

Boards & Commissions Application Form

Status: appointed

Profile

Greg

First Name

Campbell

Last Name

cigar@orbitelcom.com

Email Address

43366 W Little Dr

Street Address

Suite or Apt

Maricopa

City

AZ

State

85138

Postal Code

Home: (520) 509-4429

Primary Phone

Home: (217) 369-1510

Alternate Phone

Which Boards would you like to apply for?

2040 Vision Steering Committee Task Force, Board of Adjustment, Non-Profit Funding Evaluation Committee

Are you applying based on a request from a member of City Council?

Yes No

If so, please indicate which Council member:

City Resident

Residency Status:

If residency status is non-resident, do you own property or a business within the City of Maricopa?

Yes No

Interests & Experiences

Briefly tell us about your experience and education:

I started my career in the grocery business and spent 26 years with Eagle Food Centers holding various management positions including District Manager and Director of Operations. For the past ten years, I have been employed by Dollar Tree Stores serving in various management capacities including Market Manager for the state of Arizona and New Mexico. I am currently a District Manager. I attended college at Lincoln Jr. College majoring in Marketing and Business Management. I continued studies at Western Illinois and Heartland Community College with an emphasis on Computer Studies including Microsoft Office Products.

Briefly tell us why you want to serve on this board/committee/commission:

My wife and I moved to Maricopa in the spring of 2006 and were attracted to the community for its close proximity to the metro area and its promise of future growth and opportunity. We enjoy the quality of life that Maricopa provides our family. I am looking forward to participating in the visioning process and contributing my talents to work with other citizens and community leaders to develop a plan that will carry our City forward for the next 25 years.

When are you available for meetings?

As a district manager, I do have some flexibility in my work schedule but my preference would be to meet in the evening hours. Optimal days of the week are Monday, Tuesday, Wednesday or Thursday but will also try to accommodate other days/times to fit the other committee members schedules.

Are you a graduate of the City of Maricopa Citizens Leadership Academy?

Yes No

If so, what year did you graduate?

Are you at least 18 years old and registered to vote in Pinal County?

Yes No

Have you lived within the City's Incorporated Limits for at least one year?

Yes No

Have You Served On Any Boards, Commissions, Committees, or Task Forces In the Past?

Yes No

If so, Please List:

Not with the City of Maricopa, however, I served on the United Way Board and Salvation Army Advisory Board in Illinois. I also served on the Board of Directors for a local non-profit organization here in Maricopa.

[Greg_Campbell_Resume.pdf](#)

Upload a Resume

Board-Specific Questions

Certain boards and committees have special requirements. If you have selected a board with such requirements from the list above, this section will contain additional questions for you to answer.

Question applies to 2040 Vision Steering Committee Task Force.

Briefly explain your experience with community visioning, strategic planning or other related activities.

Through my management experience, I have developed strong strategic planning skills that have been crucial in forward thinking and future planning to identify key real estate locations and additional opportunities for increasing company financial goals. I have facilitated numerous focus groups and worked with stakeholders in creating plans for upcoming projects, seeing all projects through fruition. I have collaborated with others on various projects to identify needs in order to create operating and marketing plans that meet the current needs of the organization as well as allow for future growth. I have developed mission statements, long term goals and objectives, corporate board reports, budgets and numerous other planning and visioning documents.

Question applies to Non-Profit Funding Evaluation Committee.

Are you, or a family member, a Board Member for a Non-Profit Organization and is that organization applying for funds from the City? If yes, please explain.

No.

Question applies to Non-Profit Funding Evaluation Committee.

Are you employed or volunteer for a non-profit organization?

Yes No

Question applies to Non-Profit Funding Evaluation Committee.

Are you willing to sign a conflict waiver?

Yes No

Additional Information

PLEASE NOTE THAT THIS APPLICATION IS CONSIDERED PUBLIC RECORD AND MAY BE POSTED ON THE CITY'S WEBSITE AS PART OF THE CITY COUNCIL MEETING PACKET

Please Contact Us With Any Questions

Vanessa.Bueras@maricopa-az.gov

520-316-6970

In addition to submitting this form online, you may also print this form and apply via any of the following methods:

By Fax

520-568-9120

By Mail

City Clerk, City of Maricopa 39700 W. Civic Center Plaza Maricopa, AZ 85138

In Person

City Clerk, City of Maricopa 39700 W. Civic Center Plaza Maricopa, AZ 85138

G R E G C A M P B E L L

43366 W Little Drive - Maricopa, AZ 85238

Home: 520-509-4429 – Cell: 217-369-1510

e-mail: cigar@orbitelcom.com

EXECUTIVE SUMMARY

Focused goal-oriented executive with extensive experience in Total Corporate, District and Store Operations including all Perishable, Non Perishable, Liquor and Pharmacy departments. Able to develop a strong team or systems to meet the challenges that are needed to improve bottom line and sales results. Diverse experience in sizes of store formats and sales volume. Able to analyze competition and market changes to develop strategic plans including regional and demographic marketing to maintain and grow market share.

EXPERIENCE

Dollar Tree Stores, Inc. (11-08 to present)

District Manager

Responsible for 16 stores in the Phoenix/Tucson market which includes overseeing day to day operations, entire P&L accountability, Human Resource functions, Asset Protection issues, Merchandising initiatives and recruiting talent for all key management positions.

Accomplishments

- Exceeded previous years sales each year.
- Achieved shrink goals for the past four years.
- Achieved all labor goals including sales per hour and payroll percent.
- Opened four new stores.

Dollar Tree Stores, Inc. (6-06 to 11-08)

Market Manager

Responsible for 74 stores in Arizona and New Mexico which include supervising eight district managers and a trainer. Accountable for entire P&L, Sales and Labor forecasting, Merchandising, Recruiting management, and working with Real Estate to identify new sites.

Accomplishments

- Changed Arizona market from extremely poor store conditions to company standards in less than 6 months through an increased focus on conditions, follow through, training and proper staffing.
- Increased same store sales from negative 6.0% in June of 2006 to flat for the entire year. Increased same store sales by 5.3% in 2007.
- Increased gross margin 2.0% vs previous year in 2007.
- Reduced controllable expenses and markdowns in the market.
- Improved store contributions in all districts vs previous year.
- Developed sales strategies for the market, region, and zone to be used in all stores.
- Opened sixteen new stores and closed three under performing stores.

Dollar Tree Stores, Inc. (6-04 to 5-06)

District Manager

Responsible for 23 stores in central Illinois with responsibilities including entire P&L accountability, all Human Resource functions, all Asset Protection issues, and Merchandising.

Accomplishments

- Increased same store sales by 3% in 2004 and by 9.5% in 2005.
- Achieved Sales per Employee Hour Goals in all periods 2004 and 2005.
- Opened five new stores including hiring staff, monitoring construction progress and merchandising.
- Trained two new District Managers.
- Developed merchandising strategies for the region to increase sales.

Eagle Country Markets (10-98 to 7-03)
District Manager

With the change in 1998 from a Regional Operations format with full merchandising staff to a District format with full accountability for all departments, successfully managed total P&L and expense control for eleven stores located in Central Illinois. In addition managed the Human Resource functions for all phases including hiring, training, promotions, and employee discipline.

Accomplishments

- Increased same store sales by 7.4% in 2001 and by 1.0% 2002. Company sales trend for 2002 was down 6. %.
- Increased Sales per Man Hour from 98 to 119 over the past three years.
- Completed four major remodels and six minor remodels.
- A major remodel was a complete format change from a conventional supermarket to a warehouse low price format.
- District had 1,100,000 square feet of new competition open within the district during the past four years. Five of the new competitors were Super Centers. During this period sales losses were minimized and gross profit was controlled successfully through a strategic marketing plan.
- Developed and implemented a Senior Citizen discount marketing plan. Plan was implemented to reduce the impact of a new Super Center. Sales for the two stores affected remained constant to the previous year.
- Successfully closed four under performing stores during the reorganization of the company. Stores were closed efficiently within budget for labor, shrink loss and total expense. Developed and implemented strategy to move existing customers to other area stores.
- Completed the transfer of an under performing store outside of the District to another company. Maintained store conditions to the last day of the sale and executed the transfer within the restrictions set forth in the sale agreement to the purchaser as well as removing all assets of the company.

Eagle Country Markets (10-96 to 10-98)
Director of Operation Services

Reported directly to Chairman, CEO and President.

Responsible for all P&L expense control for 90+ stores. Budgeted Sales and Labor for all stores by period, quarter and year. Supervised in house bad check recovery department and store order entry department. Responsibilities included implementation of a new client server hardware and software programs for all stores. This allowed conversion from an antiquated mainframe to state of the art client server technology in all phases of store operations, service and reporting.

Accomplishments

- Implemented front-end lane accountability in all stores. This resulted in a substantial savings in excess \$1,800,000 in Labor and \$855,000 in benefits.
- Administered and coordinated the installation of all new Dell computer systems and frontend controllers in all stores.
- Coordinated the rollout of e-mail to all stores as well as basic computer training for store personnel.
- Implemented and coordinated the rollout of Electronic Benefits Transfer (Food Stamps) to all stores.
- Defined the functionality of FS Pro Marketplace and administered the rollout of the Front End Cash Management, DSD Receiving, Store Ordering, Price and Label Management. These applications allowed improvements in store accounting, shrink control, and scan integrity.
- Implemented Time and Attendance applications in all stores as well as new time clocks needed to support their use.
- Administered the design and implementation of the Corporate Intranet system as a primary communication vehicle between the stores and corporate support center.
- Defined and implemented a new Intranet based perishable inventory application for all stores, resulting in more efficient and accurate reporting of profitability.

Eagle Country Markets (6-87 to 10-96)
Store manager

Eagle Country Markets (3-77 to 6-87)

Assistant Manager, Head Grocery Clerk, Frozen Food Manager, Night Crew Chief, and Night Stocker.

Crane Potato Chip Company (1975 to 1977)
Route Salesman

Kroger (1973 to 1975)

Stock crew leader, Stocker, and Utility Clerk.

EDUCATION

- Lincoln Community High School 1973
- Lincoln Junior College 1973 to 1975
- Heartland Community College

PROFESSIONAL CERTIFICATES

- State of Illinois Pharmacy Technician License #049-125504

HOBBIES AND INTERESTS

- Golf
- Classic car enthusiast
- Travel
- Philanthropy

COMMUNITY INVOLVEMENT

- Former United Way Board Member of Logan County.
- Former Salvation Army Advisory Board Member of Logan County.
- Former Treasurer and Board Member of a private, non-profit school in Maricopa.