

APPENDIX C

VITA

I. Name: Earl F. Denham-CM

Rank: Lecturer

Tenure/Nontenure: Nontenure

Year joined the Institution: 2005-2016 and 2023

Teaching Experience:

Areas of Involvement (in teaching)

Courses taught since 2005:

- Introduction to Business
- International Business
- The Environment of Business
- Principles of Management
- Microeconomics
- Rural Community Development
- Rural Economic Development
- Contemporary Rural Economic Issues
- Economic History of the United States
- Capstone
- Strategic Management
- Operations Management
- Supply Chain Management
- Business Logistics
- Quality Management
- Service Management

II. Education Background (include fields of specialization):

- MS - Business Management
- MA -History
- BA - Political Science
- CM – Certified Manager

III. Prior Experience not in Education:

Denham Consulting Services, Principal.

January

2017 – Present Frequent public speaker at civic groups, academic settings, and executive workshops. Developed economic development plan for Ocilla, GA, as well as holding workshops on Land Banks in Georgia, acting as a catalyst in developing strategies for improving housing, and completed the groundwork to establish a Historic Preservation Commission. Gathered background information and wrote a \$2 million grant for Stewart County Historic Preservation Commission to revitalize their historic downtown. Researched and wrote a grant for \$7 million to repurpose an abandoned school building into a community/senior center in historic Richland, GA. Contracted to lead workshops in leadership and strategic planning in the communities contiguous to Fort Benning, GA.

Tifton-Tift County Chamber of Commerce January 2005 – January 2008 **Promoted** the well-being and growth of Tifton through economic and community development. Worked with **local industries to develop best practices, enhance supply chain management, and provide economic indicators to local governments. Also served as Executive Director of the Tift County Development Authority. Negotiated \$22 million plant relocation and 325 new jobs for Tift County. Provided servant-leadership for 89 new businesses that opened in the community. Developed a handbook to assist entrepreneurs in transforming their business from an idea to a reality.**

C4e, Inc, Austin, TX & Tifton, GA. Senior Program Manager (Principal). September 2000-January 2005 **Mapped global product supply chain for the Defense Energy Support Center** with strategic changes to global business operation processes and the adoption of the best commercial business practices projected savings to taxpayers in excess of \$800 million. Designed and delivered customized training to clients worldwide, improving productivity, safety, and profitability. Developed and taught international business courses and American History for Austin Community College.

O'Hare Int'l Airport Managing Director, Airport Group International, Inc., August 1997-August **2000 Turned** a failing franchise into an award-winning organization winning Outstanding Large Airport Operations. Overhauled supply chain management to streamline operations and maintenance functions. Created emergency de-icing fluid resupply during major winter storm. Engaged Coggins International to adapt a software package developed for the military to provide point-of-sale accounting to track aviation fuel consumption. Automated accounting, reduced errors, and saved customers fuel costs. Predictive maintenance is included in the software package as well as preventive maintenance to reduce costs for equipment and vehicles. Expanded services to Rockford Airport, Midway Airport, and Federal Express fleet. Handpicked to write an article about airport operations in major trade magazine.

National Petrochemical & Refiners Association, Washington, DC.
Technical Director for Maintenance, Fuel and Lubricants, May 1992 – August 1997

Worked with industry leaders to analyze, develop, and implement more efficient processes in maintaining plants in the refining and chemical industries. Led international panels in discussing operational planning, establishing priorities, supply chain management, and using quality tools to improve production. Organized conferences in maintenance with exhibitors with over 4,000 participants and fuels and lubricants with over 1,000. Article on Maintenance as a Profit Center was published in a major trade magazine. Adept at dealing with executive-level employees as well as journeymen. Taught business classes at Strayer University.

Air Force Logistics Officer, Worldwide, August 1970 – May 1992
Developed worldwide Air Force policy and operational guidance for Air Force assets valued at \$3 billion. Calculated fuel requirements, validated resupply capability, and created the fuel distribution concept used by U.S. and allied forces during Operation Desert Storm. Represented the United States Government in international forums, committees, and policy boards. Saved

taxpayers \$60 million by discontinuing an unnecessary program routinely funded over 40 years. Reconciled accounts and arranged for the repayment of \$9 million in outstanding debts owed the United States by Turkey and Italy. Received numerous accolades at base level including Air Force Outstanding Fuels Operations, Outstanding Base Supply, Outstanding Supply Officer, and Outstanding Fuels Officer. Taught courses at several locations for City Colleges of Chicago, East Mississippi Community College, Georgia Military College, Troy University, and Southern Illinois. Retired as a major.

- Project officer for development of logistics module of Enterprise Resource Planning System.
 - Developed deployment plan for classified special fuels during Desert Storm.
 - Wrote manual establishing recycling as the preferred disposition of used petroleum products.
 - Awarded Meritorious Service Medal with five oak-leaf clusters.
- IV. Professional Memberships (include offices held):
- Institute of Certified Professional Managers
 - Association of Supply Chain Managers
 - American Management Association
 - Tifton-Tift County Chamber of Commerce
- V. Professional Meetings Attended (include dates)
- Georgia Economic Development Association (May 2022)
- VI. Papers Presented (include dates)
- Servant Leader, Georgia Rotary Vice Presidents, July 2022
 - Role of Economic Developer, Carl Vinson Institute, 2016
 - Apple Jelly Phenomenon in High Altitude Aircraft, Defense Logistics Agency September 2001
 - Enhanced Fuels Distribution System Study, Defense Logistics Agency, June 2003
- VII. Publications
- “Fill It Up: A Behind the Scenes Look at Airport Operations,” CHANGES: Endress+Hauser Magazine, September 2000
 - Maintenance As a Profit Center, Refining Today, August 1998
- VIII. Other Research Activity:
- Analyzed housing stock and led efforts to categorize state of neighborhoods in Ocilla, GA in compliance with Georgia Initiative for Community Housing.
 - Researched state laws, requirements, and developed ordinances, board restriction policy, and by-laws for first ever Irwin County Land Bank.
 - Researched state regulations and developed strategy including local requirements for first ever Historical Preservation Program.
- IX. Consulting
- Grant Writing – Wrote a \$200,000 grant for Tiftarea Academy to renovate a building to house fine arts and humanities departments. Wrote a \$7 million grant to renovate an abandoned school building and convert it into a community center. Wrote a \$2 million grant to fund renovation historic buildings in downtown Lumpkin, GA. Wrote and administered a \$1 million grant and a \$500,000 grant for the Tift County Development Authority

- Strategic Planning – Led the Tiftarea Board in completing a strategic plan. Ensured objectives, goals, strategies, and actions were realistic and achievable. Developed an economic development plan for Downtown Ocilla, GA.
 - Professional Advisory Role – revised and updated by-laws for Ocilla Downtown Development Authority and acted as a subject matter expert in advising the board on policy.
 - Historic Preservation Advisory - Researched and wrote local Historic Regulations for the designated historic district. Led a community hearing to answer questions and hear citizens' concerns.
 - Student Consulting Field Trips – Led ABAC students in developing action plans for twelve local communities to strengthen economic development.
- X. Professional Growth Activities:
- Workshop Presenter – A Practical Approach to Rural Economic Development, 2016
 - Rural Studies Program Committee
- XI. Seminars, Training Programs, etc.
- Carl Vinson Institute – Economic Development, (2012-2016)
 - Georgia Initiative for Community Housing, 2017
 - Georgia Historic Restoration Training, 2018
 - Supply Chain Management, Georgia Tech, 2023
- XII. Professional Presentations, Speeches, etc.
- Ocilla Rotary Club – The Role of the Chamber of Commerce, 2017
 - ABAC Professional Review – A Practical Approach to Economic Development, 2016
 - Servant Leader – Georgia Rotary Vice Presidents, 2022
 - Tifton Rotary Club – Combatant Commands in Wartime, 2021
 - Role of Economic Developer, Carl Vinson Institute, 2016
 - Apple Jelly Phenomenon in High Altitude Aircraft, Defense Logistics Agency September 2001
 - Enhanced Fuels Distribution System Study, Defense Logistics Agency, June 2003
- XIII Institutional Services Performed
- Championed interdisciplinary projects that provided real life experiences.
 - Linked classroom discussions with exposure to the reality outside of the classroom.
 - Guest lecturer to other disciplines' classes.
 - Worked closely with Carl Vinson Archway Program to broaden students' knowledge of programs for rural communities. Enhanced students' presentation skills.
 - Arranged and led multiple field trips to communities and industries to gain insight and to challenge students to provide practical solutions to issues outside of the classroom.
 - Mentored two teams with one team placing second and the other receiving an honorable mention in "Microbusiness" competition at Georgia Tech.
- XIV. Recognition and Honors
- Stafford School of Business Outstanding Faculty - 2013 and 2014
 - Outstanding Presenter Rotary Vice President's Workshop – 2022
 - Outstanding Presenter Carl Vinson Institute Workshop – 2018

XV. Professionally Related Community Activities

- Tifton-Tift County Chamber of Commerce
- Advisor Georgia Academy for Economic Development Program