



FRANK WHITE, JR.
Jackson County Executive

EXECUTIVE ORDER NO. 16-10

TO: MEMBERS OF THE LEGISLATURE
CLERK OF THE LEGISLATURE

FROM: FRANK WHITE, JR.
COUNTY EXECUTIVE

DATE: APRIL 18, 2016

RE: APPOINTMENTS TO THE COMMUNITY ADVISORY COMMITTEE OF
THE HEALTH CARE FOUNDATION OF GREATER KANSAS CITY

I hereby make the following appointments to the Community Advisory Committee of the Health Care Foundation of Greater Kansas City:

LaShawn D. Walker is appointed to fill the vacancy occasioned by the expiration of the term of Leslie A. Fields, for a term to expire December 31, 2018. A copy of Ms. Walker's resume is attached.

Art Chaudry is appointed to fill the vacancy occasioned by the expiration of the term of Jill Kanatzar, for a term to expire December 31, 2018. A copy of Mr. Chaudry's resume is attached.



Frank White, Jr.
County Executive

4/18/16

Date

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MARY JO SPINO
COUNTY CLERK

LaShawn D. Walker

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Lee's Summit, MO 64064
816-260-4159(c)
E-Mail: mwrozelles@aol.com

4 ½ years of experience as Founder and Executive Director of the Non-Profit Organization, Suburban Balance, a grassroots organization that provides cultural and educational activities and events to suburban kids to help them experience a well-rounded, well-balanced life while living in their suburban community; Community Organizer and passionate advocate for cultural exposure. I have established a 25 year career as an enthusiastic Sales Professional with solid sales and management background including the healthcare industry (Pharmaceutical sales) and the banking Industry.

Accolades, Awards & Recognition:

2016 “Women of Distinction” Honoree

Examiner Newspaper selected me as a 2016 “Women of Distinction” Honoree for my work with Suburban Balance, a non-profit organization I founded 4 ½ years ago. The award was created to spotlight and recognize the important role women play in society and in the economy.

Profile:

- Background encompasses extensive professional experience in the following areas:
Organization Founder and Executive Director; Pharmaceutical Sales; Sales Management; Small Business Owner/Operator; Bank Sales and Management
- Strengths:
Community organizing; Building relationships; Developing and delivering sales presentations; Excellent verbal and written communication skills; personable and professional; Strong relationship building skills with healthcare professionals & hospitals, top level executives, CMO's and VP's at major corporations, hospitals and clinics; self-motivated; positive; ambitious; strong work ethic; excellent organizational and customer service skills; Bringing in new business to increase company's bottom lines.

Organization Achievements:

- Community Outreach:
Started an organization with 5 families to fulfill an important gap of cultural exposure for kids growing up in the suburbs. Tripled the number of new families in a short period of time, now serving over 100 suburban kids in 4 ½ years. Kids learn about black history, politics, Scholarship opportunities, preparing and planning for college and more. Participate in community service, develop leadership skills, plan and organize events and more.
- Community partnership:
Suburban Balance has been approved by the staff at Blue Springs South to create its first ever Black History Display for the high School
- Media Coverage: Described by the Lee's Summit Journal as an organization for “Learning and Fun”. Suburban Balance was the cover story during Black History Month in Feb 2016.

M.A. Chaudry Biography

Art Chaudry is a broad based executive with in-depth expertise, experience and positive impacts in private, public and not-for profit sectors. With core competencies in Operations, Finance and General Management, he has led strategic, financial and tactical initiatives to grow revenues, improve productivity and achieve superior results in diverse companies and organizations from large multinationals to small not-for-profits. He has provided leadership in growth, mergers, acquisitions, restructuring and turnaround environments, leveraging his capacity for people, project and process management. The range, depth and breadth of his experiences have enabled him to exceed shareholder expectations in consumer goods, sports/entertainment, financial services and public service. His passion for diversity, inclusion and multiculturalism has helped him build strong and diverse teams to tackle challenges and assignments.

Art's business career began with Johnson and Johnson, where he advanced to the position of National Planning Manager for its Personal Products Division overseeing the supply chain management function. He was recruited by Marion Labs in Kansas City as the Director of Operations and Material Planning, progressing rapidly with what eventually became one of the largest pharmaceutical companies in the world, Sanofi-Aventis. He served in various capacities and positions of increasing responsibility including Operations Controller, Vice President of Global R&D Planning and Administration and Vice President for Global R&D Finance and Controlling. He later joined Kansas City Royals, a Major League Baseball franchise as its Senior Vice President of Business Operations and Administration. He then answered the call for public service by accepting a four year appointment as the Chief Administrative Officer for Jackson County in Kansas City. He also was the Executive Vice President and the CFO of Union Station. Having served as the Chief Operating Officer of Swope Community Builders since 2010, he was promoted to become its President / CEO in January, 2014.

Art received a B. S. Degree in Civil Engineering from the University of Illinois in Champaign-Urbana. He also has an MBA in Management from the Loyola University of Chicago. In addition, he has done Post Graduate work at Northwestern, Stanford, Columbia and Wharton School of Business.

Art is a respected business and community leader who has worked effectively with a broad range of community, public and private sector stakeholders. He is on the Board of the Urban League of Greater Kansas city, where he previously served as its Chairman. He works tirelessly to promote causes that build bridges across racial, religious and ethnic lines, and improve the quality of life for people in the metropolitan areas. He is a member of the Board of Directors of the Advancement Board of the University of Kansas Medical Center and Hospital, the Greater Kansas City Interfaith Council and is on the Board of the Urban Neighborhood Initiative, one of the Chamber of Commerce "Big Five" Initiatives. He recently was appointed to the Board of Directors of Heart to Heart International. Art is married to Joochi and is the proud father of Saira, an attorney in the Federal Bankruptcy Court and Rafi, a film maker and entrepreneur.

Areas of Expertise

- Community organizing and outreach
- Executive experience-running a successful non-profit
- Territory development and management
- Marketing products and services and introducing new products and services
- Sales, Management and Marketing
- Carrying out mission and vision of companies I represent
- Consultative selling to build and maintain relationships
- Meeting/exceeding sales goals
- B2B Sales and Marketing

Professional Experience:

Client Relationship Manager-March 2014-current

UMB Bank, N.A.

Loan Officer, New Accounts Specialist, Client Advisor, Business Development (Consumer & Business Loans)

Area Sales Manager- Jan 2009-Sept 2013

DISH Network, LLC.

- Promoted by Regional Sales Manager to the Area Sales Manager position to grow the commercial national accounts business throughout the central region of the United States. (closed deals with major corporation that has a franchise base of 5,000 locations) Secured Vendor Partnerships.
- Recognized on performance reviews for being one of the top sales representatives on the commercial national accounts team.
- Built strong relationships with National Account clients to obtain and maintain a strong referral based partnership with client in order for client to refer their franchisees to Dish.
- Increased the Commercial National Account Business by winning the business of major corporations with multiple locations to become Dish clients.
- Executed a consultative selling strategy each time I met with clients to build sustainable relationships with referral customers.
- Marketed Dish products and services and represented company in a professional manner at National Trade Shows throughout the country.
- Met with key clients to professionally present proposal and negotiate contracts with top level executives.
- Worked closely with marketing colleagues to design marketing material to promote our products to parent companies of national chains.
- Developed and implemented strategic sales plans and tactics to meet corporate goals.
- Managed the sales cycles from prospect through contract completion.
- Monitored and evaluated the activities and products of the competition.

Business Account Sales Executive (promoted) - Jan 2008-Jan 2009

- Recruited and hired new employees.
- Trained and coached staff on new products and effective selling techniques and skills.

Assistant Branch Sales Manager (promoted)-Sept 1996- Jan 1998

Bank of America

- Assisted Sales Manager with developing new business and creating marketing campaigns.
- Ranked #1 Assistant Manager in the region for motivating staff members to exceed sales goals.
- Successfully completed extensive 6-month management training program/graduated at the top of my class and was one of the first managers to be placed in a branch

Personal Banking Representative-June 1993-Sept 1996

Bank of America

- Sold Bank retail products and delivered excellent customer service.
- Increased sales through consistent customer referrals.

Education

Missouri State University, Springfield, MO. Graduated Dec. 1992

Bachelor of Science in Communications Management/Public Relations

DISH Network, LLC

- Received a promotion for consistently meeting and exceeding sales goals.
- Recognized by Regional Sales Manager for developing marketing strategy to sell to Doctor's offices, dental clinics and medical societies.
- Leveraged my past relationships with physicians to sell programming packages and services to help enhance their patient experience in waiting room areas.
- Selected by Regional Director to train and mentor new sales representatives.
- Grew sales and market share in the small business community throughout my territory which resulted in a promotion to Area Sales Manager position within one year.

Co-Owner/Operator- May 2003-Nov 2007

Designer's Outlet

- Started home base furniture business and grew business from catalog sales to opening store.
- Built business on consumer referrals which led to investing in a store front.
- Responsible for all facets of marketing and advertising to consumers.
- Involved in all aspects of decision making.
- Managed all aspects of sales and operations.

Pharmaceutical Sales Consultant- Feb 2000-Nov 2002

GlaxoSmithKline

- Served as district liaison.
- Recognized by Regional Manager for exceeding sales goals & target bonus
- Acted as a brand champion to carry out the mission and vision of the company.
- Partnered with Physicians to bring meaningful and useful medical educational information each week that would have impact on physician's practice and patients.
- Marketed cardiovascular, antidepressants, antibiotics and diabetic medications.
- Promoted medications to Endocrinologist, Psychiatrist, Nephrologists, Cardiologist, Internal Medicine and Family Practitioners.
- Built relationships with key pharmacists and physician's staff members to maintain a favorable relationship with all prescribers in my territory.
- Successfully planned and organized educational programs with influential physicians.
- Significantly increased sales and market share and consistently exceeded sales goals.
- Built relationships with influential hospitals in my territory (Overland Park, KCK, Shawnee Mission, and Lenexa) to promote and market medications at hospital displays.

Branch Sales Manager-Jan 1998-Feb 2000

Bank of America

- Promoted to Banking Center Manager position to increase sales at low performing centers.
- Responsible for the entire sales and operations of the banking center
- Significantly increased sales within the first 6 months.
- Managed a banking center staff of 20 plus sales and operations associates.