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**BOARD OF SUPERVISORS
BUSINESS MEETING
ACTION ITEM**

SUBJECT: **APPOINTMENTS: Confirmations**

ELECTION DISTRICT: Countywide

CRITICAL ACTION DATE: At the pleasure of the Board

STAFF CONTACT: David Street, County Administration

PURPOSE: To confirm nominations made to the advisory boards, commissions, and committees at previous Board of Supervisors (Board) Business Meetings.

BACKGROUND: This item presents nominations made to vacant positions on advisory boards, commissions, and committees for confirmation.¹ Attachment 1 contains the applications of those nominated.

Existing members generally continue to serve on advisory boards, commissions, or committees unless and until another appointment is made in accordance with the specific advisory board, commission, or committee's bylaws.

DRAFT MOTION (same for each committee):

I move that the Board of Supervisors confirm the following appointments with terms expiring as noted for each committee.

1. Housing Advisory Board

- Tom Loftus (at-large Representative) nominated by Chair Randall (term expires March 2, 2025).

2. Police Directed Towing Advisory Board

- Gabriel Fulton (at-large Citizen Representative) nominated by Supervisor Buffington (term expires December 31, 2023).

ATTACHMENT:

1. Applications

¹ Appointees must fill out a standard application form, which can be obtained from the Office of the Board of Supervisors or at the following link: <https://www.loudoun.gov/87/Advisory-Boards-Commissions-Committees>

Profile

Gabriel
First Name

Fulton
Last Name

[Redacted]
Email Address

15806 Woodgrove Road
Home Address

Hillsboro
City

VA
State

20132
Postal Code

What district do you live in?

Blue Ridge District

Advisory Boards

Which Boards would you like to apply for?

Police Directed Towing Advisory Board: Submitted

Interests & Experiences

Why are you interested in serving on a board or commission?

I would like to submit my interest to serve on the Police Directed Towing Advisory Board for Loudoun County. I have lived in Loudoun County since 2002 and am an active member of the community. I am over halfway through my Master of Public Administration and local government is something that is of interest to me.

Work Experience:

Currently, I am the Vice President of CENTERPOINT, a full-service cybersecurity company based in Leesburg, VA. I manage overall program delivery for highly technical and cybersecurity programs for customers within the federal government and find solutions to challenging issues facing America.

Upload a Resume

Education:

I have Bachelor of Science in Business from Excelsior College and am half-way through my Master of Public Administration at Liberty University. I have multiple government contracting, project/program management, IT and cybersecurity certifications.

Volunteer Experience:

I am dual-member volunteer EMT with Round Hill Volunteer Fire Department (RHVFD) and Purcellville Volunteer Rescue Squad (PVRS). I am a Training Lieutenant at PVRS, leading the Driver Precepting Program for ambulance drivers, and I am the Vice President at RHVFD and have been elected as Rescue Chief at Round Hill for 2021. I am also a volunteer Basic Life Saver and lead CPR courses for members of the Loudoun County Combined Fire and Rescue as well as dispatchers at the Sheriff's Office and police officers for Purcellville Police Department. I am also the Treasurer for the Sat Nam Foundation, a 501(c)(3) non-profit which builds orphanages for children in third world countries and provides disaster and humanitarian relief support for those in need.

Special Qualifications:

I believe I can be a valuable, contributing member of the PDTAB. I believe my experience with government contracts coupled with my professional background will add to the dynamic of the advisory board.

Statement of Accuracy & Signature**Statement of Accuracy**

I affirm that, to the best of my knowledge, the information provided herein is truthful, accurate, and complete. I understand that any misrepresentation of information may result in my appointment being rescinded.

I Agree

By typing your name in the box below, you are signing your application.

Gabriel Fulton

Date (mm/dd/yyyy)

12/7/2020

GABRIEL FULTON, PMP

15806 Woodgrove Road, Hillsboro, VA [REDACTED]

EXECUTIVE MANAGEMENT| PROJECT MANAGEMENT PROFESSIONAL| BUSINESS DEVELOPMENT LEADER| OPERATIONS EXECUTIVE| ACTIVE TOP SECRET CLEARANCE

Strategic, results-driven executive management professional with extensive experience leading programs, projects, sales, and business development functions within the private and federal and Intelligence space. Proven success leading and building organizations consisting of over 950+ employees and winning over \$600M in business development deals. Received various awards and honors for exemplary leadership performance. Global business experience includes time in Fiji, Australia, Pakistan, India. Leadership experience also includes time in the US Army.

- Possesses a strong entrepreneurial spirit and diverse leadership experience that ranges from C-Suite Executive to sitting on the Board of Directors.
- Proven leadership/influencing skills, with the ability to influence the highest levels of organizations, and shape business outcomes.
- Strong organizational, planning, and project management skills.
- Excellent analytical, interpersonal, and oral and written communication skills.

AREAS OF EXPERTISE

Executive Management, Organizational Leadership, Sales Strategy & Execution, Budgeting & Financial Management, Program /Portfolio Mgmt, Agile Project Management, Business Analysis, Change Management, Quality Assurance, Product Management, Business Development, Data and Information Analytics, Requirements formulation and business analysis, Project & Program Management, Process Improvement/Control, Organizational Compliance, Board Leadership

PROFESSIONAL EXPERIENCE

VICE PRESIDENT

CENTERPOINT, Leesburg, VA

Mar 2020 – Present

Leads cybersecurity programs for federal civilian and DoD customers, managing contract cost, schedule and scope to ensure complete, compliant and quality program execution. Engages stakeholders within the federal Government and members of industry to formulate and design world-class solutions to the nation's most complex and complicated cybersecurity and technical issues.

- Serves as Subject Matter Expert to project teams on NIST Risk Management Framework and FISMA compliance.
- Ensures project teams maintain high levels of expertise of NIST RMF to effectively deliver security compliance and engineering services to clients.
- Manages quality of service delivery and cybersecurity program execution.
- Evaluates and responds to clients' task order cybersecurity requirements.
- Develops cybersecurity policies, procedures and solutions to address clients' requirements.
- Designs overarching program direction for delivery of superior cybersecurity services associated with the implementation and operations and management of the greater ecosystem.
- Formulates cybersecurity delivery strategies in coordination with the Government, internal team, and subcontractors.
- Works closely and collaborates with clients, project teams, and partners to execute on cybersecurity services delivery plans and strategies.

VICE PRESIDENT OF BUSINESS DEVELOPMENT

ProSynce Technology Group, Ellicott City, MD

Jul 2018 – Mar 2020

Leads business development strategies that target new Government and commercial customer acquisition, focusing on bottom-line growth. Design and implement a strategic sales plan that expands the company's overall customer base. Provides exceptional research, analysis, and management leadership for customers within different areas of the Federal Government. Leads a team of technical experts who deliver sophisticated solutions for ever-evolving data security and engineering requirements,

Key Highlights & Accomplishments

- Applies DMAIC, Lean, and project management methodologies to support test, evaluation, and certification (TEC) mission objectives of DISA Cyberspace and National Intelligence Division.
- Analyzes new capability training for quality assurance and reviews the third party developed training deliverables for the overall development, enhancement, and delivery of user-level training for Cybersecurity capabilities as required for end-users across DISA and DoD.
- Meets with Contracting Officer Representative (COR) regularly to ensure customer requirements are being satisfactorily delivered. Participates in Monthly and Quarterly Status Reports (MSR/QSR) with COR and Contracting Officer.
- Develops strategic insights and recommendations based on in-depth research conducted on DISA Global Service Desk (GSD) performance against established metrics and service levels.
- Works closely with other cross-functional project teams within Cybersecurity Branch to develop improvement plans and realize targeted benefits

CHIEF EXECUTIVE OFFICER

Woodgrove Consulting Group; Leesburg, Virginia

Jul 2018 – Mar 2020

Leads and is accountable for all business development and capture management strategy. Directs the organization's strategic plan, operating budget, human resources, and business development. Provides functional and technical leadership and direction for a multi-site organization supporting a commercial and government customer base. Conducts in-depth quantitative and qualitative independent risk assessments of regulatory business processes associated with essential services programs within the Intelligence Community.

Key Highlights & Accomplishments

- Conducts regular in-depth, independent quality assessment audits of business process and contracts related functions associated with a \$175M program comprising of consumer-facing TSA staff.
- Manages schedule and budget for a project consisting of approximately 100 FTE on a complex, earned value management subcontract that must be completed within set timeframes and guidelines.
- Utilizes project management tools and methodologies to lead multiple geographically dispersed teams on contiguous and concurrent projects for the DoD and TSA end customers.

CHIEF OPERATING OFFICER

VOR Technology; Hanover, Maryland

Jan 2017 – July 2018

Served as a critical member of the executive team as part of the collaborative group that drove and shaped the mission, culture, and operation. Established high-performance operational and development processes focused on increasing revenue while maintaining high levels of service and quality.

Key Highlights & Accomplishments

- Successfully managed operational and P&L aspects of four divisions consisting of a \$150+ million portfolio of 15 federal contracts at 8 agencies with over 200 FTE located across the U.S.
- Architected and led full-spectrum business development strategy that resulted in over \$77M in topline revenue; \$67M in prime federal contracts and \$10M in federal government subcontracts in the first twelve months.
- Introduced process improvement initiatives to a struggling operational and staffing structure that increased revenue of existing federal contracts over 20% in the first six-months on-the-job.

FOUNDER & CHIEF EXECUTIVE OFFICER

Sintel Group Inc; Columbia, Maryland

Dec 2012 – Dec 2016

Successfully founded the company and led the organization from its start-up phase to the company being sold to VOR Technologies. Managed company portfolio of federal contracts that spanned three agencies. Created robust business processes and systems that proved scalable for a diverse portfolio. Developed healthy, strategic relationships with key customers and government purchasers.

Key Highlights & Accomplishments

- Consistently delivered year-on-year double-digit annual EBITDA margins while successfully managing a 1.87 current ratio and intelligently funding organizational growth.
- Established a strong footprint in two federal government agencies within the Intelligence Community at six different locations across the United States Assembled and mentored a team that consistently exceeded complex customer requirements.

GROUP CHIEF OPERATING OFFICER / VICE PRESIDENT OF STRATEGY AND GROWTH

Oceania Customer Interaction Services; Melbourne, Australia

Feb 2006 – Dec 2012

Managed day-to-day operations that comprised of over 500 seats processing over 1M transactions monthly on a 24x7x365 basis. Maintained consistent financial growth through cutting edge R&D of product and service offerings that targeted revenue growth in non-traditional markets.

Key Highlights & Accomplishments

- Introduced process improvement measures that resulted in increased quality and productivity while eliminating unnecessary cost resulting in increased EBITDA by over 100%.
- Successfully achieved company-wide ISO certifications, implemented Lean Six Sigma across the business, and introduced COPC Standard.
- Created shareholder value through the operational management of portfolios and programs that generated revenues in excess of \$50mm while balancing healthy double-digit EBITDA margins.

CERTIFICATIONS

CompTIA Security+, Amazon Certified Cloud Practitioner, Project Management Professional, Six Sigma Green Belt, Sandler Sales Training

EDUCATION

Master of Public Administration (est. graduation Dec 2021)

Liberty University, Lynchburg, VA

Bachelor of Science, Business

Excelsior College; Albany, NY

Degree, Spanish Studies

Defense Language Institute, Monterey, CA

Profile

Tom

First Name

Loftus

Last Name


Email Address

10005 Garret Street

Home Address

Vienna

City

VA

State

22181

Postal Code

Advisory Boards

Which Boards would you like to apply for?

Housing Advisory Board: Appointed

Interests & Experiences

Why are you interested in serving on a board or commission?

As a current member of the Housing Advisory Board and President of the Equitable Housing Institute (EHI) in nearby Vienna, VA (Fairfax County), I would like very much to serve another term with the Board. I have a strong interest in helping it advise the County Supervisors on new housing affordability challenges, such as those related to the COVID-19 public health emergency and the upcoming revision of Loudoun County's zoning ordinance, as well as on longstanding housing affordability issues. Among Loudoun County's immediate concerns is recovering from the COVID-19 pandemic. A key challenge will be keeping Loudoun residents housed who have suffered serious income setbacks due to the pandemic. My organization (EHI) has been vigorously addressing housing problems related to COVID-19, at the federal and state levels (especially in Virginia), as well as at the local level. EHI has published numerous reports on its website (<https://www.equitablehousing.org>) about minimizing evictions and providing needed financial relief to tenants, homeowners, landlords and mortgage lenders who have experienced hardship due to the pandemic. Another major priority for Loudoun County is revising its zoning ordinance, to implement the 2019 Comprehensive Plan. I have a strong interest in advising on appropriate zoning provisions to implement the Plan, and I have extensive experience with zoning and land use law (see summary below). I am quite familiar with the housing-related provisions of the Comprehensive Plan, having helped the Housing Advisory Board prepare input on them. I also have a strong interest in the County's other housing initiatives, such as addressing its unmet housing needs.

Work Experience:

I have been President of EHI since 2008. The organization's basic mission is to promote housing stability, fairness, and affordability by combating exclusionary housing practices. It is a § 501(c)(3) charity under the Internal Revenue Code. My work with EHI is an outgrowth of my prior experience with housing law. For example, I engaged extensively in zoning and general real estate law, as an attorney with a Fairfax County law firm that specialized in those areas (1976-1978). Previously, I had represented indigent tenants in eviction cases before the District of Columbia Superior Court, with the Law Students in Court program (1974-75). Also, while I was an attorney with the U.S. Occupational Safety & Health Review Commission (1978-2004), I wrote a law review article concerning the importance of individual economic opportunities, such as access to adequate housing, under American constitutional principles. (Thomas A. Loftus, Reforming Welfare: Are Effective Property Rights a Key? 7 Maryland Journal of Contemporary Legal Issues 387-422 (Spring/Summer 1996)). After my retirement from the Review Commission, I returned to my career-long interest in housing law and policy and began work on the organization that became EHI.

Education:

JURIS DOCTOR with Honors (1975), George Washington University Law School BACHELOR OF ARTS (1968), Amherst College, Amherst, Massachusetts

Volunteer Experience:

I work with EHI without compensation. Also as a volunteer, I organize regular blood drives for my church and participate in numerous other charitable and organizational activities there—including its weekly Food Drive for persons adversely affected by the COVID-19 pandemic. In addition, I was a volunteer worker at A-SPAN Emergency Winter Homeless Shelter, Arlington, VA (from about 1992 to 2007); a Director of the Robert H. Jackson Center, Jamestown, NY (2004-2013); and a volunteer legal intern in several clinical programs during law school, including the DC Law Students in Court program (1974-75).

Statement of Accuracy & Signature**Statement of Accuracy**

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I Agree

By typing your name in the box below, you are signing your application.

T. Loftus

Date (mm/dd/yyyy)

02/11/2021