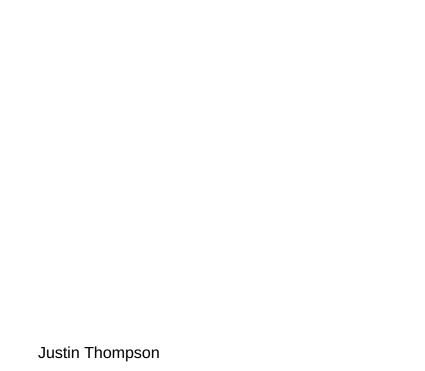


Profile			
	_		
Justin First Name	Thompson Last Name		
justin@captivatemedianc.com Email Address			
3802 Cole Ave Street Address		Suite or Apt	
			07065
High Point City		NC State	27265 Postal Code
Mobile: (336) 875-1298 Primary Phone	Business: (336) 497-0813 Alternate Phone		
Captivate Media / One Love Productions, Inc.			
Which Boards would you like to	apply for?		
Economic Development Corporation	n: Submitted		
Ward you reside in?			
Ward 6			
Interests & Experiences			
Please list any work, volunteer, consider in the review of your a		that you would	d like us to
I love the High Point community and member for the Boys and Girls Club			place. I'm a board
Justin_Thompson_Resume_100919	<u>9.pdf</u>		
Have you participated in Leader	rship High Point?		
⊙ Yes ○ No			
If yes, please list the year in wh	ich you participated in Leadersl	nip High Point	:
2017, The Best Class Ever!			
Gender			
Male			

Justin Thompson



VIDEO MARKETING & MANAGEMENT PROFESSIONAL

CAREER PROFILE

- Passionate filmmaker and visual storyteller
- Specialize in balancing and identifying customer and company needs for the betterment of both parties.
- Result oriented escalated customer service resolution.
- Successful working in a self-directed environment and as a member of a team to achieve business goals.

FORMAL EDUCATION Winston-Salem State University

B.S Biology Degree

(May 2014)

Greensboro College Middle College High School High School Diploma (May 2007)

TECHNICAL SKILLS, TRAINING & APPLICATIONS

Advanced with Apple FCPX
Proficient with Adobe Premier
Proficient with Microsoft Office Systems (including Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Microsoft Access, and Microsoft Outlook)
Self Motivated

AREAS OF EXPERTISE

Video Editing
Coordinating Projects
Creative storytelling and vision
Filming interviews and events
Detail Oriented
Excellent Leadership Skills
Brand Management
Stress Management
Legendary Customer Service and Resolution

REFERENCES

Available Upon Request

PROFESSIONAL EXPERIENCE

Captivate Media / One Love Productions, Inc., High Point, NC (03.13-Present)

President

- Plan and direct all functions of the company Enforcing strong leadership skills to ensure efficient/effective utilization of resources
- Balance and maintain financial records and accounts
- Build, service, and maintain business relationships
- Plan, create, and monitor marketing campaigns for company
- Contract, guide and manage employees and independent contractors on projects to achieve specific outcomes of clients
- Establish, build and maintain relationships with clients and prospective clients
- Schedule, plan and direct all filming activities
- Film, edit and deliver final products to clients
- Create and manage digital, social and broadcast campaigns
- Measure performance metrics for clients on various platforms to guide and educate best practices and achieve or exceed target ROI

RalphLauren.com, High Point, NC (08.08–09.16) Manager, Customer Contact Center

- Provide continuous coaching and feedback to improve the customer experience and further associate development to remote and in- office associates.
- Manage, develop and creatively coach remote and inoffice associates
- Lead and assist with projects assigned by Senior Management
- Maintain open communication with team, peers, and senior management
- Identify areas of strength and areas of opportunity for each individual on team
- Collaborate with team members by sharing knowledge, learning and building consensus
- Support the Contact Center by responding to associate inquiries and questions, escalated customer and technology issues
- Support the Contact Center by taking customer contacts and providing floor support as dictated by business needs
- Partner with other leaders and departments to address company needs and perpetuate desired branded experience
- Support the Contact Center by assisting Customer Assistant Representatives with questions regarding customer orders or concerns and provide ongoing learning.
- Handle customer escalations with a resolution that satisfies business and customer needs
- Coach and assist Customer Service Representatives customer calls to facilitate ongoing learning and customer appeasement.



High Point, North Carolina	Submit Date: Feb 07, 2022
Profile	

Frome			
Aaron	Clinard		
First Name	Last Name		
aclinard2@triad.rr.com			
Email Address			
803 W Farriss Avenue			
Street Address		Suite or Apt	
High Point		NC	27262
City		State	Postal Code
Mobile: (336) 870-5132	Home: (336) 883-9226		
Primary Phone	Alternate Phone		
Clinard Consulting Employer			
Which Boards would you I	ike to apply for?		
Economic Development Corpo	pration: Submitted		
Ward you reside in?			

Interests & Experiences

Please list any work, volunteer, and/or educational experience that you would like us to consider in the review of your application.

It was my honor and pleasure to serve as a liaison board member to the Economic Development Board during my service as Chairman of The Downtown Improvement Committee and The City Project (predecessors to Forward High Point). Each of these positions carried with them the task of economic development/revitalization of "the downtown". As you will see in the attached resume, one of the crowning achievements was the employment of Andres Duane, a world renowned architect and redevelopment expert. You will also note several other city boards I have served on. I believe it would be fair to say that "revitalization of High Point" has been my mantra since 1997. I look forward to rejoining the current efforts with my friend Sandy at the helm, another friend Greg York leading Business High Point and my long time supporter and friend Nido Qubein. It is an exciting time to be involved in these efforts and so much more to help High Point reach its well deserved "city on the hill" reputation. Thanks so much for your consideration for this appointment.

ANC	Resume.	doc
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Upload a Resume

○ Yes ⊙ No			
If yes, please list the year in which you participated in Leadership High Point:			
While I have never had the course, I have had the pleasure of teaching and leading the participants for nearly 15 years with the "High Point History Day". We enjoy together a 2.5 hour walking tour of the downtown area while sharing with them many important tidbits of our city's history, including some of its Heroes.			
Gender			

Have you participated in Leadership High Point?

✓ Male

<u>RÉSUMÉ</u>

Aaron Neal Clinard 803 West Farriss Avenue High Point, North Carolina 27262 Telephone: (336) 883-9226 (Home) (336) 870-5132 (Office)

Education:

Thomasville High School, Thomasville, North Carolina High School Diploma

University of North Carolina - Chapel Hill, North Carolina AB - Political Science and History

Wake Forest University, Winston-Salem, North Carolina Juris Doctor

Military Service:

U.S. Army Volunteer - Rank Sergeant E-5

Selected Top Trainee in Basic Training and Advanced Infantry Training

Tour of Duty in South Vietnam with 54th Signal Battalion (First Field Forces)

Awards: National Defense Medal

Good Conduct Medal Unit Citation Ribbon Vietnam Service Medal Vietnam Campaign Medal Army Commendation Medal

Church Activities:

Current: Member of Session and Ruling Elder, First Presbyterian

Church, High Point, North Carolina

President, First Presbyterian Church (the corporation)

Moderator, Transitional Pastor Committee

Moderator, Pastor Nominating Committee

Member/Past Moderator, Administrative Committee

Longest currently serving Stephen Minister

Former: Chairman, Endowment Committee, First Presbyterian

Church, High Point, North Carolina during this time he drafted and wrote the original Endowment Agreement

Moderator, Long Range Planning Committee

Member, Nurture Committee

Sunday School Teacher (8 years) - Senior High group

Chairman Diaconate

Chairman Associate Deacons

Member, Search Committee for Senior Minister

Founding Chairman, Board of Directors, Presbyterian Homes Foundation of North Carolina, Inc.

Member, Board of Governors, and Chairman, Strategic Planning Committee, Presbyterian Homes of North Carolina, Inc. during which time the plans and preparations were developed for what is now the River Landing Retirement Community

Civic Clubs/Activities:

Current:

Instructor/leader for "High Point History Day" under Business High Point's Leadership High Point Program

(approximately 15 years)

Chief's Advisory Committee, HP Police Department

Board of Directors, Bienenstock Furniture Library

Former: Chairman, High Point Downtown Improvement Committee

(12 years)

Page 2 of 6

Chairman, The City Project, Inc. (High Point's core city revitalization Board now Forward High Point) during which time he employed and paid with major citizen contributions the services of world-renowned architect Andres Duany. His team came to town, held several community meetings, study all aspects of the community, and then developed a detailed Master Plan of revitalization and development. The first and last meetings of this employment were held at High Point University with an attendance at both meetings of over 500 citizens. It "Ignited High Point" in a thirst for change, which became the theme of revitalization and the Plan.

President, High Point Bar Association

Chairman, Board of Directors, High Point Chamber of Commerce

Board of Directors, Family Service of the Piedmont, Inc.

President, Board of Directors, High Point Arts Council, Inc., High Point, North Carolina

President, Board of Directors, High Point Drug Action Council, Inc., High Point, North Carolina (now Green Point)

Member, Cultural Arts Facility Task Force

Chairman, Board of Directors, The Vineyard (Christian Youth Camp)

President, Litchfield Inn Council of Co-Owners, Inc. (Homeowners Association)

Volunteer, Communities in Schools, Inc. - Career Mentor Program

Member, Board of Governors, St. Catherine's School, (Richmond, Virginia)

Chairman and Board of Trustee Member, Westchester
Page 3 of 6

Academy, Inc. (independent school), High Point, North Carolina

Lt. Governor appointee Member, N.C. General Assembly Legislative Study Commission on Youth and Children

Board of Directors, Uwharrie Council, Boy Scouts of America

Board of Directors, High Point Country Club, Inc.

Member, City of High Point Land Use Study Committee

Board of Director Member, High Point Rotary Club, High Point, North Carolina

Executive Committee and Board Member, High Point Chamber of Commerce, Inc.

Executive Committee and Member, Board of Directors, Hospice of the Piedmont

Liaison Member, Board of Directors, High Point Economic Development Corporation (1997-2013)

Liaison Member, Board of Directors, High Point Convention and Visitors Bureau

Member, High Point Showroom Association (High Point Design Center)

Founding Member, "High Point Heroes" Committee

Advisory Committee, Junior League of High Point

Honors/Awards:

Along with wife Lyl MacLean Clinard recently elected to receive the North Carolina Museum of History Foundation Philanthropy Award for 2022, which was established to recognize individuals and organizations for their outstanding contributions to the preservation, study, or understanding of North Carolina history.

Honored with his wife as Honorary Chairs at the 2019 Spring Frolic (major fund raiser)

for the NC Museum of History

Centennial Award from North Carolina and High Point Bar Associations for Outstanding and Exemplary Community Service

Chairman's Award, High Point Convention and Visitors Bureau

Distinguished Citizen of the Year, High Point Chamber of Commerce

Small Business Advocate of the Year, High Point Chamber of Commerce

Legislative Intern - N.C. General Assembly (assigned to Senate Judiciary I)

U.S. Congressional Intern - U.S. Representative Harold D. Cooley

Vice President, Freshman Class, UNC, Chapel Hill

State High School Debating Championship (tied for 1st place)

President, State Student Council Congress of North Carolina

U.S. Junior Senator, U.S. Senate Youth Program (William Randolph Hearst Foundation)

President, sophomore, and Senior Classes

Vice President, Student Council

Ancestorial /Fraternal Organizations:

Society of the Cincinnati Jamestowne Society Magna Charta Barons Society of the Descendants of Washington's Army at Valley Forge Alpha Tau Omega Fraternity Phi Delta Phi Legal Fraternity

Employment:

Attorney with AV rating - highest legal-ethical designation by Martindale-Hubbell Law Directory

Admitted to practice before the United States Supreme Court

Retired as Senior Partner and Manager, Fisher, Clinard & Cornwell, PLLC, Attorneys at Law. Oldest law firm in High Point, North Carolina and included in the Martindale-Hubbell Register of Preeminent Lawyers

Former Legal Counsel and Consultant for High Point Chamber of Commerce

Current Chairman and Director, Local Advisory Board, Branch Banking & Trust Co. (BB&T now Truist Financial), High Point, North Carolina

Certified Mediator

Representative former Clients:

Town of Wallburg – Town Attorney
High Point Chamber of Commerce – Legal Counsel
High Point Country Club, Inc. – Club Attorney
High Point Community Foundation – Legal Counsel
Representative international clients from 13 foreign countries involved in High Point
International Home Furnishings Market

Family:

Married to Lyl MacLean Clinard, daughter of Hector MacLean, Chairman Emeritus of Southern National Corporation (now BB&T Corporation and recently renamed Truist Financial), and granddaughter of North Carolina Governor Angus Wilton McLean (1925-29)

Two (2) children (MacLean and Aaron Neal Clinard, Jr.) and five (5) grandsons.

Date: February 7, 2022



High Point, North Carolina Submit Date: Feb 01, 2022 **Profile** SCOTT **HOLBROOK** First Name Last Name sholbrook@keyrisk.com Email Address 900 HOBBS RD 138 Street Address Suite or Apt **GREENSBORO** NC 27410 Postal Code Mobile: (804) 317-3946 Primary Phone Alternate Phone Key Risk, a W.R. Berkley company Employer Which Boards would you like to apply for? Economic Development Corporation: Submitted Ward you reside in? Rocker's Stadium **Interests & Experiences** Please list any work, volunteer, and/or educational experience that you would like us to consider in the review of your application. https://www.linkedin.com/in/scott-holbrook-cpcu-a12abb63 Advisory Board Member, Risk Management and Insurance, Virginia Commonwealth University, School of Business Advisory Board Member, Brantley Risk & Insurance Center Walker College of Business, Appalachian State University Scott Holbrook Resume2.pdf Upload a Resume Have you participated in Leadership High Point?

○ Yes ○ No If yes, please list the year in which you participated in Leadership High Point: Gender Male



CANDIDATE PROFILE

SCOTT HOLBROOK

Candidate for President, Key Risk

PRESENTED TO:



Presented by: Louis Hipp - Partner



SCOTT HOLBROOK

Candidate for President, Key Risk

+1 804317 3946 | sholbrook1990@gmail.com | 3130 N. Abingdon St. Arlington, VA 22207

EDUCATION

VIRGINIA COMMONWEALTH UNIVERSITY SCHOOL OF BUSINESS

1990

BS, Finance and Marketing (verification pending)

PROFESSIONAL BACKGROUND

PEAK FINANCIAL SERVICES

2017 - PRESENT

Principal / Owner

- Purchased a \$4m revenue distribution business, EBITDA 7.4%.
- Invested in technology, staff, sales and marketing.
- Introduced customer rankings and economic value into service and pricing by customer.
- Introduced job redesign and variable compensation elements.
- Focused sales toward high margin product categories.
- Expanded sales through multichannel distribution.
- 2019 projected sales of \$6.5m, EBITDA 11%.

CHUBB 2018 - 2020

Senior Vice President - Mid Atlantic Division

- A \$650M enterprise P&L accountability. 12 month growth of 10%.
- Team rebuild and baselining necessary skills through and coaching and selection.
- Driving a sales culture and operating routines.
- Change management; organization design, behavioral change, cultural change.
- Building a simplified decision-making model.

THE HARTFORD FINANCIAL SERVICES GROUP, INC.

1995 - 2016

Division Executive - Mid Atlantic Division (2011 - 2016)

Led The Hartford's commercial property-casualty financial results generated from over 1000 agent and brokers in DE, WV,
 MD, DC, VA, VC and SC, with a primary focus on the largest enterprise relationships, working through our network of four regional office locations, two Regional Vice Presidents, two Market Leads and more than 75 highly engaged employees.



- \$650M enterprise brand accountability, \$275M Middle Market P&L accountability.
- Key Financial Statistics:
 - \$15.5M Net Income, 94.2% Combined Ratio, 2% growth 2015.
 - (\$4.5M) Net Income, 110.2% Combined Ratio, 2% growth 2012.
- PA WC Strategy: subclass rate structure, price model, external data sources. PA WC CR improved 6 points year over year, 3% WP growth.
- MM rebuild in Charlotte and Baltimore: financial result, book of business, talent profile, distribution strategy.
- Talent Leadership: a proven recruiter and developer of talent. Voluntary turnover under 5%, high promotional rate, much successful recruitment, hired and developed 15 future leaders.
- Model Office Initiative: implemented productivity and efficiency standards at the market and UW level. \$9M per UW, outsourced low end of book to a centralized model, increased average premium per UW 10% in 2015.
- Drove \$100k annualized direct expense savings from real estate, scaling meetings across the territory, implemented cost controls.
- Middle Market Strategy Working Group 2012 & 2013: assessing organizational structure and alignment, product portfolio, market coverage, talent assessments, decision making and authority models.
- Change leadership and crisis management: led through 2008/2009 financial crisis, HIG stock price from \$105 to \$3.62 in 18 months, constant senior leadership change since 2009.

Regional Vice President (2006 - 2011)

- Directed profit and loss for all lines of commercial and personal insurance book totaling \$400M in WP across business units: Middle Market, Marine, Construction, National Accounts, Personal Lines, Small Commercial, Financial Products, Specialty GL.
- Designed and drove Hartford's strategic direction in MD, DC, VA, WV.
- Talent leadership through a group of 25 sales and UW staff, seven segment leaders and eight administrative support staff.
- Brand accountability for the sales and marketing of Hartford's product portfolio through 350 independent agents and brokers.

Branch Leader (2004 - 2006)

- Led growth and profit for the Hartford enterprise consisting of \$100M in written premium and 75 Independent Agents and Brokers.
- Established and executed strategies in VA and WV.
- Distribution management; developed productive relationships at all levels of the firms, negotiated and levered compensation agreements, lead sales planning, economic value analysis.
- Execute VA Property Cat Plan.

Middle Market Underwriting Leader (2000 - 2004)

- Managed commercial lines book of \$35M written premium though a team of 6 Underwriters and 4 UAs.
- Winner's Circle top performing Manager in the country 2003.
- Learned and managed the FL Property Cat Plan.
- Served as excess casualty facultative reinsurance resource.
- Participated in Middle Market redesign study facilitated by McKinsey & Company.



National Program Manager (1999 - 2000)

- Developed and implemented divisional profit improvement initiatives for a \$115M book across 5 industry programs.
- Delivered key aspects for program success; developed geo strategies, product design, market research, rate-making, UW and pricing guidance, product and design and development, distribution strategy.
- Selected for Operation Review Team focused on identifying variances to budgets / objectives and opportunity to improve operational performance in regional and field offices.

Various Positions in Claims and Underwriting (1995 - 1999)

Various Positions (1991 - 1994) - Manager of a Business Club and Mortgage Broker

ADDITIONAL INFORMATION

CERTIFICATION

Certified Property Casualty Underwriter

TRAINING

- West Point Military Academy, Leading with Character and Discipline
- University of Pennsylvania, The Wharton School, Strategy and Leadership
- Center for Creative Leadership, The Looking Glass Experiment

PROFESSIONAL / CIVIC AFFILIATIONS

- Virginia Commonwealth University Risk and Insurance Studies Center Advisory Council, 2015-Present
- Virginia Workers Compensation Research Institute, Council Member, 2008-Present
- Professional Insurance Agents of VA Board, 2007-2008

Louis Hipp

Partner

DHR International

280 Park Ave 38th Floor West | New York, NY

T: +1 212-883-6800

M: +1 203 962 3336

E: lhipp@dhrinternational.com

This report contains personal information obtained on a confidential basis; therefore its use should be controlled and strictly limited to those executives concerned with the selection of the candidate.



Submit Date: Feb 01, 2022 High Point, North Carolina **Profile** Brian Swierenga First Name Last Name brian.swierenga@cambrex.com Email Address 4180 Mendenhall Oaks Parkway Street Address Suite or Apt **High Point** NC 27265 State Postal Code Mobile: (336) 991-6056 Business: (336) 821-5330 Primary Phone Alternate Phone Cambrex Employer Which Boards would you like to apply for? **Economic Development Corporation: Submitted** Ward you reside in? NA **Interests & Experiences** Please list any work, volunteer, and/or educational experience that you would like us to consider in the review of your application. Currently work as the Site Director for a 120-person (and growing) pharmaceutical manufacturing site in north High Point. I am active at Oak Ridge Presbyterian Church serving as Elder and past-Chair of Personnel. I've volunteered with various other organizations including Habitat for Humanity of High Point and Chemistry and Engineering External Advisory Boards for Calvin University(Michigan). Swierenga 2020 Resume.docx Upload a Resume

Brian Swierenga

○ Yes ○ No

Have you participated in Leadership High Point?

If yes, please list the year in which you participated in Leadership High Point:

G	۵	n	d	ρ	r

✓ Male

(336) 821-5330

High Point, NC

VP Operations & Site Director

Senior pharmaceutical industry executive at a strategic and operational level with strong record of organizational growth and development. Broad experience in process research and chemical manufacturing in the clinical pharmaceutical industry. Additionally experienced in GMP production facility design and construction. P&L responsibility for R&D/manufacturing site business performance and operations with a strong record of year over year technical and financial improvement.

Professional Experience

Cambrex (2016 - Present)

Vice President & Site Director, Cambrex High Point

Manage all aspects of Cambrex High Point including Personnel, Site Operations, Project Execution, Financial Management and Growth Planning.

Select Activities

- Lead site budget planning and manage execution toward site financial targets
- Build and maintain customer satisfaction through quality project execution
- Develop and lead the strategic processes/plan for High Point and alignment with ESDT Business Unit and Cambrex
- Delivering profitability and revenue targets according to the strategic plan

PharmaCore, Inc. (2007 - 2016)

Chief Operating Officer (2014-2016)

Site Lead with responsibility for all staff, operational and financial aspects of the PharmaCore business. This included overseeing significant growth in staffing and revenue.

Vice President, GMP Operations (2007-2014)

Lead for all GMP manufacturing, testing and quality operations for PharmaCore's contract GMP API business. Managed the GMP Business and general site operations including customer relations, quotation generation, contract negotiations, facility operations and staff supervision.

Initially tasked with designing and overseeing construction of new 15,000 square foot manufacturing facility (\$10MM). Hired staff (hourly and professional) to complete the organization.

Pfizer (2000 - 2007)

Director, Ann Arbor Kilo Lab – Ann Arbor, MI (2003-2007)

Designed, built and managed Pfizer's GMP Clinical API manufacturing facility in Ann Arbor Michigan.

Director, Operations and Engineering – Holland, MI (2000-2003)

Manager the Pfizer and Parke-Davis GMP API pilot plant in Holland Michigan.

Including supervision of all R&D process engineering functions, process safety and physical properties labs.

Parke Davis/Warner Lambert (1987 – 1999)

Director, Operations and Engineering – Holland, MI (1999-2000)

Manager the Pfizer and Parke-Davis GMP API pilot plant in Holland Michigan.

Including supervision of all R&D process engineering functions, process safety and physical properties labs.

Process Development Engineer – Holland, MI (1987-1999)

Conducted process engineering research in support of Parke-Davis' major drug programs such as Lipitor, Neurontin, Lyrica and Accupril.

BASF (1984 – 1987)

Process Development/Group Leader, Detroit MI (1985-1987)

Conducted research and operated a small kilo facility to study polymer chemistry related to automotive coatings and their properties.

Engineering Technician, Detroit, MI (1984-1985)

Conducted testing and field trouble-shooting in the automotive coating industry

Brian S Swierenga Page | 2

Professional Activities

Member ISPE (International Society of Pharmaceutical Engineering)

Senior Member AIChE (American Institute of Chemical Engineering)

Session Chair for the Pilot Plants Division at the 1997 AIChE Spring National Meeting, Houston, TX

Member of the Industry Steering Committee for Calvin College's Chemical Engineering Program. (1998-present)

Served as Facilitator for the session: "Clinical Supplies – Drug Substance Manufacturing" at the 12th Annual GMP Roundtable meeting 2002, hosted by Eli Lilly, Indianapolis.

Lecturer on Chemical Development at University of Michigan's Pharmaceutical Engineering MSE program (Annually 2003-present)

Speaker at Hope College (2003) and Calvin College (2000) chemistry lecture series

Patents and Publications

USP 4,940,822. Substituted Benzenemethanol Compounds, Intermediates Thereof, and Preparation Thereof. Inventors: Dr. J. Davidson and Mr. B. Swierenga (Continuous reactor to produce lithiated trifluorobenzene intermediate to an API)

"Batch Record Simplification and Standardization Through SOPs and an Operations Manual" J. Iverson and B. Swierenga. AIChE 1995 Spring National Meeting, Group 12a, Houston, TX

"A Learning Experience: The Technology Transfer of the Lipid Regulator Atorvastatin" Fifth World Congress of Chemical Engineering, San Diego, CA, 1996

"Technology Transfer of the Lipid Regulator Atorvastatin" Pharmaceutical Technology. M. Hoekstra, R. Wade and B. Swierenga. (Manuscript submission withheld by legal). 1998

"The Role of Chemical Engineering in Pharmaceutical Research" Dr. R. Brummel and B. Swierenga. Chirex Process Chemistry Symposium, Amelia Island, FL, 1999

Educational Background

Bachelor of Science, Chemistry (ACS), Calvin College, Michigan 1982

Bachelor of Science, Chemical Engineering, University of Michigan, Ann Arbor, 1984