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Name (last, first, mi): Celski, Robert J

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City, Zip: Federal Way, 98023

Mailing Address (if different):

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Employer: IPC, USA Inc

Employer Address: 4 Hutton Centre Drive, Suite 700, Santa Ana, CA 92707

Employer Phone: (800) 936-3930

Are you a registered Voter in King County? Yes

Have you lived in Federal Way for at least a Year? Yes

Have you previously serves on a City board or commission? Yes

If yes, please list: Federal Way City Council 2012 -2016

Are you able to attend meetings?

Evening: Yes **Daytime:** Yes

1. Please identify the experience, knowledge and skills you believe that you possess which you could use in working as a City Councilmember, and specifically how they uniquely qualify you for this position. (150 Word Max.) *

The four years of experience on the council 2012 ? 2015 qualify me for this position. During this time I gained unique insight on the operation of the city government, including chairing the LUTC and member of FEDRAC during all four years. If appointed, I would hit the ground running with little lost since I left the council less than a year ago. This experience, together with my years of owning and managing businesses, as well as my 12 years as an army officer enhance my value on the council and to the city.

2. What is your understanding of the role of a council member? (150 Word Max.) *

Council members serve on the seven-person legislative body of the city. The council is responsible for policy making and establishing laws/ordinances in the city. In addition, council members serve on the various council committees where much of the legwork and information gathering is done to prepare legislation for city-staff presentation to the council. Council is active with the citizens through various

meetings, gatherings and events in the city. It is via this exposure where council can learn priorities and issues affecting the citizens where legislation and policies often begin.

3. What ideas and suggestions do you have to enhance economic development in our downtown and around the City? (150 Word Max.) *

With construction and opening of the PAEC in 2017, the city has a unique opportunity to stand out in South King County and beyond. To enhance the value of the PAEC, the council and leadership / economic development staff must sell the idea of businesses locating their retail, restaurant, commercial and hotel operations in TC III and TC IV and in other vacant locations in the city center. This, together with bringing in high value events and artistic groups into the PAEC will draw increasing tax revenue to the city. Further effort is needed to bring in marquis businesses into the former Weyerhaeuser property, possibly including manufacturing operations. Lastly, there are still many vacant properties in the office parks and retail locations around the city, such as the former Twin Lakes Albertsons. We must reach out into the region for small businesses to move in and occupy these properties.

4. Please identify what you feel are the top opportunities and priorities for the future of the City – how would you rank such issues, and how would you proceed with developing ideas and/or implementing them? (150 Word Max.) *

1 ? Public safety. Hire, train and integrate the nine new police officers into the force. Continue to expose the police into the city and work with community leaders and members to establish trust between the two

2 ? Economic development. As discussed in the previous question

3 ? Homelessness. Addressing this is possibly the most difficult of all priorities, starting with housing for the chronically homeless. Participate in the adoption of the Utah State Housing First model that has reached great success in solving the problem. Seek federal and state funding to build such housing in the city/south county, and join with other cities in the effort. Partner with businesses and non-profits in the region not only to house, but to provide case management and services to put this group back to work in meaningful jobs.

5. If appointed to the Council, what changes would you like to see? How would you go about making any change? (150 Word Max.)

Though there is good partnership between the city and the school district, I would like to see even closer ties between the two to determine how city and district leadership can enhance the student experience. This can be done by forming a committee or joint meetings with specific agenda. Secondly, as a long-term and proud resident of Federal Way, I'd like to see more effort put forth to enhance the reputation

and image of our city within the region. Partner with the chamber of commerce, churches and organizations to better expose our wonderful city in the media and the business and faith communities.

Cover Letter Attached:

Resume Attached:

<http://www.cityoffederalway.com/sites/default/files/webform/Resume%2011-16%20council.doc>

Robert J. Celski
34656 10th Place S.W.
Federal Way, Wa. 98023
(253) 720-5844

Qualifications: Extensive executive and business management background. Hands-on supervisor skilled in motivating work forces by inspiring loyalty and providing visionary leadership with excellent communication abilities. Proven expert in building and managing budget models and systems, financial models and improving cost of goods sold. Possess expert organizational, problem solving and analytical skills to improve productivity and profitability of the system

Professional experience:

March 2011 to Present: Operations and Account Manager, IPC (USA), Inc.

- Built a niche fuel business in the company over the past five years
- Grew to and operate at six locations around the US with sales of \$30,000,000
- The business is the highest gross margin unit in the company

2007 to March 2011: Owner, Setting The TREND Business Management and Nutritional Consulting

- Consultant for Alamitos Enterprises, LLC Jiffy Lube. Reduced \$thousands in expenses by eliminating unnecessary and redundant services and operations. Reduced COGS by over 3.5% through consolidation, educating the field, reporting systems and vendor negotiations
- Consultant for Forza Coffee Company, LLC. Provided budget and analytical services, forecast models, setup and operated management reporting systems
- Perform business and nutritional consulting services for other business entities and individuals

2003 to 2007: Vice President, EJT, Inc. Supervised the staff of Directors responsible for providing accounting, human resource, payroll, IT, inventory management and pricing support of a 44-store Jiffy Lube franchisee. Responsible for budgeting, analytical and modeling support for the \$36MM company

- Oversaw the merger of a 28 store franchisee with a 14 store franchisee to form a very strong and profitable company
- Molded a disjointed staff into a fully functional, quick reacting support team for 500 employees located in eight counties throughout the Puget Sound region and in Eastern Washington
- Created a robust budget model and trained leaders at the district and store levels to understand and use the budget as a target to meet and exceed financial goals
- Reduced expenses and improved inventory management and field inventory education such that the company was one of the most profitable in the entire Jiffy Lube franchise system

1998 to 2003: Vice President, Pacific Northwest Energy Co, Inc. (a division of SC Fuels) Managed the billing, accounting, admin and pricing staffs in an aggressive distributor; prepared and managed the budget; provided all operational and financial analysis; managed all government bids and contracts

- Set up a new lubricant division after purchasing a lubricant contract, including order processing, pricing, billing, product purchasing and inventory management system
- Set up budget models for four divisions within the company. Prepared and managed accurate company budgets annually for five years
- Developed and prepared a successful bid model used to gain award of \$4 million in separate government contracts at the federal, state and local levels in a six-month period

- Oversaw several acquisitions and divestitures of business assets during a period of intense growth within the company

1996–1998: General Operations Manager, Dennis Petroleum Company, Inc.

Managed all operations, in addition to business planning, execution and pricing of a fast growing distributor of fuels, lubricants and other products operating in Washington and Oregon

- Devised, wrote and published for implementation the corporate business strategy and plan, incorporating quality goals and outlining managers' objectives
- Right-sized a 30 person staff to handle growth of over 33% from the previous year while reducing unit costs of product warehousing and distribution
- Set up a pricing model for multiple profit centers based on actual cost data, including time, distance, sales volume and other variables

1993–1995: Operations Manager, Associated Petroleum Products, Inc. Operations Manager of a fast growing fuel and lubricant distributor in the Puget Sound area. Managed all operations at four plants, including customer service, receiving, warehousing, inventory management, product distribution and transportation resources

- Supervised a staff of dispatchers and customer service representatives, reducing service errors from 6% of all orders taken to less than 1.5%
- Reduced distribution expenses by over \$125,000 per year by installing management systems and measurement devices to stimulate large productivity improvements
- Installed an inventory management system to reduce backorders from over 5.5% to less than 1% of daily line items ordered, saving \$2,000 in monthly distribution costs while concurrently reducing inventory levels to save another \$1,500 monthly on the credit line

1978 – 1992: Officer, U.S. Army, serving at locations in the U.S. and in Germany. Assigned to various leadership, operations and planning functions as a U.S. Army Engineer Officer

- Achieved promotion to the rank of major in the top 5% of my year group, recognizing my years of outstanding achievement and success
- Successfully lead engineer units from 25 up to 150 soldiers in construction jobs and providing other timely engineer related support to field operating organizations
- For two years, assigned as Operations Planner on a high level staff in Germany, planning the deployment of several engineer units and equipment resources throughout the country

Education:

- Master of Science, Operations Research, U.S. Naval Postgraduate School, Monterey, CA
- Bachelor of Science, Applied Sciences & Engineering, U.S. Military Academy, West Point, N.Y.
- Graduate, U.S. Army Command & General Staff College, Ft. Leavenworth, KS

Other activities and certifications:

- Councilman, Federal Way City Council (2012 – 2015)
- Registered professional engineer, State of Virginia
- Chairman of church finance council 2010-2015
- Past president of Puget Sound Speed Skating Club
- Youth coach at Federal Way YMCA (2 years)
- Past Advisor, Reach Out Federal Way Homeless Shelter