

**Curriculum Vitæ of
Robert Clark Brown, Jr.
2027 Camden Court
Huntington, IN 46750-3994
Phone: (260) 356-1635 (voice, fax)
e-mail: rcbrownjr@comcast.net**

**SECTION I.
DETAILED EMPLOYMENT HISTORY**

From: January 20, 2003
Company: Huntington County Chamber of Commerce
Address: 305 Warren Street, Huntington, IN 46750
Type of Business or Industry: Community advocacy and improvement organization.
Position Title: President
Job Description: Responsible for the day to day operation of a county wide economic/community improvement organization.
Staff: 3

From: December 21, 1996 **To:** January 20, 2003
Company: A M Supply Co. successor to Sees Equipment & Supply, Inc.
Address: 15 Commercial Road, Huntington, IN 46750
Type of Business or Industry: Distributor of textile care products in a six state area.
Position Title: Sales.
Job Description: Responsible for the sales and service to accounts in a 26 county region in Indiana and Michigan.
Number of Employees: 30
Annual Sales: \$20,000,000
Collateral Duties: Assist, train, motivate accounts to improve business.
Most Significant Contribution: Added 20 major accounts and five minor accounts.

From: May 5, 1992 **To:** October 23, 1996
Company: E.C.P., Inc.
Address: 1214 Charles Street, Huntington, IN 46750
Type of Business or Industry: Captive distributor of 3M Scotchtint and Scotchshield window films.
Position Title: Dealer Relations
Job Description: Responsible for dealer/applicator recruitment; training; education; sales and support for the distribution territory.
Number of Employees: 8 **Annual Sales:** \$1,500,000
Collateral Duties/Assignments: Shipping, Receiving, Warehouse, Collections, Warranties, Sales Reports, Purchasing, Sales Assistance, etc.
Most Significant Contributions: Computerized the firm utilizing data base, spread sheets, and word processing. Designed a workable system for inventory and tracking of a fungible product. Designed a system for the tracking of dealer purchases and warranties. Sold the only big lighting jobs (Hastings Mutual Insurance, Shuttleworth Corporation, and the City of Huntington) using the 3M Silverlux products. Increased the number of dealers in the State of Michigan from four to nine. Increased sales from \$30,000 to over \$150,000. Helped increase our territory from three states to six. Helped increase sales from \$300,000 to \$1,500,000.

From: March 1989 **To:** May 5, 1992

Company: Landmark Insurance Agency
Address: 301 West Park Drive, Huntington, IN 46750
Type of Business or Industry: Full Line Independent Insurance Agency

Position Title: Agent
Annual Sales: \$250,000
Job Description: Responsible for full line insurance sales, customer service, investigations, and claims service.

Most Significant Contributions: Computerized the firm utilizing company quote programs from applications and customer service. Started a program to recruit non-standard clients from a three county area. Took that line of business from \$5,000 to over \$100,000. Also, rehabilitated over 25% of the non-standard clients into standard lines. I also designed the firm's logo.

From: July 1988 **To:** March 1989

Company: Felten Electronics
Address: 551 North Jefferson Street, Huntington, IN 46750
Type of Business or Industry: Consumer Electronics and Appliances

Position Title: Salesman
Annual Sales: \$400,000
Job Description: Responsible for full line sales, customer service, collections and buying of major appliances

Most Significant Contributions: I kept the business going as long as I could and personal had annual sales of \$250,000.

From: February 5, 1977 **To:** July, 1988

Company: Lehman Elect. & Plbg., Inc. d/b/a Lehman Electronics
Address: 551 North Jefferson Street, Huntington, IN 46750
Type of Business or Industry: Consumer Electronics and Major Appliances

Annual Sales: >\$6,000,000
Position Title: Vice President
Job Description: Responsible for all facets of a major retail operation including purchasing of white goods, accounts receivable, security, sales, personnel, warehouse, accounts payable, training, facilities, customer service.

Most Significant Contributions: I had personal sales in excess of \$500,000 per year. I supervised all aspects of the Huntington operation including the recovery from a major water break that caused in excess of \$500,000 loss to inventory and turned it into a 1/2 million dollar, six month long sale. I supervised the installation of on site data processing. I helped plan promotions that helped us survive the Blizzard of '78. I never had an accounts receivable that went uncollected. I implemented the area's first video store with free video player given to our customers when they purchased a membership in our video club. I am the only person in the State of Indiana to catch a "video" thief. I implemented "private" sales when the economy went bad in the 1980's.

From: October, 1976 **To:** February 5, 1977

Company: Reserve Life Assurance Corporation
Address: Fort Wayne, IN
Type of Business or Industry: Life, Health and Disability Insurance

Annual Sales: >\$600,000,000
Position Title: Agent

Job Description: Responsible for the sale of life, health and disability insurance in a sixteen county area.
Most Significant Contributions: I won the "Quick Start Award" for the sales of 25 life insurance policies with a face value of \$500,000 in November of 1976.

From: May, 1976 **To:** October, 1976
Company: Rocky's Pizza World
Address: West Park Drive, Huntington, IN
Type of Business or Industry: Italian Restaurant

Annual Sales: \$300,000
Position Title: Assistant Manager
Job Description: Responsible for the night time operations of the restaurant
Most Significant Contributions: I became proficient enough that the owners could take a vacation.

From: July 28, 1974 **To:** May, 1976
Company: Boy Scouts of America
Address: Fort Wayne, IN
Type of Business or Industry: Youth Services

Annual Sales: \$8500
Position Title: District Scout Executive
Job Description: Responsible for the entire Boy Scouting Program in a two county area from the recruitment of volunteers to the United Way presentations, to the recruitment of boys into the programs.
Most Significant Contributions: I designed the District patch still in use today. I achieved my goals for two years on boy power recruitment and I started a district wide newsletter still in use today.

From: 1965 **To:** July 28, 1974
Company: Brown's Tool Rental
Address: Kent, Ohio
Type of Business or Industry: Tool Rental

Annual Sales: \$150,000
Position Title: Helper
Job Description: Responsible for the rental of tools, the instruction of customers in the use of tools, delivery of product, chase down conversions, repaired and cleaned up tools and equipment.
Most Significant Contributions: I convinced the owners to carry compact refrigerators for rental to students at Kent State University.

SECTION II.

Education

Institute for Organizational Management, University of Notre Dame, 2003-2004, University of Wisconsin at Madison 2005-2006, received designation of IOM.

Hoosier Chamber Academy, Indiana Chamber Executive Association, Indianapolis, IN, 2004.

Bachelor of Science in Business Administration majoring in Environmental Administration with minors in economics, biology and pre-law. Bowling Green State University, 1974

Cuyahoga Falls High School, college preparation. 1970 (with Honors).

Harbinger Corp., Electronic Data Interchange Classes, March 1996.

AAI-81, Accredited Advisor of Insurance Course, 1991.

ISO Personal Auto Class, 1992.

IACT Newly Elected Officials Conference, 1987, 1991, 1995, 1999.

Pathfinder's Insurance Class, 1989.

Burrough's B-80 CMS Operators School, 1978.

Magnavox Institute of Training, 1977.

American Institute of Kitchen Design, 1977.

NARDA Institute of Management, University of Notre Dame, IN, 1980.

NARDA Management Seminar, 1979.

NARDA Advertising Seminar, 1978.

NARDA Sales Training, 1977.

White Sewing Machine Company, Sales Seminar, 1977.

Reserve Life Insurance Co., Agent Development Course, 1976.

National Executive Institute, Boy Scouts of America, 1975.

American Red Cross First Responder.

American Red Cross Basic First Aid.

SECTION III.

Community Service/ Honors

Indiana Chamber Executive of the Year, 2007, Indiana Chamber Executive Association

Huntington County United Economic Development, Board of Directors, 2005-; Business Community Collaborative Committee; Lime City Options Committee; Agribusiness/New Ventures Committee; Entrepreneurship Committee; Marketing Committee.

Board of Regents, Mid-west Institute for Organization Management, 2006-

Citizen of the Year "for Outstanding contribution to the betterment of life in Huntington County," Huntington Herald-Press, 2005.

Rotary Club #300 District # 6540, 2003-, 2006 Junior Rotarian Program Coordinator.

Northeast Indiana Chamber Coalition, 2003-

Huntington County Above and Beyond Call of Duty Award Committee, 2005- , chair.

Elder, First Presbyterian Church, Huntington, IN 1986-1992, 1993-1999, 2001-2004 (Chaired Mission, Stewardship & Worship Committees).

Huntington County Community School Corporation, Broad of Trustees, 2004-

Huntington County United Economic Development, Board of Directors, 1995 & 2005

Member-at-Large of the Common Council, City of Huntington, 1988-2003 (President Pro Tempore 1994 & 1995).

Who's Who in America, Millennium Edition, Published by Marquis Press (October, 1999).

Life Long Learning of Huntington County, Inc., Board of Directors, 2003- .

At-Large Representative to the Worship and Theology Committee of the Presbytery of the Wabash Valley, Rochester, IN, Presbyterian Church USA, 1997-1999

Huntington County Solid Waste Management District Board of Directors, 1990-1996 & 1996- (Chair 1993 & 1997, Vice Chair 1992 & 1996, Secretary 1990-1991).

Area IIIA Planning and Economic Development Commission Board of Directors, 1996-1998.

Precinct Committee Member, Republican County Committee of Huntington County, IN, 1983- .

Chair of the Republican County Committee of Huntington County, IN. 1998 - 2003.

Board of Directors of the FEMA Local Emergency Food and Shelter Provider Board, 1992-

Cub Master, Pack 3121, First Presbyterian Church, Huntington, IN, 1991-1993.

Committee Member, Cub Pack 3121, First Presbyterian Church, Huntington, IN, 1989-1991, 1993 -1999(Chair 1989-1991).

Cub Scout Service Award, Tomahawk District, Anthony Wayne Area Council, Boy Scouts of America, 1993.

Federal Emergency Management Administration, Local Provider Board, 1989- .

Library and Museum of the Grand Lodge of the Free and Accepted Masons of the State of Indiana, Board of Directors, 1991-1994.

Huntington County Past Masters Association, 1986- .

Amity Lodge #483, Free and Accepted Masons (Master 1986, Trustee 1987-1990) 1976-).

Huntington County York Rite Bodies, 1980- .

Chancel Choir, First Presbyterian Church, Huntington, IN, 1976- .

Second District Representative, Common Council, City of Huntington, IN 1985-1986 (President of the Board of Finance).

Deacon, First Presbyterian Church, Huntington, IN 1976-1982.

Sunday School Teacher, First Presbyterian Church, Huntington, IN .

Liturgist, First Presbyterian Church, Huntington, IN.

Senior High School Youth Advisor, First Presbyterian Church, Huntington, IN, 1979-1984.

Junior High School Youth Advisor, First Presbyterian Church, Huntington, IN, 1975-1979.

Board of Directors, Samaritan Center, Huntington, IN 1982-1984 (President 1984).

United Way of Huntington County, Chaired Downtown Contribution Area. (1979-1980)

Jaycees, Huntington, IN.

Huntington Downtown Kiwanis Club, Huntington, IN.

Izaak Walton League, Huntington, IN.

Delta Sigma Pi, Professional Business Fraternity, Bowling Green State University, Bowling Green, OH (Chapter vice-president, 1973-1974) 1971- .

Dormitory Government, Rodgers Quadrangle, Bowling Green State University, Bowling Green, OH.

Student Council, Cuyahoga Falls High School, Cuyahoga Falls, OH.

Key Club, Cuyahoga Falls High School, Cuyahoga Falls, OH (Vice President 1968-1969, State Lt. Governor 1969-1970).

National Thespian Society, Cuyahoga Falls High School, Cuyahoga Falls, OH.

Police Athletic League, Assistant Baseball Coach, 1986-1994.

Fraternal Order of Police Lodge #77, Associate Member, 1985-

YMCA, Youth Baseball Coach, 1995.

Authored article for the "*Indiana Freemason*", The Quest for Excellence, 1985.

Authored Handbook, "Handbook for the Newly Elected Council Member", 1995.

SECTION IV.

Family

Wife - Patricia Ann Ream Brown (high school sweet heart), resource teacher at Andrews Elementary School.

Father – Robert C Brown, Stow, OH

Mother - Virginia E. Raymont Brown (deceased).

Step-Mother – Florence M. Brown, Stow, OH

Sister – Pamela E. Giarrusso, Babylon, NY

Son – Stephen C. Brown, Bioanalytical Services, Inc., Networking Technician, West LaFayette, IN

Daughter – Melissa K. Brown.

Foreign Exchange Student – Pia Becker (16), Eddinghausen, Germany, 2005-2006.