

STATE OF GEORGIA
CITY OF DUNWOODY

RESOLUTION 2018-XX-XX

**A RESOLUTION TO APPOINT A MEMBER TO THE DEVELOPMENT AUTHORITY
FOR THE CITY OF DUNWOODY**

WHEREAS, the City of Dunwoody is authorized by the City Charter to create boards, commissions and authorities as the Mayor and City Council deem necessary; and

WHEREAS, the Mayor and City Council have created the Dunwoody Development Authority by Ordinance 2009-01-11. The Authority consists of a seven-member board with staggered four-year terms; and

WHEREAS, the Mayor and City Council had previously appointed Jim Gaddis as a member of the Development Authority to a four year term, expiring December 31, 2020; and

WHEREAS, the position occupied by Jim Gaddis as a member of the Development Authority has become vacant prior to the expiration of the term, and the Mayor and City Council wish to fill said vacancy by appointing Jonathan Sangster as a member of the Development Authority to fill the unexpired term of Jim Gaddis.

Jonathan Sangster.....expiring December 31, 2020

WHEREAS, this Resolution shall become effective upon its adoption.

NOW THEREFORE BE IT RESOLVED by the Mayor and City Council of the City of Dunwoody while in regular session on March 12, 2018 at 6:00 pm that Jonathan Sangster is appointed as a member of the City of Dunwoody Development Authority to serve for the designated term.

Approved:

Denis L. Shortal, Mayor

Attest:

Sharon Lowery, City Clerk
(SEAL)

APPOINTMENT

4800 Ashford Dunwoody Road | Dunwoody, GA 30338

Phone: (678) 382-6700 | Fax: (678) 382-6701

#8.

The Dunwoody City Council believes that citizens bring valuable insights and are a skilled resource in the community. The Council encourages all citizens to consider becoming involved in the city government by serving on a Board, Commission, or Committee. Applications are accepted throughout the year.

To be considered for an appointment to a municipal board, commission, or committee, please complete and submit the following application and send it with a resume to the City Clerk, Sharon Lowery. Applications and resumes may be submitted by e-mail to sharon.lowery@dunwoodyga.gov, by fax to (770) 396-4705, or by mail to 4800 Ashford Dunwoody Road, Dunwoody, GA 30338.

* Applicant Information

Name: JONATHAN L. SANGSTER		
Address: 5081 TRAILRIDGE WAY, DUNWOODY, GA 30338		
Phone:	Cell: [REDACTED]	
Email:	[REDACTED]	
Place of Employment: SELF-EMPLOYED	Occupation CONSULTANT (SITE SELECTION & ECONOMIC DEVELOPMENT)	
How long have you been a resident of Dunwoody?	18 Years	6 Months

* Board / Commission / Committee for which you would like to be considered

<input type="checkbox"/> Alcohol License Review Board	<input type="checkbox"/> Planning Commission
<input type="checkbox"/> Audit Committee	<input type="checkbox"/> Sustainability Committee
<input type="checkbox"/> Board of Ethics	<input type="checkbox"/> Urban Redevelopment Agency
<input type="checkbox"/> Construction Board of Adjustment and Appeals	<input type="checkbox"/> Volunteer Coordinating Committee
<input type="checkbox"/> Convention and Visitors Bureau of Dunwoody	<input type="checkbox"/> Zoning Board of Appeals
<input type="checkbox"/> Design Review Advisory Committee	
<input checked="" type="checkbox"/> Development Authority	
<input type="checkbox"/> No preference, I just want to volunteer!	

* Interest and Experience (Please also attach or submit a resume)

Why are you interested in serving on a board / commission / committee? I'D LIKE TO USE MY EXPERIENCE AND CAREER BACKGROUND TO ADD VALUE TO A COMMUNITY THAT HAS SERVED ME AND MY FAMILY WELL.
What experience do you possess that would be of benefit to a board / commission / committee? FIFTEEN YEARS AS A SITE LOCATION CONSULTANT WITH CBRE AND 5 YEARS MANAGING GEORGIA POWER'S ECONOMIC DEVELOPMENT TEAM. ALSO PREVIOUSLY SERVED ON DDA FOR 18 MONTHS - RESIGNED DUE TO POTENTIAL CONFLICT OF INTEREST.

* Terms & Conditions

I hereby attest that all statements and information provided in this application are true to the best of my knowledge. I understand that I may be interviewed prior to consideration for appointment.	
I hereby agree that if appointed to serve as a member of a City of Dunwoody Board, Commission, or Committee, I will spend my time, skills, and energy on the goals and mission of the Board, Commission, or Committee including preparation for meetings. Furthermore I agree that, if appointed, my term will be governed by the By-laws of the Board, Commission, or Committee to which I am appointed.	
I understand that if appointed, I will make an effort to attend all meetings and must attend at least two-thirds of the scheduled meetings in order to remain a member in good standing.	
Applicant's Name: JONATHAN L. SANGSTER	
Applicant's Signature: [Signature]	Date: 2/24/18

Submit!

Jonathan L. Sangster

5081 Trailridge Way, Dunwoody, GA 30338

SENIOR STRATEGIC ADVISOR/ECONOMIC DEVELOPMENT PROFESSIONAL

Strategic Location Solutions/Economic Incentives/Economic Development

Leveraging an engineering degree and an MBA along with a variety of cross-functional corporate opportunities enabled me to strategically develop talent, solve complex problems, and strengthen networking skills. These experiences led to a once-in-a-lifetime experience with the Centennial Olympic games in Atlanta and ultimately to navigate a career change to the world's largest commercial real estate services firm, where I ended up being a top company producer as a consultant in a broker's world. There, I developed a consulting practice that led to me being recognized as a leading national strategic location advisor, specializing in site selection, economic incentives and economic development, and a frequent panelist and presenter on the national speaking circuit. Full circle...led the nation's most outstanding economic development team.

Areas of Expertise:

- Workforce analysis
- Economic incentives
- Strategic location solutions
- Community assessments
- Lead generation/business development
- Strategy development
- Facilitation

CORE STRENGTHS

- **Exceptional communication and presentation skills**
- **Relationship building with an extensive network of consultants, corporate decision-makers and economic development professionals**
- **Proven track record of project success through demonstrated leadership**
- **Knowledge and understanding of the strategic location decision process**

Experience and Achievements

Georgia Power Company, Atlanta, GA

January 2013-Present

General Manager – Economic Development

- Responsible for lead generation, business development and project management for the leading utility economic development team in the U.S. During the past three years, "first call" leads to our team increased by 67 percent.

- Experience recruiting domestically and globally with primary global targets in Eastern and Western Europe and Southeast Asia (China and Japan).
- Since 2013, the team has announced approximately 250 projects representing over 55,000 new jobs and nearly \$10 Billion in new investment, well above the previous ten-year averages for the team. These announcements included high profile projects such as Mercedes Benz USA headquarters, Kuerig/Green Mountain, GM Technology Center, Kaiser Permanente, and numerous automotive suppliers supporting existing southeastern manufacturers. During this period, the Georgia Power Economic Development team has been named as a Top Ten Utility Economic Development team by Area Development, leading the nation in innovation and results.

CBRE, Inc., Atlanta, Georgia (Commercial Real Estate Services) March 1999-December 2012
Senior Managing Director – CBRE Consulting

- Led a consulting team focused on assisting clients in finding “best fit” locations that align with their strategic business objectives. An extensive client list included Caterpillar, Medco Health Solutions, HID Global, King’s Hawaiian, Arby’s, and spanned a range of project types including headquarters, manufacturing, back-office and research and development. A comprehensive client list can be provided upon request.
- Successes include negotiating over \$400 million in incentives, representing investments of over \$3 Billion and over 7500 jobs created.
- Selected to be a founding member of the Site Selector’s Guild, a consortium of top global site location consultants.
- Frequently requested by industry and economic development organizations across the country as a keynote speaker or to provide advisory services for community competitiveness.

The Southern Company, Atlanta, GA September 1996-February 1998
Southern Company College – Human Resources – Special Projects

- Coordinated a group of world-class consultants and facilitators in delivering a series of Leadership programs to support leadership development and corporate culture change.
- Led a project team to develop and implement an HR Benefits communication strategy

Atlanta Committee for the Olympic Games (ACOG) March 1994 – September 1996
Loaned Executive – Volunteer Services, Manager, Olympic Games Staff Training

- Led the planning and implementation of the training process for a 55,000 person workforce that supported the Centennial Olympic Games and welcomed the world to Atlanta. Scope included design, development, production, and implementation of an integrated training solution using a variety of media. The assignment was completed on schedule and 10% under budget.

EARLY POSITIONS**March 1977 – February 1994**

Georgia Power Company:

- Senior Design Engineer – Power Supply Engineering
- Contract Administrator - Contract Administration
- Supervisor - Supply Chain – Fossil and Hydro Plants
- Manager - Training and Educational Services
- Manager - Southern Company College Curriculum Development

EDUCATION**Master of Business Administration, Georgia State University, Atlanta, Georgia (1986)****Bachelor of Civil Engineering, Georgia Institute of Technology, Atlanta, Georgia (1981) –****Cooperative Education Program****Achieved Professional Engineer (PE) Certification in Georgia (1986)****INTERESTS AND INVOLVEMENT****Interests**

- Softball, tennis, waterskiing, singing, acting, public speaking

Involvement

- Member of IAMC, Georgia Economic Developers Association, Utility Economic Development Association (Board Member) - former
- Homeless ministries through church involvement
- Active in church choir and drama ministries – Dunwoody Baptist Church

References available upon request