strategic Planning & Implementation
- Growth Management & Scaling
- Domestic and International Expansion
- Acquisition & Start Up
- Offshore Manufacturing Negotiation
- Global Channel Negotiation
- New Product Development / Strategy

PROFESSIONAL EXPERIENCE**VICE PRESIDENT – BUSINESS DEVELOPMENT • 2007 – 2011**

Woven Electronics / TSI (Private equity) – Hampton NH & Simpsonville, SC - USA

A Leading design & manufacturer of highly engineered electrical interconnect solutions and wiring harnesses for mission critical applications - precision guided munitions, radar systems, avionics and complex cables.

- Led the Business Development team which included Sales, Costing & Estimating, Quoting, Design Engineering and Customer Service.
- Led *revenue increase of 40%* from 2008 - 2011 in a declining market.
- *EBITDA increase of + 40%* (included some restructuring in both Sales and Operations).

DIRECTOR – NEW BUSINESS UNITS • 2006 – 2007

eCopy, Inc., Nashua, NH – USA (*Acquired by Nuance Corporation*).

The leader in document capture (scanning) and distribution software for enterprise applications integrating scanning devices with Document Management software and back-end business applications.

- Defined and led global business strategy, execution, and P&L performance for strategic new business units, channel partners and customers.
- Executive Management Team member - defining overall corporate and acquisition strategy.

PRESIDENT & CEO • 1998 - 2006

Nashua Media Products – (*Tera Media Corporation*) - Nashua, NH – USA.

Manufacturer, importer, exporter and distributor of recordable computer storage media products such as CDs, DVDs, memory sticks, etc. for the consumer electronics market domestically and internationally.

Conceived and executed strategy to expand enterprises in the USA, South America and Europe. Assembled resources to achieve international growth; driving relationships with financial institutions, investors, suppliers and customers to structure positive cash-flow and profitability. Led the negotiation and signing of all major contracts, including major OEM brands, major retailers and channel partners domestically and internationally.

- Negotiated the acquisition of [EOL] businesses from major corporations and energized growth.
- Featured in “Entrepreneur” Magazine - “*America’s Hot 100 Fastest Growing Companies*”.
- Established multi-million dollar contracts with Staples, Wal-Mart, Carrefour (France), Metro AG, (Germany), Jumbo (Brazil/Argentina) and other significant resellers worldwide.
- Negotiated *offshore manufacturing* contracts in excess of \$10 MM annually.
- Developed competitive and reliable Supply Chain for the *US, European and Latin American markets*.
- Grew to *Staples LARGEST supplier* of recordable optical media.
- Developed *new channels of distribution in fifty-four (54) countries*.

SCOTT CHESTER

- Established European Corporation to administer: fiscal representation, import and export, localization, warehousing, shipping, invoicing & administration of legal requirements and light manufacturing.
- Ultimately negotiated the sale of these businesses in USA, Brazil and Europe as market conditions deteriorated (iPod revolution), worldwide inventory increased (Asian capacity tripled); Latin American currency devalued and risk-to-value was no longer attractive.

VICE PRESIDENT - WORLDWIDE SALES & MARKETING • 1996 - 1998

Nashua Corporation. Fortune 1,000 office supply, specialty coating, thermal imaging, toner and tape manufacturing company based in Nashua, NH.

- Led the worldwide sales strategy including all direct and indirect channels, marketing, customer service, and product development - revenues totaling \$105 million.
- Achieved Global revenue and gross profit budget.
- Developed worldwide sales and marketing strategy, combining domestic and international teams.
- Defined new business verticals and successfully penetrated new channels to reach these markets.
- Led the re-engineering of overall front-end customer-interface, implementing new order management MIS systems, call management systems and global pricing strategy.

DIRECTOR OF SALES • 1994 - 1996 (Nashua Corporation)

- Directed North American sales of *\$210MM annually, 5 divisions, 43 direct sales managers and hundreds of channel sales reps*. Recruited specifically to restructure existing sales organization.
- *Reorganized Nashua Corporation's domestic sales force*, combining five "silo" organizations into one unified corporate sales team. Achieved *110% of budget* while restructuring.
- *Reduced fixed sales expense* by \$8.7 Million.
- *Increased new product sales* from < \$2MM to over \$20MM through acquisition integration, de-emphasis of mature products and cross selling.
- Implemented sales process forcing accountability & increasing revenue per employee.

REGIONAL MANAGER • 1987 - 1994

Raychem Corporation - Atlanta, GA. & Dallas, TX.

Fortune 500 material science and manufacturing company based in Silicon Valley, CA.

- Managed Raychem's largest sales region in North America.
- Exceeded budget and increased sales every year.
- Successfully negotiated numerous multi-year, 8-figure contracts with major defense contractors.
- Restructured the Regional sales team, increasing presence in targeted commercial markets while maintaining core defense markets, doubling "Target Market" share from 20% to 80% in three years.

COUNTRY MANAGER • Zaire – Angola – Venezuela – Northern Europe • 1983 - 1987

Schlumberger International (Dowell Division)- Specialized technical services and products for the oil industry.

EDUCATION AND ADDITIONAL TRAINING

MBA (Executive Short Course) - Southern Methodist University

Dallas, TX

BS Mechanical Engineering - University of Tennessee

Knoxville, TN

OTHER

Nominated for NH "Entrepreneur of the Year" 2003 & 2004

Business and Industry Association

Governor's Small Business Task-Force - NH

International Trade Association

Governor's Educational Task-Force - NH

Governor's International Trade - Europe

NH High Tech Council

Governor's International Trade – Latin America

G. Scott Chester
7 Monet Dr.
Greenville, SC 29609

January 31, 2012

Greenville County Council
301 University Ridge
Suite 2400
Greenville SC 29601

Fax to: 864-467-7358

Subject: Application

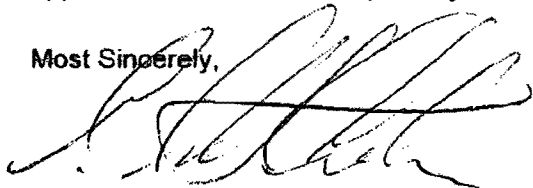
Good Evening,

Please allow me to introduce myself via email with the attached application. I moved to South Carolina from New Hampshire a couple years ago, when I was doing some consulting with a private equity group. Both my wife and I are from TN and we wanted to get back to the South after 15 years in NH and fell in love with Greenville. I wound up working mainly in Simpsonville and was just too busy to get involved in some of the things I loved most about Greenville and my time was spent mainly travelling.

In any event I left the company a few months ago, and at this point in my career, I have a strong desire to contribute to the community. Most of my experience has been restructures, turn-arounds and start-ups both domestically and internationally. I have helped numerous businesses expand into new markets also relocate.

My goal is to become more involved in the Greenville business community. I was recently made aware that the deadline for a slot on the GADC Board is today and I note there are three vacancies. I am hopeful that my application will be received on based on my qualifications and you will grant me an interview for membership on the Board. As such, I am sending-in my application and will follow-up with you via phone. I have also faxed the application.

Most Sincerely,



Scott Chester