

**SPECIAL COMMISSION MEETING AGENDA  
TUESDAY, JULY 17, 2012  
4:00 P.M.**

**A. CALL TO ORDER** – Mayor David George

**B. NEW BUSINESS**

1. Interview, discussion and action to appoint one person to the City Commission serving to April 14, 2015.

Applicants: Jim Falkner  
Marcus Kastler  
Walt Songer  
Charles Weed

**C. ADJOURN**

CITY OF COFFEYVILLE, KANSAS  
BOARD OF COMMISSION APPLICATION

RECEIVED

July 2, 2012

JUL 02 2012

Date \_\_\_\_\_

Board or Commission: City Commission

CITY CLERK

Term: To April 14, 2015

Meeting Times: 2<sup>nd</sup> & 4<sup>th</sup> Tuesday of each month, 6:30 p.m., City Hall

Applicant must be a qualified elector of the City of Coffeyville

Name James R. "Jim" Falkner

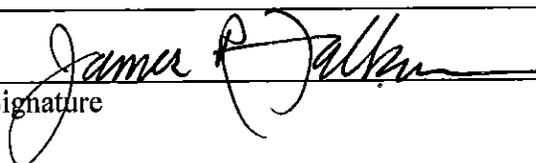
Address 1014 West 3rd St.

Phone 251-2609 E-mail jamesfalkner@att.net

**Work Experience and Training** Former Asst. Chairman, Planning Commission & Chairman  
Zoning Appeals Board; Twenty-plus years in management of for-profit and non-profit,  
in both the public and private sector. Attached resume provides details.

Use my twenty-plus years experience in both public and private  
sectors in for-profit and non-profit organizations to assist  
**Interest in Board** the other Commissioners in providing strategic guidance to the  
City Manager based on available resources, input from the citizens of Coffeyville  
and the realities of the federal and state political environment in which we live.

Of a more immediate nature, use my experience as the Budget Officer of the  
Pacific Fleet (\$5B) and my personal P&L responsibility (\$11M) of the Kansas  
Masonic Home in Wichita to help build Coffeyville's 2013 budget.

Signature 

# JAMES R. "Jim" FALKNER

1014 West 3rd. St., Coffeyville, KS 67337 - Home: (620) 251-2609, Cell (316)204-2307  
email: jamesfalkner@att.net

Senior executive with demonstrated increasing levels of responsibility, translatable skills and experience spanning public and private sectors in non-profit and for-profit organizations. Multiple start-ups in the for-profit sector with expertise in the development of business and marketing plans, operational and capital budgets, new program and service development and financial management.

## **AREAS OF EXPERTISE**

- P&L Management; Effective implement of innovative cost control measures.
- Ability to cultivate favorable organizational influence with local media and civic groups.
- Lead dissenting groups to consensus; accomplished contract negotiator.
- Manage a professional staff to achieve programmatic and fiscal goals in a highly regulated environment.

## **EXPERIENCE & ACHIEVEMENTS:**

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### **Falkner Management Services, Coffeyville, KS Feb 2011-Present**

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*A consulting service providing management services to small and mid-size organizations in Kansas.*

**Principal:** Developed to provide affordable seminar services to small, regional companies.

- Provide risk management analysis based on the Australia/NZ Risk Management Standards & Guidelines.
- Assess Corporate Compliance based on federal-state regulations and company self-defined issues.

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### **AseraCare Hospice, Nashville-Tullahoma, TN 2010-Feb 2011**

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*A for-profit company covering 17 counties in middle TN with primary & satellite offices; annual revenue of \$2.8 million.*

**Executive Director:** Recruited to return organization to profitability and improve regional image.

*Responsibilities: Management oversight of two facilities with overall P&L responsibility.*

- Brought agency from annual losses of \$120K into a positive margin in 7 months.
- Reduced supplies expense with appropriate Economic Order Quantity (EOQ) & Just In Time (JIT) processes.
- Developed a comprehensive Employee Satisfaction Plan based on anonymous, in-depth staff surveys.

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### **Medicalodges, Pittsburg, KS 2006-2010**

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*A Regional Employee Owned – ESOP company operating facilities in KS, MO, OK and AR.*

**Director of Hospice Operations:** Recruited to create a subsidiary hospice company (start-up).

*Responsibilities: Achieve federal and state certification & negotiate all ancillary contracts.*

- Personally negotiated favorable contracts with ancillary suppliers and service providers.
- Achieved Medicare & Medicaid certification with a flawless inspection & audit.

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### **Kansas Masonic Home, Wichita, KS 2003-2006**

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*A Non-profit company with three facilities on 15 acres in downtown Wichita.*

**CEO:** Recruited to restore community confidence and prevent default on \$19M in industrial revenue bonds.

*Responsibilities: Achieve community recognition through innovative marketing efforts.*

- P&L responsibility \$11M.
- Moved this 501(c)3 from annual losses of \$1M to an \$800K excess in less than three years.
- Personally created the company's first Risk Management and Corporate Compliance Plans.
- Increased revenues 167% because of an in-depth knowledge of federal regulations previously ignored.

JAMES R. "Jim" FALKNER - 1014 West 3rd. St., Coffeyville, KS 67337 - Home: (620) 251-2609, Cell (316)204-2307

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**Windsor Place, Coffeyville, KS 1997-2003**

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*A for-profit company operating four regional facilities in southeast Kansas.*

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**Associate Director of Non-Clinical Operations/Admissions:** Recruited to improve census because of knowledge of local markets and referral sources and help manage non-clinical operations.

**Responsibilities:**

- Improved revenue \$1.7 million through personal marketing efforts with referral sources.
  - Assisted in the non-clinical administration of four facilities.
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**Housecall Home Healthcare, Knoxville, TN 1996-1997**

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*A for-profit company serving seven states in the southeast US.*

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**Regional Director of Operations (Knoxville-Chattanooga):** Recruited to lead the Region in the changeover from fee-for-service to the federal Prospective Pay System which required a programmatic transition of agencies as profit centers to expense centers.

**Responsibilities:**

- P&L responsibility \$8.4 million.
  - Regional oversight of seven (7) agencies billing \$18.9 million annually.
  - Successfully negotiated favorable contracts for ancillary services.
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**Kirkville Osteopathic Medical Center (KOMC), Kirkville, MO 1995-1996**

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*An medical college and a teaching hospital operated by TENANT Healthcare Corporation.*

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**Director of Marketing/PR:** Recruited to improve community relations and hospital census.

**Responsibilities:**

- Created a training program for non-clinical staff to improve the facility image through effective communications with referral sources.
  - Developed business and marketing plans for the hospital and rural clinics.
  - Prepared all facility communications, advertising and PR position statements.
  - Directed the installation of a fiber optic telemedicine system in rural northeast Missouri.
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**Other Public-Sector Significant Positions (US Government)**

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*While on active duty with the US Navy*

**Director of Budgets:** Formulated annual \$5 Billion budget for Navy's Pacific Fleet.

- Cited for developing a program that saved \$14.6 Million.
- Designated a government Specialist in Strategic Financial Management.

**Personnel Director:** Provided management oversight for 6,500 positions; included mid-level management recruiting.

- Cited for extraordinary savings in personnel management programming.
  - Designated a government Specialist in Personnel Administration and Training.
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**EDUCATION**

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- MBA (emphasis in finance and marketing); National University, San Diego, CA (Summa cum Laude)
  - BS Journalism (Advertising); University of Kansas, Lawrence, KS
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**COFFEYVILLE ACTIVITIES**

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- Former Assistant Chairman, Planning & Zoning Commission and Chairman, Zoning Appeals Board
- Deacon, First Baptist Church and Moderator (responsible for business issues at the church)
- Current member of:
  - Kiwanis (past Treasurer)
  - Keystone Masonic Lodge (currently serving as the Master of the Lodge)

CITY OF COFFEYVILLE, KANSAS  
BOARD OF COMMISSION APPLICATION

RECEIVED

JUL 02 2012

Date 7-1-12

CITY CLERK

Board or Commission: City Commission

Term: To April 14, 2015

Meeting Times: 2<sup>nd</sup> & 4<sup>th</sup> Tuesday of each month, 6:30 p.m., City Hall

Applicant must be a qualified elector of the City of Coffeyville

Name Marcus Kastler

Address 804 Kansas

Phone 620 515 6564 E-mail \_\_\_\_\_

Work Experience and Training planning and zoning

Commission I go to meetings and I follow  
what is going on in the city.

Interest in Board I want to provide a new

view to the commission. My position

on the commission now doesn't meet

a lot and I want to do more for the

city. I have a vision for Coffeyville

and I want to add to Coffeyville future

Marcus Kastler.  
Signature

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JUL 05 2012

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CITY OF COFFEYVILLE, KANSAS  
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Applicant must be a qualified elector of the City of Coffeyville

Name WALT L SONGER

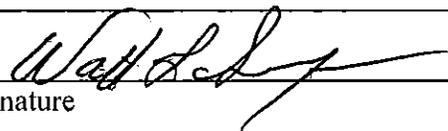
Address 1320 W 3RD COFFEYVILLE KS

Phone 620-515-5071 E-mail WALLES-CARS & VANOS.COM

Work Experience and Training I HAVE WORKED IN THE AUTO REPAIR BUSINESS FOR YEARS. WORK AT THIS WHEN IN TOWN WORKING FOR FIRST STUDENT AS A MECHANIC KEEPING SCHOOL BUSES RUNNING

Interest in Board I WANT TO SEE CHANGE FOR THE BETTER OF COFFEYVILLE THEY ARE A LOT OF THINGS THAT CAN BE DONE TO IMPROVE COFFEYVILLE WE AS PEOPLE OF COFFEYVILLE NEED TO HELP MAKE CHANGE

Signature



CITY OF COFFEYVILLE, KANSAS  
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JUL 13 2012

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Applicant must be a qualified elector of the City of Coffeyville

Name WEED, CHARLES L.

Address 207 W. New  
PO BOX 82 COFFEYVILLE KS 67337

Phone 620-870-1213 E-mail c-l-weed@yahoo.com

Work Experience and Training 6 YEARS IN MARINES 30 YEARS IN  
ALL PHASES OF CONSTRUCTION, COMMERCIAL CONSTRUCTION &  
MAINTENANCE OF BUILDINGS & SUPPORT FACILITIES.

Interest in Board TO GIVE THE BOARD A CHOICE OF HONEST KNOWLEDGEABLE  
PEOPLE WILLING TO SUPPORT THIS COMMUNITY AS IT  
DESERVES

CL Weed  
Signature