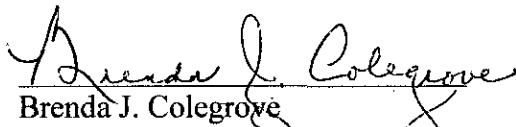


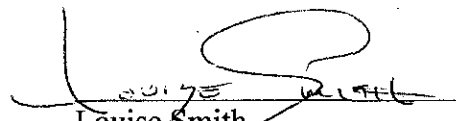
**RESOLUTION NO. 1761**

BE IT RESOLVED by the City Council of the City of Salisbury, Maryland that the following individuals are appointed to the Marina Committee for the term ending as indicated:

<u>Name</u>	<u>Term Ending</u>
Thomas W. Jones	3/2011
Maurice Kirwan	3/2011
Paul Ennis	3/2011

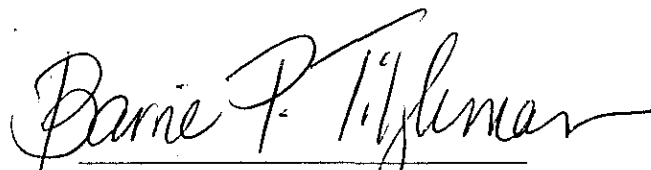
The above resolution was introduced, read and passed at the regular meeting of the Council of the City of Salisbury held on the 23<sup>rd</sup> day of March, 2009.

  
Brenda J. Colegrove  
CITY CLERK

  
Louise Smith  
COUNCIL PRESIDENT

APPROVED BY ME THIS

25<sup>th</sup> day of March, 2009

  
Barrie P. Tilghman  
MAYOR

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INTER

OFFICE

# MEMO

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*OFFICE OF THE MAYOR*

**To:** John Pick  
**From:** Sherrell McBride  
**Subject:** Appointments to the Marina Committee  
**Date:** March 17, 2009

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Mayor Tilghman would like to appoint the following persons to the Marina Committee:

<u>Name</u>	<u>Term Ending</u>
Thomas W. Jones	3/2011
Maurice Kirwan	3/2011
Paul Ennis	3/2011

Attached you will find their letters of interest and/or resumes and the Resolution necessary for their appointment. Please forward this information to the City Council so it may be placed on the agenda for the next City Council meeting. Please let me know if you have any questions.

Attachments

CC: Mayor Tilghman

March 3, 2009

Office of the Mayor, City of Salisbury  
125 N. Division Street  
Salisbury, Maryland 21801

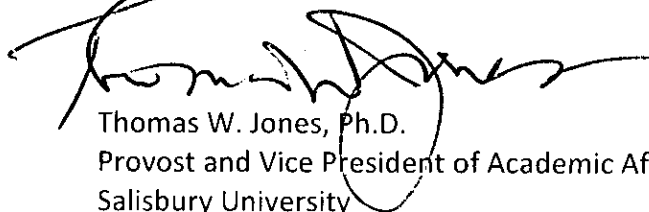
To Whom It May Concern:

I would like to express my interest in serving on the Marina Commission. I am currently the Provost and Vice President of Salisbury University, where I've also been a faculty member in marine biology for 31 years. I was born and raised on the shores of the Chesapeake and have owned boats my entire life. I currently own a 44-foot motor yacht that I keep at the Salisbury Marina.

I would like the opportunity to help the City of Salisbury save the Salisbury Marina and develop it into a facility that we can all take pride in, as well as making it a financial asset to the City versus a drain on its limited resources.

Thank you for considering me for the Commission.

Sincerely,



Thomas W. Jones, Ph.D.  
Provost and Vice President of Academic Affairs  
Salisbury University  
1101 Camden Ave  
Salisbury, Maryland 21801  
410-543-6020

RECEIVED  
MAR 03 2009

Office of the Mayor  
City of Salisbury  
125 N. Division St  
Salisbury, MD 21801

March 4, 2009

Dear Sirs:

I am responding to your request for Marina Commission members. I have attached my resume that highlights my business experience. In addition to the business experience, I have extensive boating experience and am currently a United States Coast Guard licensed captain. I have traveled extensive on US waterways, most recently completing a 6000 miles journey around the eastern United States. This has exposed me to a wide range of marina facilities in both Canada and the US (inland rivers, Great Lakes and ICY).

I currently provide services for Maryland TEDCO, a small business grant program and I am their representative on the lower shore. I live in Wicomico County off Collins Wharf Rd at Wicomico Creek. My business and boating experience, I believe, give me a unique perspective for marina operations, problems and opportunities. I would be happy to help direct the marina by serving on the Marina Commission.

Sincerely,



Lee Kirwan

RECEIVED  
MAR 05 2009

# **Maurice Kirwan**

---

3189 Windrows Way, Eden, MD 21822, 410-430-0770

## **Overview**

A hands-on professional experienced in all phases of management with a focus on implementing sound business fundamentals to improve performance. Proven ability in developing targeted "best practice" methods and innovative solutions to improve manufacturing, distribution and sales that fuel growth and improve customer satisfaction.

## **Experience**

### **K Group Consulting- *Principal*, current**

Management consulting company whose focus is on improving business profitability through analysis of processes, sales, marketing, supply chain and finance

- Developed computer based inventory management system for dot.com start-up, managed assets for investment group
- Conducted process improvement and market research, for a major corporation, to identify product line expansion opportunities consistent with company capabilities
- Provided on-going analysis and grant funding recommendations for new technology business development through a governmental agency (Maryland Technology Development Corporation)
- Developed a chain of custody closed loop supply chain system for agriculture utilizing RFID technology

### **Thermolyte Corporation – *President, CEO* 1997 to 2000**

Took new technology (portable power generation and lighting), as a start up of ThermoElectron Corporation, from the laboratory to production. Accomplishments include :

- prove-in of technology, creating company structure
- expansion of initial idea to full line of products
- effective use of venture capital funding for research, creation of advertising and sales approaches
- Conducted due diligence for a major acquisition

### **Bright Star Industries – *President, CEO*, 1994 to 1997**

Took over ailing portable power and lighting products business for holding company, with mission to improve profitability

- Completed turn around which facilitated sale to third party
- In two years improved labor efficiency 33%, improved profit from 3% to 14% of sales
- Instituted product line review that resulted in improved cash flow while introducing numerous innovative product improvements

# **Maurice Kirwan**

---

3189 Windrows Way, Eden, MD 21822, 410-430-0770

## **Eveready Battery Company**

### ***Business Unit Director (7 years)***

Reversed a 5-year decline in industrial, governmental and military sales. Sales growth from \$19M to \$50M over 7 years. Accomplished turn around by revamping field sales organization, pushing pricing authority down to field (with appropriate controls), revamped product line and designed computer pricing and stocking models to aid in business decisions. Efforts resulted in improved profit from \$1M to \$11M over the period.

### ***Market Analyst (5 years)***

Responsible for competitive market analysis of several battery product lines. Developed strategic business plans, new product recommendations and retail pricing structures.

### ***Head of Planning (2 years)***

Responsible for the production planning, inventory control and finished product distribution functions at a location that included two distribution terminals, two factories and three warehouses.

### ***Distribution Specialist (3 years)***

Assigned production priorities for several manufacturing factories. Negotiated priorities with senior marketing management to maximize product through put.

### ***Senior Industrial Engineer (3 years)***

Worked at 3 facilities as industrial engineer. Classic industrial engineering functions with primary responsibility for cost reduction programs.

## **Skills**

Proficiency using Microsoft products (Excel, PowerPoint, Project). Extensive experience in developing computer based solutions to aid in solving business problems. A wide range of technological and mechanical exposures resulting in ability to analyze and impact critical manufacturing and product development issues. Proven ability in constructing financial reporting tools for mapping process analysis and control.

## **Education**

University of Maryland- BS Industrial Technology  
University of Michigan (Ann Arbor) - Business School; Professional Studies Program

418 Monticello Avenue  
Salisbury, Maryland 21801  
March 6, 2009

Office of the Mayor  
City of Salisbury  
125 North Division Street  
Salisbury, Maryland 21801-4940

To Whom It May Concern:

I am very interested in applying for the Marina Commission position which you currently have available. I feel that with my skills and experience working for many years as a Dockmaster as well as my Homeland Security clearance, I would prove to be an asset to your organization.

I would welcome the opportunity to meet with you to further discuss my qualifications. Thank you in advance for your time.

Sincerely,

A handwritten signature in cursive script that reads "Capt Paul H Ennis".

Paul Ennis

RECEIVED MAR 11 2009

# Paul Ennis

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418 Monticello Avenue, Salisbury, MD 21801 – 443-783-3650

**Objective** To obtain a full-time seat with the Marina Commission in the City of Salisbury.

**Experience** Boat Captain  
GM Giant, Easton, MD  
1/1/2008 – business closed

Boat Captain  
Ennis Marine, Salisbury, MD  
04/1983 – 04/1/2007

Dock Master  
White Marlin Marina, Ocean City, MD  
04/1/2007 – 11/23/2008

Assistant Dock Master  
City of Cambridge, Cambridge, MD  
05/2008 – current

**Education** U.S. Coast Guard Certificate/License

Please reference the attached "Training" sheet for a list of other courses and training.

**References**

Capt. Buddy Pritchett	410-463-0965
Rob Morris	410-610-1727
Capt. Lee Denny	410-310-4442
Capt. Freddie Rice	252-229-2842



## Training

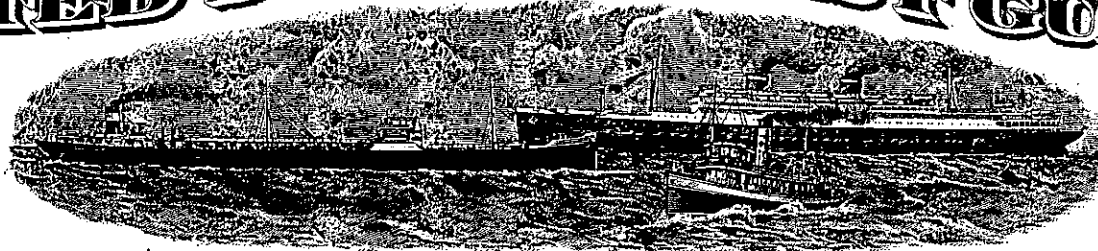
Emergency Medical Technician	University Of Maryland
Advanced Emergency Medical Technician	University Of Maryland
Advanced Rescue	University Of Maryland
Advanced Aircraft Rescue/ education	<b>NASA</b>
Advanced Aircraft Firefighting	Delaware State Fire School
Farm Rescue Specialist Course	Delaware State Fire School
Firefighters training course	University Of Maryland
Rescue Technician	University Of Maryland
Breathing Apparatus	University Of Maryland
Firefighters First Responder	University Of Maryland
Emergency Care Training- Basic EMT (Eoa Mast)	University Of Maryland
Level 1 HazMat Operations	Anne Arundel County Fire Department
HazMAAt Level 1 Awareness	Anne Arundel County Fire Department
Dangerous Liquids & Firefighting	Chesapeake Marina training
U.S. Merchant Marina Academy	Kings Port New York
Numerous Training Courses:	
Ob-Maternity-Cardiac	University Of Maryland

SERIAL NUMBER

1203427

# UNITED STATES COAST GUARD

ISSUE NUMBER 1



## U.S. MERCHANT MARINE OFFICER

*This is to certify that*

**\*\*\* PAUL HARDESTY ENNIS, JR \*\*\***

*having been duly examined and found competent by the undersigned is licensed to serve  
for the term of five years from the below issue date as:*

MASTER OF STEAM OR MOTOR VESSELS OF NOT MORE THAN 100 GROSS REGISTERED TONS  
(DOMESTIC TONNAGE) UPON NEAR COASTAL WATERS. FOR DOMESTIC VOYAGES ONLY, THE  
HOLDER OF THIS LICENSE MEETS THE STCW 1995 REGULATIONS WITHOUT FURTHER  
ENDORSEMENT. AUTHORIZED TO ENGAGE IN COMMERCIAL ASSISTANCE TOWING. - "SEE REVERSE"

*Given under my hand this 13th day of September 2007*

ISSUE PORT: KEARNEYSVILLE, WV  
EXPIRATION DATE: SEPTEMBER 13, 2012

  
D. C. STALFORT, CAPT, USCG  
COMMANDING OFFICER, NATIONAL MARITIME CENTER