

# City of Memphis

TENNESSEE

A C WHARTON, JR.  
MAYOR

November 17, 2015

The Honorable Alan Crone, Chairman  
Personnel, Intergovernmental & Annexation Committee  
City Hall - Room 514  
Memphis, TN 38103

Dear Chairman Crone:

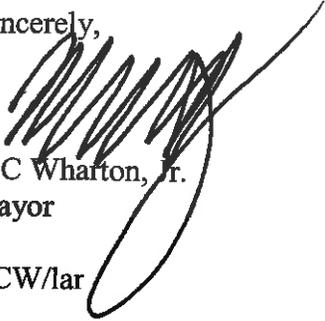
Subject to Council approval, it is my recommendation that:

**Bernal E. Smith, II**

be appointed to the Minority Business Development and Oversight Commission with a term expiring July 1, 2019.

I have attached biographical information.

Sincerely,

  
A C Wharton, Jr.  
Mayor

ACW/lar

c: Council Members



# City of Memphis

## BIOGRAPHICAL INFORMATION APPOINTMENT TO BOARD/COMMISSION

**MBDOC**

BOARD/COMMISSION

Name: Bernal E. Smith, II Race B M  F

E-Mail Address: besmith@tsdmemphis.com Fax 901-578-5037

Profession/Employer: Best Media Properties, Inc dba The New Tri-State Defender

Business Address: 203 Beale Street Suite 200 Zip 38103 Phone: 901-523-1818

Education: Whitehaven H.S., Rhodes College, B.A. Business, Union University, MBA

Name of Spouse: Towanda Number of Children: 3

Home Address: 5240 Cresser Phone: 901-359-2397

City: Memphis State: TN Zip: 38116

I certify that I am a resident of the City of Memphis (Unincorporated areas and surrounding counties are not considered). Yes  or No  If yes, how long? 43 Years

Professional Organization/Associations:

National Newspaper Publishers Association, Memphis Rotary Club, Memphis Chamber of Commerce, Black Contracting Consortium, Graduate Leadership Memphis and N.M.I.

Other Organizations/Association:

Alpha Phi Alpha Fraternity, Inc., Board Member, Memphis Urban League, Past board member, Black Business Association, Boys and Girls Clubs of Memphis,

Other Interests:

Mentoring, coaching, sports, reading, business, entrepreneurship and the growth and prosperity of the community I grew up in and love... Memphis!

Signature  Date 11/3/2015

## **BERNAL ELERY SMITH, II**

5240 Cresser  
Memphis, TN 38116  
901-359-2397  
bsmith2030@msn.com

---

### **OBJECTIVE**

To apply my business experiences and related academic training to positive change and uplift of my community and the world. Highly suited for opportunities which (1) Requires leadership and engagement with other leaders to achieve results (2) Allows for creativity, autonomy, and critical thinking and (3) Requires diligence, professionalism, effective analytical and communication skills, and a high level of integrity and initiative.

### **BUSINESS OVERVIEW**

Background includes concentrated experience in media, business turnaround, business and relationship management, fiscal management, coaching/advising, client contact, deal structuring, portfolio management and project management. Offer knowledge/capabilities regarding (1) Diversity, (2) Negotiations, (3) Finance and (4) General Business Operations.

- Entrepreneurship and small business development expertise
- Corporate and small firm experience
- Economic development and active board experience
- Change Agent

### **PROFESSIONAL EXPERIENCE**

#### **President and CEO, Best Media Properties, Inc. and Tri-State Defender, Inc.**, Memphis, Tennessee 2010- Present

- Set strategic vision and direction for multi-media business including print publication
- Rebranded, repositioned, and reviving print publication with 64 year history
- Manage staff full time staff of 7 and part-time/contract staff of 5
- Plan, produce and finance high level events, including Best in Black Awards, Women of Excellence and Men of Excellence
- Launched TSD Television, internet television platform
- Aggressively growing company revenues and profits towards being a major regional media player
- Regular political and community commentator on various television news stations in the Greater Memphis area
- TSD Brand Ambassador
- Launched Cash Mobs Memphis, initiative to promote and bring about greater turn of dollar in black community

#### **Managing Director of Source One Capital Group & B.E. Smith and Associates**, Memphis, Tennessee 2007 – 2011 *B.E. Smith & Associates*, Business Strategic Consulting Firm

- Growth strategies, business structure, relationship building for emerging businesses
- Business and Strategic Planning and Execution
- Business and Industry Analysis
- Strategic Communications and Media Relations/Target Placement for Branding and Awareness
- Assist Business Owners in Accessing Resources and Incentives for business growth
- Assist Business Owners with Establishing Corporate/Business Credit and Certifications
- Easy Incorporation/LLC process including, EIN, D&B and Operating Agreement/Articles of Incorporation
- Enhanced Accessed to Capital/Assist in the Restoration and/or Improvement of Personal Credit

#### **Vice President, Community and Economic Development** Memphis, Tennessee, April 2006 – January 2008

- The Enterprise Corporation of the Delta/Hope Community Credit Union*, Established Memphis operations for regional Credit Union and Community Development Financial Institution. Leading nine person team in business development, outreach, communications and strategy execution/implementation.
- Asked by company President and CEO to come back to set up and manage Memphis operations.
  - Negotiated for and secured space and resources for initial operations
  - Utilized relationships to build early support/deposits of \$800K
  - Develop and manage business in Greater Memphis area as well as Jonesboro, AR and Greenville, MS.
  - Built initial membership base of 200 members in 10 months
  - Developed new loan pipeline of over \$4MM

- Developed and implemented effective marketing strategies, establishing recognition, and building client inquiries and referrals- including a May 22, 2007 article in the Business section of the Commercial Appeal
- Spoke to over 1,500 potential members on one day series of seminars/ presented to numerous groups and affiliates
- Providing ongoing "coaching" to team members to assist in work plan development and carry out.

**Vice President Existing Business Services** Memphis, Tennessee, May 2002 – March 2006

*Memphis Regional Chamber* Primarily responsible for enhancing businesses in the Memphis MSA, by promoting economic growth and seeking solutions to the encumbrance of growth

- Managed existing business team of 10 professionals from various organizations to effectively provide service to the business community making over 500 calls per year.
- Successfully coordinated existing industry resources to provide effective, efficient delivery of services to the business community with an average annual retention rate of 90%.
- Encouraged commercial/industrial retention, expansion, and relocation in the Memphis MSA by working with top management of local firms to resolve issues and identify resources
- Developed/maintained contact and open line of communication with existing business community.
- Prepared/maintained up-to-date data/files on each company/industry, including executive personnel.
- Provided comparative data such as wage rates, taxes, general economic indicators, etc. for existing business community as requested.
- Spoke at various group functions on economic development to promote existing industry services and participate on appropriate committees to encourage economic development.
- Developed appropriate feedback processes to alert concerned parties of existing business issues, problems, etc. and to evaluate effectiveness of existing industry resources activities.
- Developed and managed budget for all programs under my authority.
- Cooperated with the CAO to identify existing and potential revenue returns for the Councils and Chamber programs.

**Special Asset Officer/Commercial Loan Officer** Memphis, Tennessee, February 2001-May 2002

*Bank of Bartlett* Develop workout strategies for problem credits, manage problem loan portfolio, design and implement new strategies for improving bank portfolio, lending policies, and overall asset performance.

- Analyze current portfolio for yield, risk and loss potential.
- Negotiate with businesses and business owners in strategizing to minimize losses to the bank.
- Communicate with attorneys regarding foreclosure proceedings, bankruptcies, and workout strategies.
- Report various analysis, research, and efforts to senior level management.
- Coordinate and deploy new bank policies and procedure to group of 15 lenders.
- Minimize potential losses on problem credits/borrowers, reduced losses by 25%
- Maintain, assess, and liquidate bank OREO and other repossessed collateral
- Initiate necessary action steps in mitigating risk and exposure to potential losses.
- Manage administrative staff.
- Helped shape loan policy and lending procedures to improve loan quality and minimize undue exposure.

**Assistant Vice President** Memphis, Tennessee, June 1999-January 2001

*Regions Bank.* Manage commercial loan portfolio, underwriting and development of new loans, development of new bank clients, manage administrative staff.

- Manage and build upon \$10.5MM loan portfolio
- Took on challenge to become the SBA lender and portfolio manager for Memphis area, no other lenders volunteered.
- Analyze and critique various companies and industries related to bank lending activities.
- Network business owners, leaders, CPAs, and attorneys to establish rapport and obtain future business referrals.
- Prepare quality credit proposals and analyses for use in credit decisions and loan monitoring/ review.
- Communicate and negotiate with partners and resource providers on various deals and projects.
- Maintain aggressive call schedule in efforts to build new business with the greater Memphis area.

**Senior Business Development Officer** Jackson, Mississippi, September 1995 – May 1999

*The Enterprise Corporation of the Delta* Developed portfolio of clients for various debt and equity products within development financial institution. Conducted thorough business, industry, and financial analyses to determine appropriate financing, advise management, and broker services.

- Established and maintained effective referral and informational network within 20 county business territory.
- Established a working database of over 1,000 contacts consisting of banks, civic and community groups/leaders.
- Developed and managed loan production in 20 county territory between Memphis and Jackson.

- Promoted to Senior Business Development Officer in 1997 from Business Development Officer.
- Prepared quality credit proposals and analyses for use in credit decisions and loan monitoring/ review.
- Developed effective marketing strategies, establishing recognition, and building client inquiries and referrals.
- Led business development team in new business production in 1996 and 1997

#### **EDUCATION**

**UNION UNIVERSITY, McAfee School of Business** Germantown, Tennessee  
MBA, Global Business Management  
**RHODES COLLEGE**, Memphis, Tennessee  
BA, Business Administration emphasis in Finance

#### ***Training/Seminars/Consulting Work:***

- Christian Brothers University- Executive Management Institute
- Certified Business Retention and Expansion Specialist
- University of Southern Mississippi- New South Economic Development Course
- Community and Public Relations Consulting with Community Education Partners, 06-07
- Magnetic Leadership Executive Leadership Training- Dr. Beverly Smallwood
- Certified Business Retention and Expansion Specialist- 2004
- U.S. Chamber of Commerce Workforce Development Leadership Course I and II
- Center For Non-Profit Excellence/Washington D.C. - Fellow Candidate 2007

#### **CIVIC ACTIVITIES, HONORS AND INVOLVEMENTS**

Leadership Memphis- Class of 2004  
Board Member- Memphis Academy of Health Sciences  
Former Member- Memphis Entrepreneurs Roundtable  
100 Black Men of America – Past President Memphis Chapter  
Rhodes College Outstanding BSA Alum, 2001  
Alumni Member- Alpha Phi Alpha Fraternity, Inc.  
Board Member- Life Line to Success  
Whitehaven High School Alumni Hall of Fame

Business Dev. Center- Advisory Council  
Volunteer- Boys and Girls Clubs of Memphis  
Past Board Member- Black Business Association  
Past Member- Coalition for a Better Memphis  
Memphis Business Journal- Top 40 Under 40  
Board Member- Memphis Urban League  
Leadership Intensive- New Memphis Institute  
Phi Beta Sigma- AA Male Image Award

**MINORITY BUSINESS DEVELOPMENT AND OVERSIGHT COMMISSION**

**9 Member Board & 2 Ex Officio Members**

**3 Year Term**

<b>Avant, Shante - resigned</b>	<b>B/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Black, Anita</b>	<b>W/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Baur, Shelley Page</b>	<b>W/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Hearn, Christopher - resigned</b>	<b>B/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Hill, Marcel -resigned</b>	<b>B/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Moore, Judith Black</b>	<b>B/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Scott, Clarence R.</b>	<b>B/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Schuermann, David M.</b>	<b>W/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Williams, David</b>	<b>W/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>

**Janis Fullilove (Council Liaison)**

# City of Memphis

TENNESSEE

A C WHARTON, JR.  
MAYOR

November 17, 2015

The Honorable Alan Crone, Chairman  
Personnel, Intergovernmental & Annexation Committee  
City Hall - Room 514  
Memphis, TN 38103

Dear Chairman Crone:

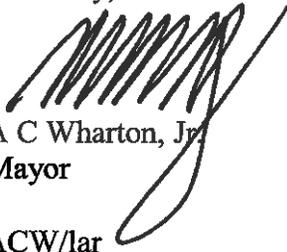
Subject to Council approval, it is my recommendation that:

**Sandra K. Walls**

be appointed to the Minority Business Development and Oversight Commission with a term expiring July 1, 2019.

I have attached biographical information.

Sincerely,

  
A C Wharton, Jr.  
Mayor

ACW/lar

c: Council Members



# City of Memphis

## BIOGRAPHICAL INFORMATION APPOINTMENT TO BOARD/COMMISSION

**MBDOC**

BOARD/COMMISSION

Name: Sandra K. Walls Race Black M  F

E-Mail Address: swalls@ail-llc.com Fax 901-278-0255

Profession/Employer: AVPOL International LLC dba AIL Logistics Solutions

Business Address: 1320 Peabody Avenue  
Memphis, TN Zip 38104 Phone: 901-278-0203

Education: Masters

Name of Spouse: Not Applicable Number of Children: 1

Home Address: 2680 Lakecrest Circle Phone: 901-357-6828

City: Memphis State: TN Zip: 38127

I certify that I am a resident of the City of Memphis (Unincorporated areas and surrounding counties are not considered). Yes  or No  If yes, how long? 64 years

### Professional Organization/Associations:

Recent Chair, Alumni Engagement Committee, Leadership Memphis Board of Directors; Board of Advisors, ECOP (Memphis Leadership Foundation); National Association, National Petroleum Management Association (NPMA); Board Member, Influence One Foundation

### Other Organizations/Association:

Alpha Kappa Alpha Sorority (Life Member), Logistics Officers Association, Memphis Area Chamber of Commerce Board of Advisors, National Association of Women Business Owners, Team Up Memphis (Grizzlies Foundation)

### Other Interests:

Mentoring children and other small businesses

Signature

Date

11/2/15



## **SANDRA K. WALLS**

**President and Chief Executive Officer**

**AVPOL International LLC dba AIL Logistics Solutions**

**Lieutenant Colonel, USAF-Retired**

**B.S. Economics, Lemoyne-Owen College, Memphis, TN, 1972**

**M. A. Business Administration, Webster University, St. Louis, MO, 1975**

**M. S. Instruction, Curriculum, Leadership, University of Memphis, Memphis, TN, 2000**

### **CAREER ACHIEVEMENTS**

- Nominated and selected to Air Force's prestigious Education with Industry Program with Shell Oil Company, Houston, TX. Expertly negotiated and bartered millions of gallons of crude and refined fuel products to meet Shell's military, civilian, and operational requirements.
- Senior logistics manager for two retail supply functions, valued at \$71 million and \$31 million respectively. Units nominated Best in Command. Initiated and directed all actions to affect the development and execution of the Directorate of Air Force Fuels Policy Strategic Plan.
- As T-37 Program Manager, led diverse team of aircraft structural engineers, inventory managers, support equipment specialists, and contracting specialists in developing nine-year, three-phased plan for largest aircraft modification program in the Air Force -- \$212 million T-37 Structural Life Extension Program. Project completed six-months ahead of schedule. Selected Program Manager of the Year.
- Hand-picked to oversee programming actions to support Secretary of Defense-directed, personnel reductions and base closures in the United Kingdom (England). Managed over \$50 million in renovations and new construction projects; moved over \$300 million in supplies and equipment, and monitored over 5000 personnel reductions.
- Developed Air Staff-directed logistics supportability assessment to determine feasibility of replacing the forward air control, O-2 aircraft with a modified T-37 aircraft. Assessment drove decision by Air Force to retire the O-2.
- Government representative and assistant to CEO, Hamilton Standard. Resolved long-standing problem with repair parts for F100 engine by directing parts' and repair production. Resupply rates improved 50%.
- As Director of Supply, led organization to earning the Outstanding Professional Performer Award by the United States Air Forces Europe. First time ever for a support unit.
- Expertly oversees fiscal and management operations for company, four branch locations and 130 employees in 32 states. Reduced overhead and streamlined processes to empower staff to make better and more informed business decision. Aged invoices dropped 78 percent in first month of corporate ownership.

## **BUSINESS EXPERIENCE**

- **AVPOL INTERNATIONAL LLC DBA AIL LOGISTICS SOLUTIONS, MEMPHIS, TN 10/01 –PRESENT CORPORATE PRESIDENT AND CHIEF EXECUTIVE OFFICER** responsible for the day-to-day operations and management of a multi-million dollar company. Direct and facilitate processes for company growth and profit
- **AIR FORCE JUNIOR RESERVE OFFICER TRAINING CORPS (AFJROTC), TUNICA, MS. 7/99 – 7/01:** Senior Aerospace Instructor and Program Administrator responsible for directing, planning, coordinating, training, and facilitating leadership activities for student cadets. Unit won first ever Outstanding Unit Award
- **AIR FORCE JUNIOR RESERVE OFFICER TRAINING CORPS, SURRATTSVILLE, MD, 9/95 – 12/96:** Assistant Aerospace Instructor, assisted in the directing, planning, and coordinating of leadership skills training for all first year AFJROTC cadets
- **LOGISTICS OFFICER, UNITED STATES AIR FORCE (USAF), 8/73 – 9/95,** serving over 22 years in the United States Air Force in varying capacities to include:
  - **Matériel Control Officer, Little Rock AFB, AR, 11/73 – 6/76:** Directed all logistics support for Titan II Missile System.
  - **Fuels Operations Officer, Clark AB, RP, 7/76 – 7/77:** Responsible for wholesale and retail operational management and distribution of petroleum, oils, and lubricants to military and civilian customers.
  - **Stock Control Officer, Clark AB, RP, 7/77 – 8/78:** Responsible for inventory control of supplies and equipment for wholesale supply operation.
  - **Fuels Management Officer, Edwards AFB, CA, 9/78 – 9/80:** Responsible for the storage, receipt, and issue of petroleum and chemicals to support Air Force Flight Test Program.
  - **Fuels Management Officer, Osan AB, RK, 10/80 – 10/81:** Responsible for the storage, receipt, and issue of petroleum products.
  - **Education with Industry, Shell Oil Company, Houston, TX, 11/81 – 8/82:** Participated in a career broadening program with industry counterparts, learning every aspect of crude refining, quality control, and product distribution of refined petroleum products.
  - **Fuels Management Officer, Blytheville AFB, AR, 11/82 – 11/84:** Responsible for the storage, receipt, and issue of petroleum products.
- **Director of Supply, San Vito, Italy, 11/84 – 4/86**  
Directed all supply, equipment, and fuels operation in support of Electronic Security Command.
- **Program Manager, Kelly AFB, TX, 4/86 – 6/88:** Facilitated all planning, programming, and budgeting actions to support the T-37 and T-38 aircraft.

- Deputy Director, Quality Assurance and Technical Service, Defense Fuel Supply Center, Alexandria, VA, 6/88 – 8/91: Facilitated processes in the development of petroleum quality assurance policy, practices, and procedures for the Department of Defense. Reviewed technical proposals of prospective government contractors, participating in the bid-evaluation, pre-award processes.
- Commander, Supply Squadron, Mildenhall, UK, 9/91 – 9/92  
Managed wholesale supply and fuels operations in one of largest supply accounts in Air Force.
- Base Closure Project Manager, Mildenhall, UK, 9/92 – 9/93  
Facilitated and managed all base closure actions for the United Kingdom.
- Director, Air Force Fuels Policy, Pentagon, D. C., 9/93 – 9/95  
Directed all staff actions to develop policy relating to Air Force fuels operations and management.

#### **MAJOR AWARDS AND DECORATIONS**

- Air Force Commendation Medal (3)
- Joint Meritorious Service Medal
- Meritorious Service Medal (2)
- Outstanding Unit Award
- Order of the SPR, National Petroleum Management Association
- Top 10 Super Business Woman of the Year, 2012, Memphis Business Journal
- Small Business Administration (SBA) 8(a) Company of the Year, 2008
- Featured in Black Enterprise Magazine, 2012
- Featured in Fortune Magazine and INC 5000 as One of Fastest Growing Companies in the U. S.
- Featured in the Top 100 Inner City Companies, Woman-Owned Companies in the U.S.

#### **PROFESSIONAL AND COMMUNITY AFFILIATIONS**

- Member, Alpha Kappa Alpha Sorority, Incorporated (Life Member)
  - Charter Member and First President, Tau Sigma Omega, London, England
  - Charter Member, Psi Zeta Omega Chapter, (First AKA Cyber Chapter) Newton, Tennessee
- Member, National Petroleum Management Association
- Member, National Association of Government Contractors
- Member, National Women's Chamber of Commerce
- Member and Alumni Committee Chair, Board of Directors, Leadership Memphis
- Member, Memphis Area Chamber of Commerce (MACC)
  - Leads Matchmaking Task Force, Small Business Council, MACC
  - Member, Board of Advisors
- President/Founder, Children Can Outreach Ministry

#### **BUSINESS CERTIFICATIONS**

- Certified by Small Business Administration
  - Graduated 8(a), nine-year Business Development Program, April 2014
  - Woman-Owned Small Business and Economically-Disadvantaged Woman-Owned Small Business
- Certified Disadvantaged Business Enterprise (DBE) by Department of Transportation (DOT)
- Certified by National Women's Business Enterprise Network Council (WBENC)
- Certified by Mid-South Minority Business Council as MBE, SBE, and LOSB

**MINORITY BUSINESS DEVELOPMENT AND OVERSIGHT COMMISSION**  
**9 Member Board & 2 Ex Officio Members**  
**3 Year Term**

<b>Avant, Shante - resigned</b>	<b>B/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Black, Anita</b>	<b>W/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Baur, Shelley Page</b>	<b>W/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Hearn, Christopher - resigned</b>	<b>B/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Hill, Marcel -resigned</b>	<b>B/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Moore, Judith Black</b>	<b>B/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Scott, Clarence R.</b>	<b>B/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Schuermann, David M.</b>	<b>W/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Williams, David</b>	<b>W/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>

**Janis Fullilove (Council Liaison)**

# City of Memphis

TENNESSEE

**A C WHARTON, JR.**  
**MAYOR**

November 17, 2015

The Honorable Alan Crone, Chairman  
Personnel, Intergovernmental & Annexation Committee  
City Hall - Room 514  
Memphis, TN 38103

Dear Chairman Crone:

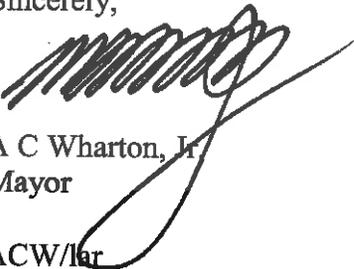
Subject to Council approval, it is my recommendation that:

**Sylvester Tate**

be appointed to the Minority Business Development and Oversight Commission with a term expiring July 1, 2019.

I have attached biographical information.

Sincerely,



A C Wharton, Jr.  
Mayor

ACW/lar

c: Council Members



# City of Memphis

## BIOGRAPHICAL INFORMATION APPOINTMENT TO BOARD/COMMISSION

### BOARD/COMMISSION

Name: Sylvester Tate Race AA M  F

E-Mail Address: state@tatecomputersystems.com Fax 901-255-1371

Profession/Employer: Tate Computer Systems

Business Address: 3800 Hacks Cross Rd., Ste 103  
Zip 38125 Phone: 901-377-1901

Education: Bachelor of Science University of Memphis

Name of Spouse: Tausha A. Trent-Tate Number of Children: 5

Home Address: 7250 Leeward Cove Phone: 901-569-8208

City: Memphis State: TN Zip: 38125

I certify that I am a resident of the City of Memphis (Unincorporated areas and surrounding counties are not considered). Yes  or No  If yes, how long? 1 Yr 4 Months

Professional Organization/Associations:

Other Organizations/Association:

Society of Entrepreneurs

Other Interests:

Golf, Tennis, Swimming, Biking, Political Issues, Economic Development, Public Speaking.

Signature  Date 11-9-15



Tate Computer Systems, Inc.  
3800 Hacks Cross Rd., Suite 103  
Memphis, TN 38125  
p 901.377.1901 • f 901.590.1858

## **SYLVESTER TATE**

**3800 Hacks Cross Road Suite 103**

**Memphis, TN 38125**

**901-377-1901**

### **CHIEF EXECUTIVE OFFICER**

A highly qualified Executive Manager offering more than 23 years of management experience within the Sale of Hardware, Software, Field Service and Support in the area of today's IT Industry. I am result-focused and effectively proven ability to turn around quality processes and reporting.

### **PROFESSIONAL EXPERIENCE**

#### **Tate Computer Systems, Inc. – Memphis Tennessee**

**1988 through current**

Direct all daily operation and manage personnel through a tier-one management team that report to me daily on the result of sales, finance, field service, quality processes, turnaround time, customer service issues, and employees matters.

**US Navy 1977 to 1994**

Active duty for 7 years and 10 years in the reserve as an Aviation Avionic Systems Specialist

### **EDUCATION**

#### **Southwest Tennessee Community College**

Associate Electronic Engineering Technology

**B.A., University of Memphis**

Electronic Engineering Technology

**Executive Management Institute**

**Christian Brother College – Memphis Tennessee**



Tate Computer Systems, Inc.  
3800 Hacks Cross Rd., Suite 103  
Memphis, TN 38125  
p 901.377.1901 • f 901.590.1858

### **Boards**

**Board of Trustee - Pink Palace Museum, Memphis Tennessee**

**Work Force Investment Board (City Mayor Appointment) - Memphis Tennessee**

**Executive Board of the Tennessee Board of Applied Technology**

**Mid-South Minority Business Council Input Committee Chairman**

### **Volunteer and Charitable Contributions**

**Mid-South Fair Town Hall Meeting**

**Boys and Girls Club**

**Ronald McDonald House**

**ST Jude Research Hospital**

**MINORITY BUSINESS DEVELOPMENT AND OVERSIGHT COMMISSION**  
**9 Member Board & 2 Ex Officio Members**  
**3 Year Term**

<b>Avant, Shante - resigned</b>	<b>B/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Black, Anita</b>	<b>W/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Baur, Shelley Page</b>	<b>W/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Hearn, Christopher - resigned</b>	<b>B/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Hill, Marcel -resigned</b>	<b>B/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Moore, Judith Black</b>	<b>B/F</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Scott, Clarence R.</b>	<b>B/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Schuermann, David M.</b>	<b>W/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>
<b>Williams, David</b>	<b>W/M</b>	<b>07-01-16</b>	<b>3yr. Term</b>

**Janis Fullilove (Council Liaison)**