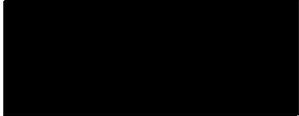


MICHAEL E. WILSON

EXECUTIVE SUMMARY

Membership Growth and Retention: Developed programs at national level that have been incorporated into affiliated state organizational chapters under the association's umbrella. Continue to achieve positive net growth during difficult economic times for the industry. Membership retention was 94% for FY 2013-2014, ranging from 92%-95% retention since 2007.

Trade Show and Convention Management: Produced convention and exposition held November 2013 in Phoenix, Arizona that ranked as the best revenue producing event in the Association's 71 year history. The revenue for show was \$403,000. This was an 1834.2% increase over the last Convention & Expo held in Arizona in 2005 and 293.5% increase over the event just prior to taking over executive position. Overall, the last six conventions and expositions have been the top six revenue producing events in history of the association.

Non Dues Revenue Production: Developed programs to maximize "out-of-the-box" resources to raise non-dues revenue through turn-key benefit programs and supplemental fund development. Dues currently account for less than 33% of association's income.

Collaboration: Excellent communication and networking skills to make all members/employees feel welcome and appreciated. Record of concentrated energy, ideas and enthusiasm toward goals of the association or company.

Organization: Strong ability to envision, organize and implement solutions for efficiency and profitability.

Strategic Direction: Proven ability to organize, focus and empower association leadership to set and accomplish appropriate goals.

PROFESSIONAL EXPERIENCE**AUTOMOTIVE RECYCLERS ASSOCIATION, Manassas, VA***Chief Executive Officer*

2007-Present

- **Chief Executive Officer of non-profit association.** Oversee all administrative and strategic operations. The international organization of the professional automotive recyclers has 4500 members in 15 countries under its structural umbrella.
- **Administration:** Serve as chief executive of the association, overseeing all day-to-day administration and routine work of the organization. Successfully manage budget of \$2 million.
- **Professional Development:** Supports the efforts of, informs, educates, facilitates the success of and advises and encourages ARA
- **Government Affairs:** Develops and maintains liaison activities with state, national, provincial and territorial agencies. Headed industry efforts to secure recycled automotive parts sales from \$3 billion Cash for Clunkers" program in 2009. Two term member of the Department of Justice's National Motor Vehicle Title Information System Federal Advisory Board.
- **Membership:** There has been a 26.6% increase in membership from August 2007 through end of December 2013. Previous six year period there was a 24.7% decrease in overall membership.
- **Marketing/Public Relations/Publications:** Prepare and develop presentations and speeches which enhance the work of the association. Implement/contribute to the development of and maintain effective public relations program. ARA magazine ad revenue FY 2012-13 achieved an 11.9% increase over FY 2011-12 and a 108.5% revenue increase over FY 2006-07.
- **Capital Project Management:** Originated and spear-headed initiative to secure financial support for the purchase of association's headquarters office building in northern Virginia.

MICHAEL E. WILSON

TEXTILE RENTALS SERVICES ASSOCIATION OF AMERICA, ALEXANDRIA, VA

Director, Government Affairs

2003-2007

- Lobbied Congress and the Executive Branch on legislative and regulatory issues of interest to the association.
- Developed and cultivated relationships with members of Congress, the Administration and their respective staff.
- Researched, monitored and devised strategies to address emerging issues in the industry.
- Managed and participated in meetings with industry coalitions, alliances and adversarial groups. Directed grassroots activities within the association membership.
- Supervised activities of the association's governmental affairs staff. Composed issue briefs, testimony, and action alerts along with articles for weekly newsletter and monthly magazine.
- Established programs to maximize contribution of funds to association's political action committee (PAC). In 2006, the PAC achieved a 66 percent increase in contributions from its previous best year. Additionally, PAC support for the 2005-2006 elections were up 38 percent from the best historical cycle.

AUTOMOTIVE RECYCLERS ASSOCIATION, FAIRFAX, VA

Director, Governmental & Industry Relations

2000-2003

- Served as industry's representative responsible for monitoring, analyzing and addressing legislative and regulatory issues of concern to the professional automotive recycling industry.
- Also served as the association's primary representative at intra-industry and inter-industry meetings throughout the country.
- Prepared testimony, drafted and advanced adoption of legislation, and represented the association at hearings and meetings with legislators, regulators and their staff.
- Secured \$250,000 grant from U.S. Environmental Protection Agency to fund and administer the operations of an Internet based compliance assistance center for automotive recycling community.

Manager, Governmental Affairs

1997-2000

- Served as legislative liaison and lobbyist for association on core industry components, which encompass health and safety activities, environmental concerns, marketing and training.
- Responded to member requests on regulatory and legislative concerns.

ASSOCIATED BUILDERS AND CONTRACTORS, ROSSYLN, VA

Manager, Federal Regulations/Washington Representative

1996-1997

- Monitored federal/state regulatory developments, composed comments, summaries and position papers on a variety of issues including labor, procurement, environment and small business.
- Served as lobbyist for the association on core industry components, which encompassed labor relations, budgetary concerns, training and education.
- Directed association chapters in development and implementation of political action committee fundraising and grassroots programs.

SHELL OIL COMPANY, RESTON, VA

Health, Safety and Environmental Analyst

1993-1996

- Managed Mid-Atlantic district compliance with federal, state and local government health, safety and environmental regulations at over 300 facilities.
- Developed goals and strategies to ensure regulatory compliance; and provided technical and organizational support.
- Supervised independent contracting personnel. Spearheaded development of customized database system to facilitate management of district compliance requirements.

PAUL ARNESON, P.C., WASHINGTON, DC

Legislative Assistant

1990-1992

- Monitored congressional activities and prepared written reports and other materials for clients.
- Coordinated the firm's political activities from meet and greets to political fundraisers along with management of coalition meetings.

MICHAEL E. WILSON

INTERNSHIPS

OFFICE OF SENATOR WILLIAM ARMSTRONG

Congressional Staff

1990

OFFICE OF SENATOR HANK BROWN

Congressional Staff

1989-1990

EDUCATION

COLORADO STATE UNIVERSITY, FT. COLLINS, COLORADO

Bachelor of Arts, Political Science & History

State of Colorado Teaching Certificate, Secondary Education

1984-1988

UNIVERSITY OF GEORGIA, ATHENS, GEORGIA

1983-1984