

**RESOLUTION NO. 3010**

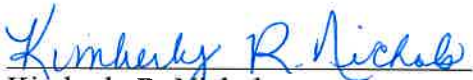
BE IT RESOLVED, by the City of Salisbury, Maryland that the following individual is reappointed to the Salisbury Historic District Commission, for the term ending as indicated.


Name  
Bradley Phillips

Term Ending  
February 2023

THE ABOVE RESOLUTION was introduced and duly passed at a meeting of the Council of the City of Salisbury, Maryland held on March 9, 2020.

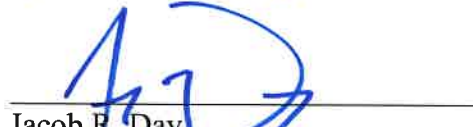
ATTEST:

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

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

APPROVED BY ME THIS

16<sup>th</sup> day of MARCH, 2020

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



City of  
**Salisbury**  
Jacob R. Day, Mayor

## MEMORANDUM

**To:** Mayor Jacob Day  
**From:** Julie English, Administrative Assistant  
**Subject:** Reappointment to the Salisbury Historic District Commission  
**Date:** March 5, 2020

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Mayor Day, the following person has applied for reappointment to the Salisbury Historic District Commission for the term ending as indicated:

<u>Name</u>	<u>Term Ending</u>
Bradley Phillips	February 2023

Attached you will find information from Bradley Phillips and the resolution necessary for his reappointment. If you approve of this reappointment, I will forward the information to the City Council so it may be placed on their agenda at the next Council meeting. Please let me know if you have any questions.

Attachments

Bradley T. Phillips  
401 Pennsylvania Avenue  
Salisbury, MD 21801  
August 3, 2016

Dear Ms. Odom:

Thank you for assisting me in the reappointment process to the Salisbury Historic District Commission. I have enjoyed serving on the Commission, and I believe that preserving the historic integrity of our community is an important task.

My family and I moved to Salisbury in 2012, and we currently live in our third historic home since we were married 16 years ago. The first two were in Denver, CO and were built in 1896 and 1910. This home here in Salisbury was built in 1928, and seems to be well known to the Commission and to the area at large. I personally enjoy maintaining and working on these old houses, with an eye towards the preservation of historic features. Where would we be as a community if we did not make a sincere attempt to preserve our architectural heritage?

In addition to my love of historic homes, I also enjoy the vintage automobile hobby. I have restored and preserved around thirty vintage vehicles of various types over the years. (Currently I'm restoring a 1917 Willys-Overland and a 1966 Sunbeam Tiger.) I have also served as a judge at national events in the Antique Automobile Association of America on several occasions.

My career has been in the technology and insurance sectors, and my wife (Dr. Maida Finch) teaches at Salisbury University. I have been a small business owner, as well as the past President of the Greater Stapleton Business Development Association back in Colorado. My wife and I are originally from Hampton, Virginia, and we have two children- Oliver (12) and Vivian (10).

Hopefully this gives the Council a brief introduction to who I am, and why I am interested in continuing as a member of the Historic District Commission. I believe the work the Commission has done over the past several years has been important, reasonable, and well accepted by the community, and I look forward to continuing to hone our process and do good civic work.

Thank you again for your consideration. My work experience is attached.

Sincerely,

Bradley Phillips

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## Experience

### Client Relations Manager- North America

**HAGERTY**

Hagerty (U.S.)

September 2014 – Present (2 years) | Salisbury, MD

Currently responsible for managing and developing strategies related to key business development and retention across Hagerty's Commercial and Private Client Services divisions in the United States and Canada.

Add Media:  Document  Photo  Link  Video  Presentation

### Private Client Services- National Account Executive

**HAGERTY**

Hagerty (U.S.)

January 2013 – September 2014 (1 year 9 months) | Salisbury, MD

Responsible for driving new business and building relationships for our Private Client Services division across the United States. This division within Hagerty focuses on the special needs of the high value or institutional collector, with impact across all lines of business. We dynamically support our clients through the direct and agency sales channels, with my personal goal of providing a truly unique level of service, knowledge, and expertise.

Add Media:  Document  Photo  Link  Video  Presentation

### Regional Sales Manager- Eastern US

**HAGERTY**

Hagerty (U.S.)

November 2009 – January 2013 (3 years 3 months) | Nashville, TN

Responsible for managing a multi-state field sales staff across in the Eastern US, utilizing my experience in specialty insurance, channel and strategic partnership development, and sales management. Our goal is to build relationships and drive business through both our agent and direct channels. We market our insurance products to clubs, institutions, and collectors by enthusiastically participating in hobby events of all kinds, in all 50 states, the UK, and Canada.

Add Media:  Document  Photo  Link  Video  Presentation

## President

### Tennebama Insurance

July 2008 – November 2009 (1 year 5 months) | Nashville, TN

Owned independent insurance agency, with an emphasis on collector auto, marine, and other specialty insurance products. Provided best of breed solutions to clients primarily in Tennessee and Alabama, on both personal and commercial lines. Dissolved company after being recruited by Hagerty Collector Car Insurance.

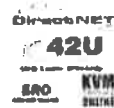
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## Director of Sales

### 42U/DirectNET

February 2008 – June 2008 (5 months) | louisville, colorado

While in the process of selling my insurance agency, I took an interim position as Director of Sales for 42U, a technology VAR in Colorado. I managed an inside and outside sales team of about a dozen people, interviewed and hired for key positions, as well as sourced and hired my permanent replacement. Left company on good terms to pursue an opportunity in Nashville, Tennessee.



Add Media:  Document  Photo  Link  Video  Presentation

## President

### Allstate/Brad Phillips & Associates

October 2003 – May 2008 (4 years 8 months) | denver, co

Started Allstate insurance agency in Denver, Colorado. Rookie of the Year for my territory, also winning multiple Regional and National production awards for Allstate. Also focused on Collector Car & Boat Insurance through Hagerty, becoming one of the top 20 producing agents in the country. Sold business in May of 2008 to another agency looking to grow by acquisition.



## **Regional Sales Manager**



**Avocent Corporation**

June 1997 – September 2003 (6 years 4 months)

Started with Cybex Computer Products in 1997 as a Territory Manager for the Mid-Atlantic states. Then became the District Manager for the Southwest, and was moved to Dallas. (I was the first field based sales person in the history of Cybex/Avocent.) Then became the Regional Sales Manager of the Southwest, and moved to Denver. Somewhere in here I was also a Major Accounts Manager. Then a Strategic Accounts Manager covering the Western states. Left company on good terms to start my own business in 2003.