

June 14, 2016

Dear Board of Finance,

I am writing to apply for the open board member position that has come available due to Mr. Steve O'Reilly resignation.

My experience of P/L management from budgetary process to managing and meeting the budgets while returning extra value back to shareholders would be an asset to the town, as I see the taxpayers as the shareholders of the town and in my opinion they want to see value for tax dollars spent. This does not mean manage budgets by simply reducing them but making sure they are fully understood – vetted and prioritized to ensure dollars are being spent responsibly. It means looking at line items from many angles and vetting out waste or adding where funds are insufficient.

While I clearly see the importance of being fiscally responsible I also see the value of a strong school system as both my children attended Brookfield Schools K-12 and are part of the 13-year club.

I see Brookfield as being a good place to raise our children – I would like to make it a great place – we have the resources to do so just need to be managed better.

For these reasons I want to be a part of the management process and help us make the best possible decisions to get us to a greater Brookfield for all of townspeople.

My skills, experience, positive attitude and love for this town has made me reach out to the board to apply for the opening. I have lived in Brookfield for 25 years and my family has lived here since 1938.

I look forward to hearing from you; you can contact me at 203-512-0248. Thank you for your time.

Sincerely,

Glenn A. Rooney

Glenn A. Rooney
173 Pocono Road
Brookfield CT 06804

Profile

- ◆ Senior manager with 30+ years' experience in sales, account management, business development and project management for companies – from small new ventures to Fortune 500 companies – in global rail, aerospace, government & technology.
- ◆ Ability to manage, nurture and grow successful business relationships.
- ◆ Confident negotiating high value contracts and complex terms.
- ◆ Account and business development leader comfortable with hands-on execution.
- ◆ Senior training and professional growth leader.
- ◆ Communicate effectively with diverse audiences at all levels, including executive / C-level.
- ◆ Development of new markets and training programs to support growth.

Past Professional Experience

TRANSIT SOURCING SERVICES INC. PINEHURST, NC

2013– Present

Director of Sales

- ◆ Increased annual sales from \$15 million to \$30 million on key product lines.
- ◆ Responsible for project managing the complex product acceptance process at all Class I railways which includes navigating compliance issues, budget constraints, and First Article acceptance processes.
- ◆ Managed major OEM suppliers, including GE, EMD and NREC. Relationships with key C-level decision makers.

IAT INTERNATIONAL, INC. NORFOLK, VA

2009 – 2013

Director of Sales

- ◆ Increased annual sales from \$500K to \$9 million on key product lines.
- ◆ Responsible for project managing the complex product acceptance process at all Class I railways which includes navigating compliance issues, budget constraints, and First Article acceptance processes.
- ◆ Managed major OEM suppliers, including GE, EMD and NREC. Relationships with key C-level decision makers.
- ◆ Liaison between Europe & North America Training. Tasks included the resolution of all support issues on global basis.

KLW WHEEL Co. LUGANO, SWITZERLAND

2008 – 2009

Sales Manager & Consultant

- ◆ Engaged as consultant to identify and assess potential business opportunities. Established KLW brand into the NAFTA region resulting in the first sale into USA transit; generating \$18 million USD in revenue.
- ◆ Developed marketing and promotional material to support North American market.
- ◆ Collaborated with all Class I customers in getting product acceptance with AAR Approvals.

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SPERRY RAIL SERVICE DANBURY, CT

1996 - 2008

Director, International Business

- ◆ Developed new markets & grew business from \$300K to more than \$20 million annual revenue/ \$7 million annual EBIT.
- ◆ Responsible for growing organization from 2 staff members to over 100 members.
- ◆ Established key contacts and champion within Network Rail and secured a ten year \$35 million contract.
- ◆ Managed major accounts in Spain, India, Mexico, New York City subway and all US shortline accounts.
- ◆ Responsible for problem accounts where strong interpersonal skills and customer service was required to salvage and maintain good account status.
- ◆ Responsible for development of 5-year strategic planning for shareholders in order to obtain capital investment / staff.
- ◆ Responsible for liaison between UK office and USA – This liaison included project managing engineering groups in both offices as well as finance departments.
- ◆ **Acted as Modified CFO for international office located in UK and reported directly to Rockwood CFO / Shareholders.**
- ◆ Responsible for direct P/L for International Business and Indian Operations.

LOCKHEED MARTIN, WINDSOR, CT

1986 - 1996

Field Engineer

- ◆ Provide logistics support for 159 sites in the United States, Asia and Azores.
- ◆ Coordinated sub contract support and project management for over 159 installations of Weather Radar systems.
- ◆ Ensured accurate inventory of high dollar equipment.
- ◆ Evaluated system requirements and performed Installation support and system sign offs.
- ◆ Installed complex un-manned radar systems across all of arctic circle with 5 man team – Duties include installation of equipment in harsh conditions as well as system check out and system sign offs.

Education and Certifications

Texas A&M University - Western Connecticut St University - Waterbury State Technical - ASME

References available upon request