


**RESOLUTION NO. 2697**

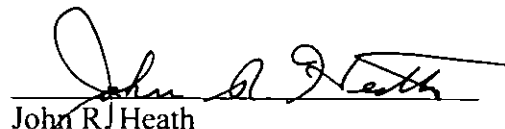
BE IT RESOLVED, by the City of Salisbury, Maryland that the following individual is appointed to the Central City District Commission for the term ending as indicated.

<u>Name</u>	<u>Term Ending</u>
Jonathan C. Pilchard	11/2018

THE ABOVE RESOLUTION was introduced and duly passed at a meeting of the Council of the City of Salisbury, Maryland held on November 14, 2016.

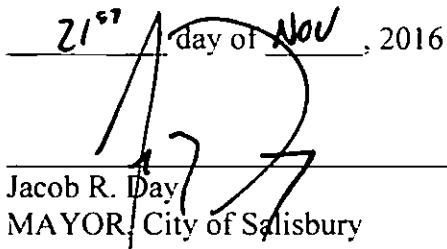
ATTEST:

  
\_\_\_\_\_  
Kimberly R. Nichols  
CITY CLERK

  
\_\_\_\_\_  
John R. Heath  
PRESIDENT, City Council

APPROVED BY ME THIS

21<sup>st</sup> day of Nov, 2016

  
\_\_\_\_\_  
Jacob R. Day  
MAYOR, City of Salisbury

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**INTER**

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**OFFICE**

# MEMO

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*OFFICE OF THE MAYOR*

**To:** Tom Stevenson, City Administrator  
**From:** Julia Glanz, Assistant City Administrator  
**Subject:** Appointment to the Central City District Commission  
**Date:** October 31, 2016

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Mayor Day would like to appoint the following person to the Central City District Commission:

<u>Name</u>	<u>Term Ending</u>
Jonathan C. Pilchard	11/2018

Attached you will find information from Jonathan C. Pilchard and the Resolution necessary for his appointment. Please forward this information to the City Council so it may be placed on their agenda for the next Council meeting. Please let me know if you have any questions.

Attachment

cc: Mayor Day  
Jennifer Miller



September 28, 2016

Jonathan Clayton Pilchard  
118 East Main Street  
Salisbury, Maryland 21801

The Honorable Mayor Jacob Day  
125 North Division Street  
Salisbury, Maryland 21801

VIA: Email

RE: Letter of Intent – Appointment to Central City District Commission

To the Hon. Mayor Day,

In an effort to serve the community for which I have been a member of for a quarter century, I wish to inform you that I intend to seek a position to serve on the Central City District Commission, with your consent and appointment. I feel I am well suited for this position based on my background in accounting and derivative and alternative investments trading. Furthermore, I am a young and ambitious entrepreneur who lives and works in downtown Salisbury. I can see the potential our fine city has and I wish to do my part in helping it achieve that potential. It is for this reason I respectfully submit to you this letter of intent to serve on the Central City District Commission. Thank you for your time and consideration!

Very Truly Yours,

A handwritten signature in black ink that reads 'Jonathan Clayton Pilchard'. The signature is fluid and cursive, with a large, sweeping flourish at the end.

Jonathan Clayton Pilchard

# JONATHAN CLAYTON PILCHARD

118 EAST MAIN STREET, SALISBURY, MARYLAND 21801  
(443) 359-0916 JPILCHARD@GMAIL.COM

## PERSONAL STATEMENT

A detailed, analytical Accounting Professional with demonstrated experience in general accounting functions, excelling at financial statement development and reporting, as well as regulatory compliance; Exhibits superior analytical skills with expertise in investments and portfolio management; Effective collaborator and consummate professional, working with business managers to resolve variances, refine forecasts, and identify opportunities for process improvements; Excellent communicator and presenter who works well with individuals at all levels of an organization; Possesses exceptional academic qualifications, including a Bachelor of Business Administration in Management from James Madison University (2012) and a Bachelor of Science in Accounting from Salisbury University (2015).

## SELECTED HIGHLIGHTS

Led day-to-day accounting functions of three separate business entities, and delivered exceptional results.

Improved methods for handling all residential and commercial accounts receivable, accounts payable, inventory, and independent subcontractor payroll for floor covering business unit.

Engaged in and expertly performed general accounting consultations for entrepreneurs and small businesses owners, including the development of pro forma financial statements

Maintained strict compliance with Financial Industry Regulatory Authority, Securities and Exchange Commission, and the accounting principles generally accepted in the United States.

Integrated software solutions to more efficiently manage accounts payable, general bookkeeping, and independent subcontractor payroll for residential and commercial real estate business units.

## EDUCATION

**Salisbury University, Salisbury, MD: 2015**  
Bachelor of Science – Accounting  
Awards/Honors: Dean's List

**James Madison University, Harrisonburg, VA: 2012**  
Bachelor of Business Administration – Management

## CORE COMPETANCIES

General Ledger Functions	Payroll	US GAAP
Cash Flow Projections	Portfolio Management	Financial Services
Accounting & Tax Software	Investments	Consulting

## ADDITIONAL CREDENTIALS

TECHNICAL SKILLS	Microsoft Office (Word, Excel, PowerPoint, Outlook, Access, Publisher) / Bloomberg BNA: Tax & Accounting/ Sage 50 / Sage Businessworks / QuickBooks Online / Quickbooks Desktop / Quickbooks ProAdvisor Certified /RFMS / ThinkOrSwim / IB Workstation/ TradingView / Adding Machine
HONORS & AWARDS	•CPA Candidate •Dean's List – Salisbury University •Ratcliff Foundation Entrepreneurship Contest – Second Round Contestant
ORGANIZATIONS	•Maryland Association of CPAs (MACPA) •American Institute of CPAs (AICPA)
INTERESTS	Entrepreneurship / Derivatives & Alternative Investments/ Politics / Environmental Science

## PROFESSIONAL EXPERI-

**Honest Oysters of Maryland, LLC**  
**Salisbury, Maryland** 2016 – Present  
*Chief Financial Officer*  
Directly responsible for the flawless execution of all financial, managerial, marketing, and compliance functions.  
Created and implemented numerous systems within the financial department that significantly increased productivity, accuracy and efficiency of accounting practices.  
Addressed complex problems as they arose and developed strategic solutions.

**Osman Diaz Capital Partners, LLC**  
**Salisbury, Maryland** 2016 – Present  
*Manager Derivatives Specialist*  
Expertly manage a diverse portfolio of exchange-traded derivative securities, ranging from equity and ETF option and spread contracts to index, energy, and interest rate futures contracts.

Orchestrate all day-to-day operational and financial compliance, reporting, and record-keeping.  
Maintain strict compliance with Financial Industry Regulatory Authority (FINRA), Securities and Exchange Commission (SEC), and the accounting principles generally accepted in the United States.  
Currently organizing and executing procedures to wind-up operations

**Blackacre Holdings, LLC**  
**Salisbury, Maryland** 2015 – Present  
*Manager*  
Oversee a growing portfolio of business interests and marketable investments.

Engage in and expertly perform general accounting consultations for entrepreneurs and small business owners, including the development of pro forma and compiled financial statements.  
Ensure the best possible results for all financial, managerial, marketing, operations and compliance functions

**S. Lee Smith, Jr., Inc. T/A Value Carpet One**  
**Salisbury, Maryland** 2012 – Present  
*Senior Accountant*

Lead day-to-day accounting functions of three separate business entities, and deliver exceptional results.  
Improved methods for handling all residential and commercial accounts receivable, accounts payable, inventory, and independent subcontractor payroll for floor covering business unit.  
Integrated software solutions to more efficiently manage accounts payable, general bookkeeping, and independent subcontractor payroll for residential and commercial real estate business units.  
Perform compliance functions for independent subcontractors while under strict deadlines and heavy workload.

**ADarchy, LLC**  
**Salisbury, Maryland** 2012 – Present  
*Member*  
Develop and maintain a captivating website and web space for e-commerce and client interactions.  
Ensure success for all financial, managerial, marketing, operations and compliance functions, including development of partnership tax returns and financial statements.

Detailed Professional & Academic References Available upon Request