

ELECT PHILIP ROWE for DEWEY BEACH COMMISSIONER

WHO I AM:

I'm Phil Rowe. My wife, Leslie and I have been married for thirty-two years and a few years ago relocated to our Cullen Street property full-time. Before that, I spent every Summer in Dewey Beach with few exceptions. Since my grandfather's original purchase in 1959, my family has owned property in Dewey Beach.

I attended UMBC and Towson University for two years, before accepting a job with Martin Marietta Data Systems in 1982, giving me an opportunity to vie for a position in sales through a training program, in what I believed to be the fastest growing industry in the world; technology. I started in the mail room. After six months I was selected to the training program, where I learned how to sell commercial technology solutions and professional services. **Not being a techie, I gravitated to professional services, solving our clients' needs by matching them to our technical consultants.**

I left MMDS to work in Towson, MD for a business whose primary revenue derived from providing of contract technicians to commercial clients. My next stop was a large competitor willing to let me manage the people I placed with clients, as well as doing the sales work. This was a goal of mine. Two years later, I started my own firm in Towson competing with all the firms I had worked for; I was twenty-six.

Since that time, I have served as CEO of four companies and won multiple awards on both coasts of the U.S. for rapidly growing technology firms. I have done both start-up and turn-around work in my career. Since my retirement, I have written a novel and restored quite a few sports cars.

WHY VOTE ROWE FOR DEWEY BEACH?

Regardless of how you view the current situation in Dewey Beach, "highly functional" is not likely the way many would describe it. I believe that we all have a right to, and an expectation of, effective, timely, transparent and reasoned town management. I will not claim to know more about Dewey Beach, or its politics than anyone else seeking office. I will claim to have experience in running significant organizations with multi-faceted departments and challenges. I've managed budgets in excess of \$45M and have operated a group of over 845 employees. I have solved complex contractual issues, driven multi-million-dollar sales and maintained an industry leading rate of employee retention.

How does this relate? The answer is, perfectly! It is time for Dewey Beach to GET THINGS DONE with transparency, openness, communication and ACCOUNTABILITY. No more infighting, meandering, lethargy and financial guessing games! We need to take a direction toward fiscal stability, financial growth and an agenda that truly serves the PEOPLE of Dewey Beach and I will do everything in my power to make this happen - I PROMISE YOU!

I thank you for your attention and I am asking for your vote.

Philip Rowe

Candidate, Dewey Beach Commissioner