

Dean Bissias

From: Daniel Shoemaker [REDACTED]
Sent: Monday, March 01, 2010 2:08 PM
To: Dean Bissias
Cc: [REDACTED]
Subject: Application for the Open Board of Commissioners
Attachments: Application Letter to LGPD, 3-1-10.doc

Mr. Bissias:

Attached for your review please find my statement of interest and resume to fill the vacancy of Rob Metzger on the Board of Commissioners of the Park District of La Grange. Please let me know if you have any questions or concerns.

Regards,

Dan Shoemaker
[REDACTED]

La Grange, IL 60525

H - [REDACTED]

W - 630-571-3130 ext 262

_____ Information from ESET Smart Security, version of virus signature database 4906 (20100301)

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March 1, 2010

The Honorable Timothy Kelpsas
President, Park District of La Grange Board of Commissioners
536 East Avenue
La Grange, IL 60525

Dear President Kelpsas and Commissioners:

I am writing to express my interest in serving as a Commissioner on the Park District of La Grange Board of Commissioners, to fill the vacancy of Rob Metzger. I have a strong background in public, private and non-profit service and believe that my qualifications and commitment to civic responsibility and service make me an outstanding candidate for the position. I have attached my resume for your review.

My family and I moved to La Grange from Virginia in October of 2008. We looked at homes in most of the communities in the Western Suburbs to ensure a close commute to my office in Oak Brook. The countless amenities quickly made La Grange our top choice. After touring the neighborhood, meeting with the principal and staff at Ogden Avenue Elementary School, and appreciating the proximity to parks and transit, we purchased a home on North Stone. Since the move, La Grange has provided us with warm friends, vibrant church communities, outstanding schools, convenient shopping and links to downtown Chicago and of course, wonderful parks. We are one block from the Stone Avenue Park and just a few blocks from Elm Avenue Park which are welcome retreats for our children to swing, slide and shoot baskets. As the father of four young children, community recreational space is and will long be a top priority for my family.

Serving on the Board of Commissioners would afford me the opportunity to give back to community that has already provided my family and me with so much. The assets of the Park District of La Grange are cornerstones to the livability and viability of the town. A variety of parks and facilities provide citizens with an enhanced quality of life, help to protect and preserve our environment, beautify our natural space, enhance property values, and provide refuge for our children and opportunities for our sports teams. A strong park system ties together a community allowing places to play, socialize and gather. La Grange has a long history and commitment to their public space and I would like to help continue that tradition and serve the community and its needs as a Commissioner.

Clearly I will need to familiarize myself with the key issues before the Board. I am committed to spending the time and energy to meet with citizens, staff and other Board members to learn issues, understand the budget and funding mechanisms, strategic plans, and Board processes. My commitment is to bring an objective voice to the Board, drive consensus when possible, make thoughtful

and educated decisions, and represent the interest of the citizens of La Grange to the best of my abilities.

Over the past 15 years, I have served in various roles in state government and in the private sector. This includes the Governor of Virginia as a leader in the state Transportation Department. Currently I manage the operations of a global security services firm as the Director of one of their business units. From Oak Brook, I lead over 500 employees in the central United States. In addition, I also have served on the Board of Directors of a non-profit trade association for the past three years, most recently as Chairman. In these roles I developed and lead teams, created operational business strategies, managed budgets, financial statements and performance, and worked with community leaders, legislators, and other stakeholders.

I am a firm believer in keeping the community involved and engaged in decision making, building consensus, developing and implementing thoughtful strategic plans to meet future goals, and strong fiscal oversight of the public's dollars.

I thank you again for your consideration of my skills and experiences and would welcome the opportunity to discuss the position with you.

Sincerely,

Dan Shoemaker

[REDACTED]
La Grange, IL 60525
[REDACTED]

Enclosures

Daniel Cassel Shoemaker

[REDACTED]
La Grange, IL 60525

Home [REDACTED]
Mobile [REDACTED]

EXPERIENCE

US Investigations Services (USIS), Oak Brook, Illinois Director, Central Business Unit

Lead \$75 million business unit of an \$800 million private security and risk management enterprise

- Manage dispersed field operations spanning 14 states in the central United States with over 500 employee investigators, 23 line managers, 7 operational leaders, and 6 district managers
- Responsible for the delivery of investigative services measured on timeliness, quality and financial performance... closed over 300,000 cases in 2009
- Develop, measure and drive key performance indicators across the operations on multiple customer contracts and product types
- Create and implement monthly staffing strategy, maximizing staffing utilization, minimizing attrition and ensuring business unit morale
- Provide and develop core monthly, quarterly and yearly strategies to execute on corporate business and operational goals
- Lead business development efforts within defined territory to include lead generation, prospecting, product development and closing sales
- Serve on various functional business work teams focused on operational and product innovation... led the development of two new organic growth ideas which could develop new service lines this year
- Active Top Secret Security Clearance

Director, Corporate Development, Falls Church, Virginia

- Positioned and supported the \$1.5 billion sale of USIS to a top-tier private equity firm including the development of marketing, finance and other due diligence materials
- Analyzed, coordinated and closed a \$190 million acquisition of a technology services firm on an expedited 6-week timeframe
- Identified, developed and maintained a pipeline of acquisition opportunities through relationships with investment banks, law firms, private equity firms and other sources
- Conducted valuation modeling and financial, operational and market analysis of potential acquisitions and other business arrangements
- Coordinated and managed due diligence and integration teams including internal cross-functional relationships and external legal and financial support staff
- Developed and executed corporate and divisional strategic planning processes to include methodologies and analytics and managing inter-divisional planning teams
- Led and managed the development and oversight of market analyses including sourcing consultants, scope development, executing research and analysis, coordinating discussions and data gathering, and ensuring the project remains to budget and scope
- Managed one full-time Government Affairs and Corporate Development Manager

- Developed and executed government affairs, legislative and regulatory strategies at the federal and state levels, create and deliver briefings to political leaders and staff

Director, Business Development, Falls Church, Virginia

- Created and directed market entry strategy to leverage commercial products in the government market which yielded a 5-year \$10 million contract with the Department of Homeland Security
- Developed and executed strategic marketing, partnership agreements, advertising, and communications plans at the corporate and divisional levels
- Drafted internal and external communications including proposals, white papers, press releases, and reports
- Developed and executed government affairs, legislative and regulatory strategies at the federal and state levels, created and delivered briefings to political leaders and staff
- Served as acting Marketing Director for a \$150M commercial division
 - Coordinated selling campaigns and communications to over 30 inside and outside sellers including training and the development of call scripts
 - Managed four employees with an \$800,000 budget
 - Directed \$400,000 advertising and promotions budget and assisted in creative and design work, copywriting, message development and implementing direct mail campaigns
 - Planned and managed trade shows including execution of generated leads, development of marketing collateral and other customer communications
 - Implemented and analyzed customer surveying

Office of the Governor of the Commonwealth of Virginia, Richmond, Virginia Assistant Secretary of Transportation

Appointed by the Governor to coordinate and assist in the oversight and administration of five state agencies with an annual budget of \$3 billion and over 12,000 employees

- Oversaw and directed all transportation related policy, budget, and legislative activities for the Secretary and five state agencies
- Managed and created media strategies and communications, conducted interviews, drafted press statements, public comments and speeches
- Served as Staff Director of the Governor's Commission on Transportation Policy, which made significant changes in the Virginia Department of Transportation's financial planning and programming and organizational structure
- Served as Chairman of the Western Transportation Corridor Advisory Committee a group that worked with local political, business and community leaders to plan a major highway project
- Represented the Secretary to the Governor, state legislature, senior state, local and federal officials, and media in public meetings and other activities

EDUCATION

MBA, The McDonough School of Business, Georgetown University
BA, Geography, Minor, Political Science, Virginia Tech

OTHER

Chairman, Board of Directors, National Association of Professional Background Screeners

Driving Organic Growth Executive Education Program, Northwestern University Kellogg School of Business, 2009

Mergers and Acquisitions Executive Education Program, University of Chicago Graduate School of Business, 2007

Fellow, Sorensen Institute for Political Leadership, University of Virginia, Class of 2001