

Item 5a: Discussion of Vacancies on Councils and Boards of Trustees

Situation: There is a partial-term ending on June 30, 2017, on the University of North Carolina at Wilmington Board of Trustees.

Background: This vacancy results from the resignation of Mr. Britt Preyer

Assessment: **We have a nomination for a new appointee, Ken Cameron, which is supported by UNCW, and was reviewed by BOG Member Tommy Harrelson for this position.**

Action: This item requires a vote.

From: britt.preyer

Sent: Tuesday, July 08, 2014 11:17 AM

To: Lanier, Mark

Subject: UNC-W Board of Trustees

Mark,

In keeping with my previous emails and discussions with both the Chancellor and the Chairman of the Board of Trustees, I wanted to confirm my resignation from the UNC-W Board of Trustees effective with the fiscal year end of June 30, 2014.

I greatly enjoyed working with you and everyone associated with the University and look forward to keeping up with and supporting the school for many years.

Sincerely,

Britt A Preyer

University of North Carolina
Board of Governors

Trustee Nomination Form, Amended

Name of the Institution: UNC Wilmington_____

Name of the Governing Board: Trustees_____

Name of the Nominee: Kenneth Ray Cameron, Jr.

Mailing Address and Contact Information: 1320 Scotland Avenue
Charlotte, NC 28207
704-957-0114
kencamerontarhell@gmail.com

Term Beginning: __October 2014

Term Ending: __May 2017

Nominee is aware of:

Requirements – Reference <i>The Code</i>	Yes / No
Board of Trustee Responsibilities – see the reverse of this form	Yes
Attendance Requirements	Yes
Time Requirements	Yes
Conduct Requirements – UNC Policy 200.1	Yes
Submission of the Statement of Economic Interest (SEI)	Yes
Ethics Training Conducted by the State Ethics Commission	Yes

Submitted by: __Tommy Harrelson_____ Date: 10/3/2014__

Resume / Biography is attached: Yes

Please include a summary of the university's or the institution's activities that the nominee has been involved with to date.

We recommend this individual for service on the Board of Trustees. We acknowledge that the final selection of members of the Boards of Trustees is the responsibility of the Board of Governors.

I acknowledged this submission: _____ *Chancellor / CEO*
_____ *Chairman of the Board*

If the nomination is from someone other than the university, please provide the name and contact information for the nominator, and his / her signature.

Name of the Nominator: Tommy Harrelson_____

Mailing Address and Contact Information: 202 West Bay Street
Southport, NC 28461
_919-539-4911
thomasharrelson@aol.com

I acknowledged this submission: _____

The Campus Liaison [assigned by the Committee on University Governance] is aware of this nomination. YES

Please forward to: Secretary of the University
University of North Carolina
Post Office Box 2688
Chapel Hill, NC 27515-2688
bbc@northcarolina.edu

Board of Trustee Responsibilities

- Be an advocate, as appropriate, for campus policy views
- Is engaged in the University's activities
- Contributes constructively at meetings (trustee meetings if reappointment or other university bodies where nominee serves)
- Provides development contributions of time, effort, and resources, as appropriate
- Ability to contribute during times of crisis
- Serves as an ambassador for the institution
- Is a willing resource when appropriate
- Uses good judgment and is a good communicator

BIOGRAPHY OF KENNETH RAY CAMERON, JR.

Kenneth Cameron is a highly accomplished Chief Executive Officer and Board Leader with more than 30 years of success as a visionary, strategist, and execution leader for start-up companies, established businesses, and non-profit organizations. He has repeatedly led consistent year-over-year revenue growth and profit improvements for multimillion-dollar businesses. With a deep knowledge of and experience in all facets of business leadership, Mr. Cameron is a consummate executive with a solid history of championing initiatives that capitalize on existing and emerging opportunities.

Mr. Cameron began his career in a senior leader role at a family-owned \$4M business, Donnelly F. Cameron Co. Over the course of his tenure, he grew the company exponentially to \$245M in annual revenue, with clients including Birdseye, Heinz, Tropicana, Dow Chemical, and others.

After successfully selling the Donnelly F. Cameron Co., Mr. Cameron joined Acosta Sales and Marketing. Here he leveraged his existing relationships in the grocery segment to drive year-over-year business growth.

While leading business development for Acosta, Mr. Cameron also launched Donnelly F. Cameron Co. of Charlotte to provide commercial office spaces for Tier 1 tenants. He grew the portfolio from one to three buildings and maintained a 100% occupancy rate.

Throughout his career, Mr. Cameron has been involved in Board leadership for industry associations and non-profit organizations. He served as President of GMRA, Chairman of Metrolina Food Bank, and Board member of Easter Seals NC and was directly involved in the merger with UCP. He currently serves on Easter Seals UCP Finance Committee and Horizon Foundation, as well as Figure Eight Yacht Club's Board of Directors and House and Real Estate Committees.

Mr. Cameron earned his Bachelor's degree in Business from the University of North Carolina, Chapel Hill, where he completed one year of law school. Mr. Cameron brings the credentials of a business executive committed to social responsibility with a proven ability to clearly articulate organizational mission, vision, goals, and objectives, as well as, provide pragmatic and results-driven leadership.

KENNETH RAY CAMERON, JR.

1320 SCOTLAND AVENUE • CHARLOTTE, NC 28207
(704) 957-0114 • KENCAMERONTARHELL@GMAIL.COM

Chief Executive Officer and Board Leader with outstanding track record of driving growth and profitability for three separate businesses and several non-profit associations. Expert in creating vision and strategy, executing for growth in competitive markets, and identifying and capitalizing on strategic market opportunities.

Strong Business Acumen. Solid history of developing multimillion-dollar annual budgets, instituting industry best practices, instilling focus on world-class customer service, establishing operational excellence and fiscal transparency.

Results-Driven Leader and High-Performance Team Builder. Skilled in recruiting, training, and equipping top talent across all disciplines, creating team-oriented environments, and fostering cross-functional collaborations.

PROFESSIONAL EXPERIENCE

DONNELLY F. CAMERON CO. OF CHARLOTTE, INC.

CEO and President, 1997 to Present

- Established commercial office rental business with portfolio of three buildings ranging up to 22K SF.
- Achieved 100% occupancy rate by leasing all three buildings to Tier 1 tenants.

ACOSTA SALES AND MARKETING, INC.

Vice President of Development, 1997 to 2012

- Generated 8%-10% year-over-year increase in business by acquiring several new clients in the consumer product industry.
- Deepened account penetration by building and leveraging relationships with customers such as Food Lion and others.
- Built, led, and motivated team of 15 wholesale sales representatives to drive business growth with new and existing customers.

DONNELLY F. CAMERON CO., INC.

CEO and President, 1975-1997

- Propelled business from \$4M to \$245M in annual revenue and 19 to 250+ employees by securing representation agreements with major brands such as Tropicana, Birdseye, Heinz, and General Foods, which led to increased sales with major customers including Food Lion, Winn Dixie, and Harris Teeter.
- Built reputation for outstanding client and customer service by training and developing retail sales and service staff on industry standards, merchandising and pricing strategies, and compelling business case development.
- Led five-person executive management team and partnered with CFO to develop \$13M+ net revenue budget.
- Structured, negotiated, and closed sale of business to large national company during period of market consolidation.

BOARD LEADERSHIP

Member, Easter Seals UCP Finance Committee and Horizon Foundation

Board Member and Member of House and Real Estate Committees, Figure Eight Yacht Club

House Committee Member, Charlotte Country Club

Past Board Member, Easter Seals NC

- Contributed to successful merger with UCP to form Easter Seals UCP, an \$84M non-profit.

Past Chairman, Metrolina Food Bank (501c3)

- Led 100%+ growth from 7M to 15M pounds of food collected and distributed to members of the Food Bank.

Past Chairman of Finance Committee, Metrolina Food Bank

Past President, GMRA (Grocery Manufacturers Retail Association)

*Bachelor of Science in Business ♦ University of North Carolina, Chapel Hill
Law School ♦ Completed One Year ♦ University of North Carolina, Chapel Hill*