Donald Chambers

Curriculum Vitae

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Position Lecturer, Terry Entrepreneurship Program, University of Georgia

Campus 225 W Broad Street, Athens, GA 30602. <u>Donald.Chambers@uga.edu</u>

Biographical Sketch

Experienced PRACTITIONER-SCHOLAR, with research interests in ENTREPRENEURSHIP and culture; teaching interests include entrepreneurship, finance, strategic management, operations, culture, project management, corporate social responsibility, sustainability and accounting; business skills include business model development and commercialization while adapting strategy to improve operations and drive intrinsic firm value.

Education/Degrees

May 2016	Doctor of Management, Management Science, Case Western Reserve University, OH, United States Dissertation: Cultural Factors: Entrepreneurial Orientation or not – Innovation Drivers in Small to Medium Sized Enterprises
May 2004	Master of Business Admin, Business Administration and Management, General, University of Georgia, GA, United States
May 1988	Bachelor of Business Admin, Accounting, University of Wisconsin - Whitewater, WI, United States

Education/Certifications

02 Jan 2017	Certificate in Online Teaching, University of Wisconsin
01 Aug 2016	Certified Project Manager, Project Management Institute
31 Jul 2009	Certificate in Leadership, University of Georgia
31 Jan 2006	Export.Gov, SBDC

Honors/Awards

Jan 2018-	Student Career Success Influencer Award 2022, Scott T. Williams, University of
Feb 2023	Georgia, Career Center, Athens, United States
	Awarded FIVE consecutive years for graduation years 2018-2022

Publications and Peer Reviewed Conference Proceedings

- Academy of Management Conference, Anaheim, CA, August 2016.
 For Small to Medium Sized Enterprises Entrepreneurial Orientation is not a Necessary Attribute for [innovation] Success.
- Chambers, Donald, Do Organizational Culture Attributes Matter? For Small to Medium Sized Enterprises It Enhances or Acts in Place of Entrepreneurial Orientation (September 10, 2016). 6th International Engaged Management Scholarship Conference, 2016, Available at SSRN: https://ssrn.com/abstract=2866867 or https://dx.doi.org/10.2139/ssrn.2866867

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Courses Taught Fall 2017- Fall 2023

- ENTR 5500/7500 Introduction to Entrepreneurship; 15 sections
- ENTR 5505/7505 Entrepreneurial Finance; 7 sections
- ENTR 5525/7525 Managing the Entrepreneurial Venture; 8 sections
- ENTR 5090/7090 Design Thinking; 3 sections
- ENTR 5320/7320 Innovative Business Projects; 3 sections
- ENTR 5450/7450 Corporate Social Responsibility; 3 sections
- FYOS 1001 Introduction to Entrepreneurship (Freshman version); 6 sections
- INTB 5100 Special Topics in International Business & Entrepreneurship (Summer 2019)
- ENTR 4100 Study of Diverse Global Innovation Eco Systems (Summer 2022 & 2023)
- IDEA 4020 Student Industry Fellows Program (Coach / co-facilitator); 3 sections

Courses Developed

- ENTR 5450: Corporate Social Responsibility. First taught: Fall 2021)
- ENTR 4100: Study of Global Entrepreneurship and Innovation Ecosystems (First taught: Maymester 2022 as part of a Newly Developed Study Abroad program)
- ENTR 5090: Critical Design Thinking. First taught Spring 2019
- ENTR 5320: Innovative Business Projects. First taught Spring 2020
- INTB 5100: Study Abroad to South America 2019
- FYOS 1001: Introduction to Entrepreneurship. First taught Fall 2018

Outside Consulting

International

Integrating Startup Tech with Fortune 500 Firms, 01 May 2015–30 Jun 2017 Edrich, LLC: Design of Microgrids using small business technologies and testing in the context of a large firm. Piloted in Uganda 2018.

National

Level 5 Business Accelerator, 01 Aug 2018–30 Dec 2022

Open Range Capital Partners: A venture fund and programming based on research of both University led and non-University led business incubators or accelerators.

Clean Energy Technologies: Financing Disruptive Innovation, 01 Dec 2016–30 Nov 2017

Booz Allen Hamilton, United States Department of Energy, Advanced Research Projects Agency: Conducted qualitative research applying coding methodologies to written survey responses, semi structured interviews and a focus group/workshop to determine "Why do government funded technologies rarely gain private follow-on funding"

State

Smart Cities, 01 Jul 2019-30 Dec 2021

The Augury Square: Advisor in the Design a Next Gen Smart City in Urban Atlanta with a technology incubator at its core using work done by Open Range Capital Partners

Campus / Department

Anthropology Department PhD Program Revision, 20 Jun 2022–05 Aug 2022
The Anthropology Department at the University of Georgia desired to update its PhD program to better position itself for student recruitment and placement. We applied the tools of Design Thinking over several workshops that ended in a new program proposal to the full faculty that adopted in August 2022

Warnell School of Forestry - Webinar Enhancements, 17 Jan 2022–02 May 2022

The Warnell College of Forestry at the University of Georgia "Webinar Portal," that began in 2012 consists of wrap-around services for webinar delivery that automate much of the services. We curated/recruited five students with an entrepreneurial and critical thinking mindset to develop an upscaled business plan.

Campus Educational events

University: Workshop

Human Centered Design with Cox Enterprises, Spring 2022

4-hour workshop involving students from three on campus courses were led by a team from Cox Enterprises Human Centered Design Group

University: Symposium

30th Academic Affairs Faculty Symposium-UGA, Aug 7-10, 2020

"Teaching and Learning in the Connected Environment: Bringing the Best Forward"

Professional Educational/Outreach presentations

Continuing education

Leaders Academy - Open Enrollment Program, November 14, 2023

Terry Executive Education UGA

Role: Presenter, Target audience: Business/Industry

Number of participants: 24, Sessions: 1, Contact hours: 4.0

Georgia Department of Revenue 2023 Leadership Conference, August 1,

2023–August 2, 2023

Terry Executive Education

Role: Presenter, Target audience: Civic/Government

Number of participants: 200, Sessions: 2, Contact hours: 16.0

Leaders Academy – Open Enrollment Program, May 2, 2023

Terry Executive Education UGA

Role: Presenter, Target audience: Business/Industry

Number of participants: 24, Sessions: 1, Contact hours: 4.0

Veritiv #4 2023 LEAD: Leadership, Engagement, and Advanced

Development Program, March 8, 2023–June 8, 2023

Terry Executive Education Center, University of Georgia

Role: Presenter, Target audience: Business/Industry

Number of participants: 28, Sessions: 14, Contact hours: 12.0

Mohawk Industries Design Thinking and Innovation Workshop, *March* 21, 2023

Terry Executive Center

Role: Presenter, Target audience: Business/Industry

Number of participants: 20, Sessions: 1, Contact hours: 8.0

Huber Leadership Accelerator Program, October 7, 2022–March 30, 2023

Terry Executive Education UGA

Role: Presenter, Target audience: Business/Industry

Number of participants: 60, Sessions: 16, Contact hours: 16.0

Veritiv #3 2022 LEAD: Leadership, Engagement, and Advanced

Development Program, October 7, 2022–February 3, 2023

Terry Executive Education Center, University of Georgia

Role: Presenter, Target audience: Business/Industry

Number of participants: 28, Sessions: 12, Contact hours: 16.0

Leaders Academy - Open Enrollment Program, November 14, 2022

Terry Executive Education UGA

Role: Presenter, Target audience: Business/Industry

Number of participants: 24, Sessions: 1, Contact hours: 4.0

Mohawk Industries Design Thinking and Innovation Workshop, *November* 10, 2022

Terry Executive Center

Role: Presenter, Target audience: Business/Industry

Number of participants: 20, Sessions: 1, Contact hours: 8.0

WEG Leadership Education And Development Program (LEAD), September 20, 2022

Terry Executive Education - UGA

Role: Presenter, Target audience: Business/Industry

Number of participants: 20, Sessions: 1, Contact hours: 8.0

2022 Georgia Department of Revenue Executive Leadership Workshop,

June 29, 2022-July 29, 2022

Terry Executive Education Center - UGA

Role: Presenter, Target audience: Civic/Government

Number of participants: 20, Sessions: 2, Contact hours: 16.0

Georgia Department of Revenue 2022 Leadership Conference, June 10,

2022-September 29, 2022

Terry Executive Education

Role: Presenter, Target audience: Civic/Government

Number of participants: 200, Sessions: 2, Contact hours: 16.0

Georgia Aquarium Leadership Development Program, May 3, 2022

Terry Executive Education Center at UGA

Role: Presenter, Target audience: Non-profits

Number of participants: 51, Sessions: 1, Contact hours: 4.0

Georgia Aquarium Managers Development Program, February 7, 2022

Role: Presenter, Target audience: Non-profits

Number of participants: 25, Sessions: 1, Contact hours: 4.0

Veritiv #2 2022 LEAD: Leadership, Engagement, and Advanced

Development Program, October 1, 2021–April 14, 2022

Terry Executive Education Center

Role: Presenter, Target audience: Business/Industry

Number of participants: 30, Sessions: 12, Contact hours: 12.0

Veritiv's 2021 LEAD: Leadership, Engagement, and Advanced

Development Program, August 23, 2021–November 5, 2021

Terry Executive Education Center, University of Georgia

Role: Presenter, Target audience: Business/Industry

Number of participants: 24, Sessions: 15, Contact hours: 12.0

National: Conference

Active Learning in the Entrepreneurship Classroom, 19 Oct 2018

Innovation in Teaching Conference. Role: Presenter

State: Seminar

Pitch Coaching webinar with Dr. Donald Chambers, 14 Oct 2020 Sharon Kane, CAES, Flavors of Georgia Finalists. Role: Coordinator

Number of participants: 30, Sessions: 1, Contact hours: 1.0 (Fully at a distance)

University: Guest lecture

Lecture: Entrepreneurial Orientation and Culture, 26 Jan 2023

Honors College Lunch and Learn. Role: Presenter

Number of participants: 25

Lecture: Entrepreneurial Orientation and Culture, 14 Feb 2018

Honors College Lunch and Learn. Role: Presenter

Number of participants: 25

University: Colloquium

Active Learning in Entrepreneurship, 07 Aug 2018

Inter Active Learning Colloquium, Center for Teaching and Learning

Role: Presenter, Target audience: Educators

Number of participants: 100, Sessions: 1, Contact hours: 3.0

Event administration

Local: Public service

Co-administrator, Innovate U 2021, 17 Dec 2021–30 Jun 2022

Innovate "U" is a 4-week face-to-face summer program for high school students from the Clarke County School District (CCSD). The mission of the program is to empower youth to solve real business challenges through Design

Co-administrator, Innovate U 2021, 15 Jan 2020-01 Jul 2021

INAUGURAL EVENT: President's Office Initiative

University: Retreat

Co-administrator, Dawg Camp Innovate 2019-2023

Target audience: Incoming College students

Dawg Camp Innovate is a weeklong Athens-immersion program for up to 24 incoming first year students that offers a unique opportunity to launch new ideas and think beyond convention. New students will participate in Design Thinking projects.

University: Seminar

Co-administrator, **Summer Design Thinking Sprint 2022**, *17 Dec 2021–15 Aug 2022* The 2022 Summer Design Sprint will introduce to UGA students the tools needed to help Athens businesses flourish.

Event administrator, **Summer Design Thinking Sprint 2021**, *17 May 2021*– *30 Jun 2021*

Event administrator, Summer Design Thinking Sprint COVID-19 2020, 01 Jun 2020–18 Aug 2020

INAUGURAL EVENT. The 2020 Summer Design Sprint was designed in response to needs of both local business (challenges) and college students (lack of Summer experiential learning opportunities) derived from work on the Innovation District Launch Team

Event participation/presentations

International: Conference

Global Consortium of Entrepreneurship Centers. 27 Oct 2022–29 Oct 2022

Troesh Center for Entrepreneurship and Innovation, Las Vegas, NV

PRESENTATION: "Faculty Driven Experiential Entrepreneurship Using Design Thinking"

11th Annual Deshpande Symposium, 15 Jun 2022–18 Jun 2022

Cleveland, OH

PRESENTATIONS: "Experiential Entrepreneurship: Driving Innovation from the classroom to industry" <u>and</u> "Collective Action: Galvanizing Regional Resources to Spur Entrepreneurial Growth"

Global Consortium of Entrepreneurship Centers. 14 Oct 2021–16 Oct 2021

Loyola University, Baltimore, MD

PRESENTATIONS: "Leveraging Industry Partners to Expand Experiential Learning and Entrepreneurship" <u>and</u> "Existing and Novel/Emerging Models of Entrepreneurship Acceleration at Universities"

10th Annual Deshpande Symposium: Innovations and Entrepreneurship in Higher Education, *11 Jun 2021*.

PRESENTATION: "How Higher Education Is Fostering an Ecosystem of Entrepreneurship Across Georgia"

National: Colloquium

Innovations in Teaching Conference, 19 Oct 2018

University of Georgia, Athens, United States

Extracurricular advising/mentoring

National

Coach (University student), 03 Oct 2022-Present

Startup Business Advisement - 2 companies. Compulzion and Pool Protection

Technologies. Student: Garrett Stigall

Coach (University student), 03 May 2021-Present

Startup business Advising - Sabrina Greco, MELD

Coach (University student), 01 Mar 2021–Present

Startup Business Advising /scaling - Alaina Booth Productions

Student/Postdoc supervision

Doctoral

Bell J. May 16, 2022–August 5, 2022

Enhancing student readiness for practitioner roles by leveraging design thinking and industry partner relationships in the classroom

<u>Masters</u>

Sachs V, May 16, 2022–August 5, 2022

Understanding Supply Chain Management in Scaling for SWAKE (her startup)

Undergraduate

Bailey E, January 4, 2018–April 24, 2018

Honors Project: Conduct research into the various aspects/construction of university led incubators/accelerators as part of an overall project studying varying levels of incubator/accelerator operations

Mann B, January 4, 2018–April 24, 2018

Honors Project: Conduct a case analysis on a local entrepreneur in her field of study - Theater

McLaughlin C, January 4, 2018–April 24, 2018

Honors Project: Research the market and legal/regulatory environment surrounding commercial use of Drones. This information is being used by a student Idea Accelerator team

Modi S, January 4, 2018–April 9, 2018

Incubator/Accelerator Literature Review (CURO - Completed)

Conduct a Literature Review of incubator/accelerator programs as a part of an overall research project studying various success factors of such programs

Cave A, August 13, 2018-November 16, 2018

Honors Project: Research University led incubator/accelerator programs across the USA and draft 1-page executive summaries of the local Eco systems for 50 such programs

Krishnan V, August 13, 2018-November 16, 2018

Honors Project: Research a recent startup business and design a go forward business strategy using Business Model Canvas and various Strategy tools. Student is assessing the 2017 startup Fenty Beauty Products, a firm specializing in makeup for women of color

Koch C, January 14, 2019–May 10, 2019

Honors Project: Business Plan for Female Startups in India

Rowlett C, January 17, 2022-April 24, 2020

Honors Project: Studied the emergence of Social Media Influencers, spotlighting a firm named Scout Social

Yurko T, January 13, 2020–May 8, 2020

Honors Project: Detailed a business strategy to introduce restaurant composting in Athens, GA

Hooper A. January 13, 2020–May 8, 2020

Honors Project: The Garden - A community cooperative for crafting

Hedenquist J, August 24, 2020–December 11, 2020

Honors Project: Preventing Healthcare Fraud in America; Designing a financial model to guard against significant healthcare fraud

Ahearn J, August 16, 2021–December 1, 2021

Honors Project: A review of Poshmarks startup and subsequent funding leading up to 2021 IPO

Ahearn J, January 17, 2022-December 1, 2021

Honors Project: A review of Poshmarks SCALING efforts post IPO... this was a continuation of a prior effort

Mocanu A, January 7, 2019–May 10, 2019

Family "Rainforest" Entertainment (Supervised teaching activity). Business Plan development for higher income birthday and other children's activities

Booth A, January 18, 2021–May 7, 2021

Designing a Sustainable Growth Model for Creatives in the Videography and Music Space (Supervised teaching activity). To design a sustainable and scalable solution for

a current photo/video/ startup, with a goal of music documentaries at the core

Grove M, January 20, 2020–May 1, 2020

Social Innovation Programming at UGA (Supervised teaching activity). Design Programming to fit within existing entrepreneurship efforts at UGA based on research of programs at other Universities

Greco S, August 23, 2021–December 10, 2021

Using the Business Model Canvas to design a business connecting small college town small business with college students seeking internships (Supervised teaching activity). To design a sustainable and scalable solution for a matching college student seeking local small business internships with small business in college towns that can garner value from offering such internships

Wise H, January 17, 2022–May 6, 2022

Warnell Webinar Platform Business Plan (Supervised teaching activity). To discover markets, users and opportunities for the Warnell Webinar platform and ideate multiple courses of future action

Seminara I, January 17, 2022–May 6, 2022

Warnell Webinar Platform Business Plan (Supervised teaching activity). To discover markets, users and opportunities for the Warnell Webinar platform and ideate multiple courses of future action

Moll T, January 17, 2022–May 6, 2022

Warnell Webinar Platform Business Plan (Supervised teaching activity). To discover markets, users and opportunities for the Warnell Webinar platform and ideate multiple courses of future action

Erez A, January 17, 2022-May 6, 2022

Warnell Webinar Platform Business Plan (Supervised teaching activity). To discover markets, users and opportunities for the Warnell Webinar platform and ideate multiple courses of future action

El Farnawany J, January 17, 2022–May 6, 2022

Warnell Webinar Platform Business Plan (Supervised teaching activity). To discover markets, users and opportunities for the Warnell Webinar platform and ideate multiple courses of future action. Subsequently hired by client post recommendations.

Memberships: Association/Society/Club

State

Georgia Universities Entrepreneurship Initiative (Member), 10 Sep 2018–Present The organizations, founded in 2016 and rebranded at Innov8GA, seeks to bring together faculty, staff and eco systems partners of the State of Georgia University Systems (both public and private) to share best practices and develop future programming. I served on the PLANNING COMMITTEE for its semiannual events from 2018 to 2022

Memberships: Committee

University

Washington DC Semester Program Review, OVPI, September 22, 2023–Present 7-year review of overall program - part of 3 person committee

Experiential Learning Program Review - OVPI, September 22, 2023–Present Part of 3-person team conducting a full 5 year program review

President's Council on the First Year Experience (Member), 08 Jan 2018–30 Sep 2020

Professional development

Aspire Fellows Program, 16 Aug 2021–29 Apr 2022

University of Georgia - Faculty Affairs

Annual, by applications only, program run by the office of Faculty Affairs. The AY long program culminated in a "Significant Project", entitled *FACULTY DRIVEN EXPERIENTIAL LEARNING WITH INDUSTRY PARTNERS*, a deliverable shared with Senior leaders at UGA and presented at the GCEC conference in October 2022

UGA Innovation, Creativity, and Design Thinking Research Community,

02 Nov 2020-31 Dec 2021

University of Georgia, Athens, United States

Diversity and Inclusion Learning Community, 28 Aug 2020–14 May 2021 Terry College of Business, University of Georgia, Athens, United States

Design Thinking Badge, 30 Oct 2019-02 Nov 2019

Continuing education program

The Design Academy, San Diego

Co Facilitator - Faculty Learning Community, 14 Sep 2018–10 May 2019

Continuing education program. Workspaces for Productivity, Office of Faculty Affairs, University of Georgia

Active Learning Institute, 14 May 2018–09 Aug 2018

Continuing education program

INAUGURAL Active Learning Institute, Center for Teaching and Learning, University of Georgia. An eight-week program designing new curriculum for an active learning classroom. Pedagogy was instructed, practice exercises prepared and tested while an executive coach directed syllabus design

Lean Launch Pad Educators Series, 06 Nov 2017–07 Nov 2017

Workshop, Venture Well, Boston. Workshop covered the methodology of Lean Launch Pad (coaching startup ventures) for use in a university setting

Junior Faculty FLC, 01 Sep 2018–15 May 2018

Continuing Education Program

Center for Teaching and Learning, University of Georgia, Athens, United States

FYO Seminar, 09 Aug 2017

Training program, University of Georgia, Center for Teaching and Learning Workshop on how to craft a FYO course

Reviewing/Refereeing: Conferences

International

Global Consortium of Entrepreneurship Centers, 01 Jul 2022–15 Jul 2022

Number of works reviewed/refereed: 12 Peer (anonymous) presentations proposals

Global Consortium of Entrepreneurship Centers, 18 Jun 2021–30 Jun 2021

Number of works reviewed/refereed: 6 Peer (anonymous) presentations proposals

Reviewing/Refereeing: Manuscripts (other than journals)

International

MacMillan (Book), 01 Jan 2019-28 Feb 2019

The Startup Navigator (final)

Macmillan Education (Book), 01 Aug 2017–14 Nov 2018

Book being translated from German to English for use in North America

National

UGA Press, University of Georgia, Athens, United States (Book), 07 Jun 2019–02 Oct 2022

"Soaring: Eleven Guiding Principles on the Road to Success: by Lee Rhyant

Springer (Chapter), 01 Oct 2018–28 Feb 2019

Wrote components to several Chapter inserts and provided research data for

"Industrializing Innovation" by Suresh Sharma and Karl Meyer

The University of Georgia Press (Book), 02 Jan 2018–May 2018

"Time to Get Tough" by Michael Coles

Corporate Experience

DC Consulting: Advisory Roles

1996-Present

- Advisor to a startup Venture Capital Fund (ORCP) and new Innovation Hub (incubator)
- Advisor to a startup fund for Smart City Development (Augury Square)
- Research Project funded by the Department of Energy assessing Startup Clean Tech Energy Finance
- Advised Multi National on Microgrid Business Model Development
- Worked as startup CFO on a Bio Mass project in Sri Lanka;
- Drafted sophisticated business plans and provided business models, including startup financing
- Started up 8-person healthcare consulting firm
- Developed international sales channels and supply chains
- Led introduction or expansion of new product lines
- Opened regional business office's overseas
- Obtained working capital and debt financing for multiple firms
- Led acquisitions; sold to Fortune 500 firm
- Designed new pricing models
- Mentored key personnel

BOOZ, ALLEN & HAMILTON, Researcher

2016-2017

Provided advisory services to the Department of Energy, Advanced Research Projects Agency – Energy This role comprised of conducting qualitative research on funding imbalances to seek out new mechanisms for funding long tail energy technologies. Services included written RFI from innovators, investors and incubators as well as semi structured interviews with selected respondents. The process culminated with running a workshop, presenting findings to ARPA-e leadership and writing an industry white paper (not yet released to the public)

EDRICH LLC, Principal

2015-2016

Edrich is a merchant bank and business strategy consultancy specializing in the renewable energy and Financial Services Sectors

Provided advisory services to a MNC in the energy sector (Eaton Corporation) with an emphasis on designing innovative financial models for scaling microgrids, primarily via new products and technologies

ENGENDREN CORPORATION. COO

2011-2014

Industrial heat exchangers, fabrication, and data center cooling

As part of a three-person executive leadership team reporting to the CEO, developed and led several strategic initiatives, including product pricing models, operation cost reductions, an international sales program, redesign of facility to accommodate vertical integration, and customer data center technology upgrades. A core aspect of this position was managing strategic partnerships including several major participants in global power generation

UNIFIED EQUIPMENT RESOURCES, CFO / COO

2003-2011

Construction equipment and related products and services

Reporting to a passive ownership group, led the firm to improved banking, auditable financials, higher product sales, new and expanded aftermarket programs, additional service centers, and management team mentoring. A key aspect of this position required nurturing of customer alliances, particularly large publicly traded rental companies, while maintaining a strong relationship with a global equipment manufacturer as their number one North American dealer.

ERG RESOURCES GROUP AND AFFILIATES, CFO

1998-2002

Power generation equipment, related products and services

Reporting to ownership, led sale of company to Fortune 500 firm. Started up a new and successful product lines, led multiple acquisitions and spearheading new aftermarket recurring revenue streams. A critical responsibility was maintaining an innovation minded relationship with a leading power generation manufacturer as its number one dealer while fostering collaboration with the largest telecommunications firms in North America.

FUNCTIONAL REHAB HEALTHCARE AND PREDECESSORS, CFO VARIOUS PRIOR ACCOUNTING & FINANCE POSITIONS COLLEGIATE INTERNSHIPS: General Motors (WI), Amoco/Standard Oil Dealerships (WI)

COMMUNITY & AFFILIATIONS

2016 - 2017 CherYsh America Foundation, Program Advisor

2012 - 2016 Advisory Board Member, Gateway Technical College

2015 - 2016 Board member/Treasurer, Angels Youth Football Association

2009 - 2011 Served on Finance Committee of Phi Kappa Phi (Lifetime Member)

2010 - 2011 Board member, Associated Equipment Distributors

2008 - 2009 Board member of youth home near Savannah, Georgia