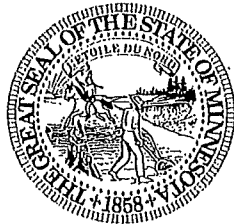


STATE OF MINNESOTA



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TIM WALZ
GOVERNOR

MAR 04 2019

President of the Senate

NOTICE OF APPOINTMENT

Christopher Ferguson

6750 Woodland Drive
Eden Prairie, MN 55346
County of Hennepin
Congressional District 3

Because of the special trust and confidence I have in your integrity, judgment, and ability, I have appointed and commissioned you to have and to hold the office of:

DISTRICT 3 REPRESENTATIVE

METROPOLITAN COUNCIL

Effective: March 4, 2019
Term Expires: January 2, 2023

This appointment carries with it all rights, powers, duties, and emoluments granted by law and pertaining to this position until this appointment is superseded or annulled by me or other lawful authority or by any law of this State.

IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Great Seal of the State of Minnesota to be affixed at the State Capitol in the City of Saint Paul, March 4, 2019.



Handwritten signature of Tim Walz in black ink.

Governor

Handwritten signature of Steve Pinn in black ink.

Secretary of State

Replacing: Jennifer Munt

**OFFICE OF THE MINNESOTA
SECRETARY OF STATE STEVE SIMON**

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Application for the position District 3 Rep.

Part I: Position Sought

Agency Name: Metropolitan Council

Position: District 3 Rep.

Part II: Applicant Information

Name: Christopher Ferguson

Phone: (763) 244-1090

Mailing Address: 6750 Woodland Drive Eden Prairie 55346

Email: chris@bywater.co

County: Hennepin

Felony Conviction: No

Mn House District: 48A

US House District: 3

Recommended by the Appointing Authority: True



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Part III: Appending Documentation

Cover Letter and Resume

Type	File Type	
Cover Letter	application/pdf	
Resume	application/pdf	

Additional Documents (.doc, .docx, .pdf, .txt)

Type	File Name
------	-----------

Type

File Name

No additional documents found.

Part IV: Optional Statistical Information

Race and Natural Origin: African American or Black

Political Party: Democratic-Farm-Labor

Age: 47

Gender: Male

Disability: No

Hispanic, Latino or Spanish origin: Yes

Part V: Signature

Signature: Christopher Ferguson

Date: 12/12/2018 5:02:23 PM

APPLICANT INDEX

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President of the Senate

CHRISTOPHER FERGUSON

612-396-1957
chris@bywater.co

6750 Woodland Drive
Eden Prairie, MN
55346

December 12, 2018

Meredith Vadis
Metropolitan Council
390 Robert Street N
Saint Paul, MN 55101

Dear Meredith,

I am writing in response to the opening for Metropolitan Council District 3, for which I believe you are making a recommendation to Governor Walz.

My global, professional, and community experience, in addition to my educational background, allow me to bring a unique mindset and skillset to the MetCouncil.

Over the last 25 years, I have:

- a track record of success and worked in more than 20 countries and bring expertise in sales and finance,
- been a strong transit advocate, including a leading role in supporting businesses during the Green Line construction,
- developed a deep understanding and worked to eliminate racial disparities in our region to drive economic growth.

All of which makes me an ideal candidate for the MetCouncil.

I have attached my résumé for your review and would welcome the chance to speak with you soon.

Best regards,

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Christopher Ferguson

President of the Senate

CHRISTOPHER FERGUSON

612-396-1957
chris@bywater.co

6750 Woodland Drive
Eden Prairie, MN
55346

Profile

Leader, relationship builder, and strategic thinker who combines global experience in large and small companies with expertise in sales and finance to deliver unique solutions to opportunities.

Experience

Vice President - Business Development and Delivery, The Summit Group; Eden Prairie, MN – 2018–Present

Train Sales Teams at some of the world's most recognized brands including Mayo Clinic, J&J, and Donaldson to increase their business relevance, prevent the commoditization of their business and deliver profitable revenue growth that outpaces their peer companies. Deliver seminars and speeches to share our way of thinking and begin the organizational change needed to compete in Amazonified business world.

President and CEO, Bywater Business Solutions; Minneapolis, MN 2009 - Present

Provided marketing solutions and business advice to more than 100 organizations including Ramsey County, Saint Paul Saints Baseball Club, Xcel Energy, Austin Mutual Insurance, City of Saint Paul, City of Minneapolis, Affinity Credit Union, and Hamline University.

Created and implemented strategies to drive profitable revenue growth for professional firms by integrating online, social media, print, and promotional tactics, delivering 40% annual revenue growth. Analyzed the results to determine ROI and drive future investments. Built and managed a cloud-based procurement system for Ramsey County's 27 departments and over 1000 items. Reduced procurement time by 50% and cost by 10%.

Developed and presented strategies to improve diversity, and retain a diverse workforce for Thrivent Financial, Proctor and Gamble and West Monroe.

Owner, Dairy Queen Stadium Village, Minneapolis, MN, 2004 - 2016

Owned and operated our business along the Green Line. Built a team to drive double-digit revenue growth, more than double the industry average for 5 consecutive years.

Chief Financial Officer, Signature Media Group; Minneapolis, MN 2008 - 2009

Completed month end close, journal entries, payroll, AR and AP. Sourced business and workers' compensation insurance. Managed Cash flow. Improved DSO from 48 to 26 days. Created a financial model and business plan for the expansion of the business into other products. Created and negotiated contracts with customers and vendors. Led the conversion to SAP from Netsuite.

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Chief Financial Officer, EPIEN Medical; Minneapolis, MN - 2006 - 2008

Raised capital and structured transactions with equity and debt investors. Created a financial model to analyze the company's product, geographic, and strategic options. Rewrote and updated the business plan and investor presentation to reflect the changes in corporate strategy. Led accounting and finance functions. Reviewed transactions and entries for accuracy. Created monthly and annual budgets and forecasts. Reviewed budgets and forecasts with the Board of Directors at each meeting. Negotiated European and Middle Eastern distribution contracts that tripled the company's revenue and provided much-needed cash flow to operate the company. Outsourced product packaging to reduce product cost by 20%.

Director, Finance, Sales and Treasury, ADC; Eden Prairie, MN - 2000 - 2004

Managed a \$72 million budget for Sales and Marketing and implemented the re-engineered global sales strategy with the Vice President of Sales. Reduced the budget by 65%.

Structured, negotiated and documented ADC's large customer finance transactions. Completed deals in the U.S., Europe, and Latin America with commitments of more than \$700 million. Led multiparty negotiations to structure commercial contracts. Completed debt, equity, capital lease, and operating lease transactions. Managed investment of \$360 million in cash. Managed ADC Foundation \$10 million investment. Implemented new FX hedging program with \$100 million notional value.

Forecasted and drove \$650 million of revenue, created predictive forecast tools that improved forecast accuracy to 97% from 75% and led the annual operating planning process during a period of significant change.

Led a team of 27 people located in the US, India, China, Mexico, Brazil, Scotland, Israel, Belgium and Canada. Reduced DSO from 59 days to 47 days

Presented transactions to CEO, COO and President, CFO and the Board of Directors. Presented quarterly updates to the Board of Directors.

Manager, Corporate Finance, Norigen; Toronto, Canada 1999 - 2000

Co-led a multi-disciplinary team assembled by the President and COO to analyze the company's strategy and recast it to meet the requirements of a changing market for this rapidly growing startup communications company. Led the creation of the financial model used for financing and business planning. Presented and explained the business plan and financial model to investors and partners. Negotiated term sheets with lenders and vendors. Structured creative "pay as you grow" vendor financing agreements.

Associate, Project Finance, Newcourt Capital; New York, New York, 1998 - 1999

Managed the due diligence (engineering, power market, and insurance) for Calpine Corporation's \$247 million leveraged lease acquisition financing for 14 geothermal power plants at the Geysers in California. Modeled the project economics for the leveraged lease debt and equity investors. Prepared an information memorandum and investor

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presentation. Worked with rating agency and institutional investors to win committee approval. Completed transaction in 90 days.

Modeled the project economics for a pan-European telecommunications company. Analyzed various options for \$200 million of senior secured debt. Negotiated the term sheet and structured the transaction. Guided the rewriting of management's business plan. Led the due diligence process. Prepared an information memorandum and presentation for investors.

Conducted due diligence and assisted in the documentation for the leveraged lease equity in the \$479 million USGenNE Bear Swamp Leveraged Lease transaction.

Developed and structured Global Crossing's customer finance program. Provided Global Crossing with a unique, first to market customer finance program.

Education

Schulich School of Business - MBA - Finance, Toronto, Canada, 1998

Osgoode Hall Law School - JD - Corporate and Tax, Toronto, Canada, 1998

Queen's University - M.Sc.E - Environmental Engineering, Kingston, Canada, 1994

Queen's University - B.Sc.E (Hon)- Civil Engineering, Kingston, Canada, 1993

Community and Boards

Midway Chamber of Commerce, Board Chair, 2017-present, Board Member 2011 to present

Minneapolis Chamber of Commerce Board Member, 2014-present

Eden Prairie Hockey Association, Hockey Coach, 2011-present

Minneapolis Workforce Council, Board Member, 2012-2015

Corridors of Opportunity Policy Board Board Member, 2012-2015

Central Corridor Business Resources Collaborative, Chair, 2010-2014

Led the group of organizations that successfully supported the small businesses along the Green Line during construction with an innovative marketing and forgivable loan program to prevent the closure of businesses during construction of the Green Line Light Rail. Limited the business closures to 10% of over three years, less than the national average. Built partnerships with elected officials, businesses, non-profits, local governments, and community partners to fund the program and achieve our goals.

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Statement of economic interest for a public official

Official: Ferguson, Christopher

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Statement last updated: 3/18/2019

Occupation: Consultant

Employer: Self-employed

6750 Woodland Dr

Eden Prairie, MN 55346

Positions held

Agency	Position held	Appointment date	Appointment ends	Appointment authority
Metropolitan Council (/reports-and-data/officials-financial-disclosure/agency/40200000/)	Member - District 3	3/4/2019	1/2/2023	Governor

Sources of income

Name of source	Relationship to source
	Director Officer Owner Member Partner Employer Employee Honorarium
Bywater Business Solutions	✓

Business or professional activity categories

Business or professional activity category	Engaged as employee	Engaged as contractor
Professional, Scientific, & Technical Services (Other)	✓	

Securities

Name of security

Epien Medical

Real property

County	Address or section information	Owner	Mortgagee	Contract for deed	Option to buy \$2500 rule
Hennepin	6750 Woodland Dr	✓			



Pari-mutuel horse racing interests

None reported