

OBJECTIVE:

My mission is to consistently add value to everything I do. As a member of the NCLM's Board of Directors, I know I can have a positive impact on the organization and advocate for jurisdictions across the state.

EXPERIENCE:

Town of Boiling Springs, North Carolina

Town Manager 2021–Present

- Work under the supervision of a Mayor and five Councilmembers
- Oversee \$2.64 million budget, \$1.68 million utility fund, and 28 employees
 - Secured over \$415,000 in grant funds; more than \$3 million pending
- Prepare a small town for future growth by updating plans, policies, and procedures (Land Use, Personnel, Parks Master Planning, etc.)
- Increased citizen engagement through new communication avenues (social media engagement, town newsletter, being visible and approachable)
- Leading implementation of Downtown Master Plan
 - First phase is a \$2.5 million streetscape project with multiple funding sources
- Serve as Chief Planning and Zoning Officer, oversee Code Enforcement
 - Established new Unified Development Ordinance
- Led adoption of Capital Improvement Plan
- Work closely with Gardner-Webb University on community projects/events
- Negotiated agreements with local partners regarding facility usage, contract work, and wastewater treatment
- Work with local business owners on development projects, created business recruitment and retention package, established strategies for developing existing buildings and new commercial space for Town to manage

Centralina Regional Council

Consultant 2020 – 2021

- Served the greater Charlotte area by providing services to individuals, supporting local government, and leading regional collaboration
- Supported the Council with various projects in Community Economic Development, Local Government Support, Natural Resources & Resilience, Planning & Placemaking
- Assisted member communities in revisions to Unified Development Ordinances to be in line with current legislation and desires of the community.

Town of Troutman, North Carolina

Town Manager 2015–2019

- Worked under the supervision of a Mayor and five Councilmembers
- Oversaw \$6 million combined budget, \$3 million capital projects, and 30 employees
- Prepared a small town for future growth by updating plans, policies, and procedures

Justin E. Longino

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- Led establishment of Strategic Master Plan and updates to Unified Development Ordinance and Capital Improvement Plan
- Facilitated residential and commercial development (2,000+ homes, 1.3 million square feet of warehousing space), oversaw the 1-person Planning Department
- Worked with neighboring jurisdictions on water and wastewater infrastructure and capacity requirements
- Revitalized the NC Main Street Program
- Maintenance of Town website and social media pages
- Obtained over \$1 million in funds for wastewater improvement projects
- Provided leadership, direction, and guidance to all employees in an inclusive environment that supported good government practices

Longino Distributing, Inc.

Vice-President of Business Development 2013–2016

- Managed \$4 million dollars in yearly sales, 6 employees across two warehouses
- Increased sales through new product development, relationship building, online marketing
- Emails and electronic publications distributed to customers on recurring basis
- Maintenance of the company website (Wordpress) and social media
- Budget conscious focus through inventory/product management

PROFESSIONAL ORGANIZATIONS:

- Cleveland County Economic Development
- Gaston-Cleveland-Lincoln Metropolitan Planning Organization
- International City/County Management Association
- North Carolina City and County Management Association
 - Chair of Civic Education - Fundraising Subcommittee
- Rotary Club - President (2019-2020), various other board positions held

EDUCATION:

Masters in Business Administration

UNC Wilmington

B.S. Degree – Business Administration

UNC Wilmington

Concentration: Entrepreneurship & Business Development

UNC Chapel Hill School of Government Courses:

LGFCU Fellows Program

Local Government Finance

Municipal and County Administration

Public Employment Law

Development Finance Toolbox

Facilitation Skills for Successful Meetings

Basic Economic Development Course

Managing Conflict Effectively