

June 19, 1996

Introduced By:

BRIAN DERDOWSKI  
CHRISTOPHER VANCE

kk

Proposed No.:

96-548

MOTION NO. **9934**

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A MOTION confirming the Executive's appointment of Jeffrey Guite, residing in and representing District Thirteen, to the King County Fair Board.

BE IT MOVED by the Council of King County:


The county executive's appointment of Jeffrey Guite, who resides in and represents Council District Thirteen, to the King County Fair Board, for a partial term to expire on September 30, 1997, is hereby confirmed.

PASSED by a vote of 12 to 0 this 3rd day of September, 1996.

KING COUNTY COUNCIL  
KING COUNTY, WASHINGTON

  
Chair

ATTEST:

  
Clerk of the Council

Attachments: Application  
Financial Disclosure Statement  
Board Profile

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# KING COUNTY FAIR BOARD

June, 1996

TOTAL NUMBER OF MEMBERS: 19  
 LENGTH OF TERM: 3 years (except teen rep=1 year)

### Board Members Appointed and Confirmed:

Name	Sex	Ethnicity	KC Dist	Skill/Affiliation	Date 1st Appl.	Term Expires	Term #
1. Wes Phillips	M	Caucasian	6	County government experience	3/22/93	9/30/98	2
2. Craig Degginger	M	Caucasian	1	Interest in Fairs	12/18/95	9/30/98	1
3. Hal Bergem	M	Caucasian	2	4-H member during youth	1/29/96	9/30/98	1
4. Dawn Sandiford-Stahr	F	Caucasian	3	4-H Involvement	2/20/96	9/30/98	1

### Board Nominees Appointed - Not Yet Confirmed:

5. Marcia Hopkins	F	Caucasian	9	City government experience	5/6/96	9/30/99	1
6. Jeff Guite	M	Caucasian	13	Fair vendor product promos	5/23/96	9/30/97	1

### Current Vacancies:

7. Donace Childs	F	Caucasian	7	Former 4-H leader	5/29/90	9/30/95	2
8. Art Skolnik	M	Caucasian	8	Equestrian interest	5/28/93	9/30/96	1
9			4			9/30/96	
10			5			9/30/97	
11			10			9/30/98	
12			11			9/30/98	
13 Rosenne Zemp	F	Caucasian	12	Sm business owner	7/20/87	8/1/94	2
14							13

King County Fair Board Profile  
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Additional Current Members:

Name	Sex	Ethnicity	KC Dist	Skill/Affiliation	Date 1st	Term	Term #	Other
14 Anita Martin	F	Caucasian		4-H Leaders Rep	9/93	9/96	1/2	
15 Chuck Todd	M	Caucasian		4-H Leaders Rep	2/95			
16 Craig Nelson	M	Caucasian		FFA Leaders Rep	1/15/96	NA		
17 John Farman	M	Caucasian		Bramclaw City Council Rep	9/1/94	NA		
18 Kyle Hall	M	Caucasian		4-H Teen Rep	1/15/96	8/31/96		
19 Kelsey Campbell	F	Caucasian		FFA Teen Rep	9/1/95	8/31/96		

Criteria Needed to Balance Membership:

Ethnicity	KC Dist	Skill/Affiliation	Other
Native Amer,	1-13		
African Amer,			Interest in Fairs and their activities
Asian, Hispanic			

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APPLICATION INFORMATION FOR  
KING COUNTY BOARD AND COMMISSION APPOINTMENTS  
(PLEASE ATTACH RESUME IF AVAILABLE)

6/10/96  
(Date)

9934

Board/Commission -- for which you are applying: King CO Fair Board

Name JEFFREY A GUTE Phone B7B-4985 622-7361  
(Home) (Work)

Business Address PO BOX 3431 \* Home Address 20203 12th Pl SO  
KENT WA 98032 Seattle WA 98138

(Please indicate preferred mailing address with an asterisk (\*)).

King County Council District 13

Education Hermantown U of Washington 1977 Business  
(name of high school, college/university, year graduated, degree)

Professional Licenses Held (if applicable to specific board/commission) N/A

Present Employment President (owner) 1/81  
(Job Title) (Date of Employment)  
Success Marketing, Inc.  
(Employer)

SEE resume sent earlier  
(Previous Employment/Experience)

Memberships on any city and/or county boards, commissions, or committees and dates of term: N/A

AFFIRMATIVE ACTION PROGRAM AND PERSONAL INFORMATION The Executive seeks a diverse representation on boards/commissions. Information in this section will assist in achieving this goal and is voluntary on your part.

Asian  Hispanic  White  
 African American  Native American  Other  
Year of Birth \_\_\_\_\_ Sex  (F)  (M) Handicap (Y/N) \_\_\_\_\_

How did you learn of this opportunity? Councilman Vance's Office

Please return completed form to:  
Karen Keegan  
King County Executive Office  
King County Courthouse  
516 Third Avenue, Room 400  
Seattle, WA 98104-3271

**Jeffrey A. Guite**

P.O. Box 3421  
 Kent, WA 98032  
 206-622-7361  
 206-878-4985

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**OBJECTIVE:**

To obtain a responsible and challenging position where my work achievements and experience would have valuable application.

**EXPERIENCE:****Success Marketing / Fund Raising USA****President****1996 - 1981**

- Established 3 National Fund-raising Programs - The American Red Cross, The American Legion and Sertoma (Service to Mankind).
- Developed and created products for national distribution.
- Created catalog for the various Health and Safety items.
- Built marketing program for the local chapters, clubs, posts and used these successful local examples to take programs nationwide.
- Trained and motivated local sales personnel to exceed their goals and have maintained yearly programs that have been financially profitable from first year to present.
- Conducted classroom and field training of sales staff in group format as well as on an individual basis, improving their proficiency in attaining organizational goals annually.
- Created training and presentation materials.
- Prepared quarterly and yearly sales forecasts and budgets.
- Created and prepared marketing and business plans.
- Established manufacturing of products for these national service organizations through the contracting of severely developmentally disabled, to produce our products.
- This provided a win situation for the disabled, the charity and the customer that purchases these health and safety items.
- Established sales with many local and national organizations such as Boeing, Microsoft, Weyerhauser, and government agencies, including GSA.

**Tool Shed Stores****Owner Founder****1981-1976**

- Provided name brand products to contractors in the outlying suburban areas where the majority of construction was occurring.
- This concept saved contractors from driving to major metro areas through heavy traffic to purchase equipment, saving them time, money and providing Tool Shed with quick growth.
- Set up showroom and extensive special order catalog system to serve customers.
- Managed credit systems for major accounts of Tool Shed.
- Established tool repair center to assist customers in keeping equipment on the job.
- Created program for monthly and weekly sales goals.

**National Tool Company**

**Vice President of Marketing**

1976-1973

- Established a national distributor network that contributed to the increase in national sales and organizational growth.
- Provided technical information for distributors and end users.
- Created successful techniques to improve distributor sales, such as Hotel Exhibitions on weekends to attract new distributors.
- Improved products through coordination with end users and R&D to continually meet customer needs.
- Increases business through local state, and national trade shows.
- Created concept of bringing products to cities pre-advertising. Employing live remote radio to attract and sell to retail customers. This also attracted potential new distributors.

**OTHER EXPERIENCE:**

**Puyallup Fair**

1995-1981

- Marketed products to major vendors at Fair.
- Created a purchasing system to bring manufactured products to major purchasers with in 3 days.
- Created (15) fifteen consecutive years of attaining business and profit growth!
- Established a successful personal and business relationship with the many varied exhibitors, staff and Fair personnel.

**King County Fair**

- Served fantastic shows with products for many years.
- Established display booth for American Red Cross, King County.
- Provided community access to emergency products for American Red Cross, King County.

**EDUCATION/ TRAINING:**

University of Washington  
 Bachelor degree in Business Administration  
 Master Degree Study  
 University of Washington  
 University of Seattle, Federal Way, WA

Multiple professional seminars:

- Fran Corp Franchise School
- Executive Training, supervision, management sales
- National Society of Fund-raisers

**MILITARY HISTORY:**

1966 to 1969 United States Army  
 Honorable discharge with permanent rank of Sergeant  
 Disabled American Veteran



King County Board of Ethics  
King County Administration Building  
500 Fourth Avenue Room 553  
Seattle, Washington 98104  
206-296-1586

KING COUNTY  
FINANCIAL DISCLOSURE STATEMENT

All Board and Commission Members

In accordance with Section 3.04.050 of the King County Code, all King County board and commission members are required to complete a financial disclosure statement within ten (10) days of appointment and by April 15 of each year.

For reporting purposes, "immediate family" includes spouse, dependent children, and other dependent relatives residing in the employee's household. "Person" designates any individual, partnership, association, corporation, firm, institution, or other entity, whether or not operated for profit.

Type or print all information and sign this form on page three.  
Use additional sheets if necessary.

Return to the Director, Community Relations  
King County Executive Office  
400 King County Courthouse  
516 Third Avenue  
Seattle, WA 98104

DATE: 6/10/96

NAME: Jeffrey A. Guite

ADDRESS: 20303 12th Pl SO Seattle WA 98138

BOARD OR COMMISSION: King County Fair Board

A. List all sources of income over \$1500.00 (include salary, retirement, and dividend income):

Source of Income	Type of Business	Address
Success Marketing	Marketing	PO BOX 3421 Kent WA
VA Disability	US GOVT	



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B. Do you have a direct financial interest in any mutual fund or other "person" or enterprise in excess of \$1500.00 (insurance issued either to yourself or your spouse, accounts in banks, savings and loan associations or credit unions are not considered financial interest; however, municipal bonds, trusts, and stocks and all other types of financial interest are included)?

YES

NO

If you answered yes, please list:

Mutual Fund or Enterprise	Type of Business	Address

C. List any office, directorship, or trusteeship in any "person" or other governmental entity which does business in King County and which is held by you or members of your immediate family:

Name/Relationship	Type of Business	Position Held

D. List by legal description or popular address all real property owned by you or a member of your immediate family in King County. Include options to buy if the property is valued in excess of \$1500.00.

Address	Name of Owner	Relationship to Employee

E. List all real property located in King County and sold by you or a member of your immediate family during the reporting year and valued in excess of \$1500.00:

Address	Name of Owner	Amount Sold For



F. This section is only to be completed by attorneys who practiced before state and local regulatory agencies within the preceding twelve-month period:

- List the name of the "person of which you are a member, partner, or employee:  
 \_\_\_\_\_  
 \_\_\_\_\_
- List the name(s) of the agencies that you practice before:  
 \_\_\_\_\_  
 \_\_\_\_\_
- List the amount of gross compensation in excess of \$1500.00 received by the "person" and attorney respectively as a result of your practice before such agencies in the past twelve months:  
 \_\_\_\_\_  
 \_\_\_\_\_

ATTESTATION

(Required of all board and commission members)

I, Jeffrey A. Guite, certify under penalty of perjury that this statement is true, accurate, and complete.

[Handwritten Signature]  
Signature

Signed this 10 day of June, 1996.

*Statement of Confidentiality: Pursuant to K.C.C. 3.04.110, the statements of elected officials, candidates, department directors, division managers, the deputy county executive(s), and the county executive's administrative assistants shall be public record. All other statements, including those of board and commission members, shall not be made public without the written approval of the Board of Ethics. The Board of Ethics has adopted administrative procedures to ensure that the statements of all other County employees and board and commission members will not be released without prior notification of such employees and members, and without opportunity to assert a right to privacy by filing motion in Superior Court.*