



OFFICE OF THE COUNTY EXECUTIVE

Milwaukee County

CHRIS ABELE • COUNTY EXECUTIVE

18.230

DATE: February 16, 2018
TO: Theodore Lipscomb, Sr., Chairman, Milwaukee County Board of Supervisors
FROM: Chris Abele, Milwaukee County Executive
SUBJECT: Appointment of Jordan Luhr to the Commission on Aging

Subject to the confirmation of your Honorable Body and pursuant to the provisions set forth in Milwaukee County General Ordinances Chapter 53.03, I am hereby appointing Mr. Jordan Luhr to the Milwaukee County Commission on Aging. Mr. Luhr's term will end on March 28, 2021.

Your consideration of this appointment is appreciated.

Chris Abele
Milwaukee County Executive

CC: Supervisor Supreme Moore-Omokunde, Chair, Health and Human Needs Committee
Kelly Bablitch, Chief of Staff, County Board of Supervisors
Jon Janowski, Director of Administration, Department on Aging
Allyson Smith, Committee Coordinator
Erica Hayden, Research Analyst
Jordan Luhr

2008

Vice President, Development and Public Relations

- Liaison to Board of Directors and Lead for Development and Nominating Committees
- Active involvement in agency-wide Strategic Planning with President and Board
- Oversee budget for Development, Public Relations, Chaplaincy and Volunteer Services
- Primary lead on Board Development – increased Board by 13 new members in 2 years
- Legislative Liaison, working with state and federal representatives to achieve agency financial support and support for advocacy positions
- Involved in contract negotiations with vendor organizations
- Responsible to raise \$2.0MM+ annually in public funds to support agency initiatives
- Manage agency's relationships with individual donors, corporations, foundations and other cooperating organizations
- Coordinate, manage and drive fundraising for capital projects
- Conduct Major Gift solicitation
- Oversee all stewardship activities
- Conduct all Marketing and Public Relations efforts for agency
- Key role in image building and branding for the organization
- Responsible for website development and ongoing upgrades
- Developed Chaplain Program and manage entire program
- Provide strategic direction and management to Volunteer Program
- Responsible for all foster care parent and volunteer recruiting
- Administer scholarship program for current and past Allendale clients
- Instrumental in developing the Retail Sales Program and overseeing its successful implementation and integration into the Vocational Education Program

1995 -
1999

Allegiance Healthcare Corporation

Waukegan, IL

VP Marketing

- Manage \$1.2 billion distributed business – medical and surgical products
- Accountable for managing the P&L and balance sheet of the business
- Accountable for operational expense budget in excess of \$2.5 million
- Lead effort to develop and implement strategic plans
- Interface with Operations and Field Sales
- Delivered consistent achievement of profitability plan
- Responsibilities included: Business Development, Product Marketing, System Support, Concept Marketing, Supplier Contract Negotiations and Supplier Relationships
- Responsible for product segment marketing and overall profitability
- Development of industry leading distribution strategy

1993
1995

Baxter Healthcare Inc., Hospital Supply / SP Division

Waukegan, IL

Director, Marketing

- Manage \$900 million distribution business
- Accountable to improve the total P&L and balance sheet of the business
- Develop and deploy new organizational structure
- Increase profitability of business
- Negotiate and maintain Supplier relationships
- Strategically direct the implementation of Market Segment strategies
- Implement the integration of \$400 million plus in new supplier relationships
- Implement a profitability measure (ROMC) for each product line

- 1991 *Baxter Healthcare Inc., Scientific Products Division* Minneapolis, MN
 1993 Region Manager
- Responsible for \$30MM sales region with a portfolio of 72,000 products
 - Manage region of 12 – 1 Sales Manager, 11 Sales Representatives
 - Developed and implemented regional sales and marketing strategies
 - Responsible for employee hiring and development
 - Revived a struggling sales region into a top sales performer nationally
 - Rising Star award winner
- 1989 *Baxter Healthcare Inc., Scientific Products Division* Milwaukee, WI
 1991 Sales Manager
- Responsible for \$17MM sales region with a portfolio of 72,000 products
 - Managed 8 Sales Representatives
 - Implemented sales structure changes
 - Sales Manager of the Year – Midwest Area – 1991
 - Sales Region ranked 3rd of 50 nationally, revived from previous underperformance
- 1988 *Baxter Healthcare Inc., Pandex Division* Mundelein, IL
 1989 Marketing Manager
- Global marketing responsibilities for infectious disease blood screening tests
 - Managed regulatory process
 - Responsible for global marketing training
 - Overachieved sales and gross profit goals
- 1985 *Electro-Nucleonics, Inc.* Bethesda, MD
 1988 Product Manager (Asst. Product Manager, Research Assistant)
- Managed worldwide marketing for infectious disease product lines
 - Responsible for product line sales of \$8MM per year
 - Responsible for developing and managing OEM relationship
- 1981 *Georgetown University Medical School* Washington, DC
 1985 Research Assistant – Immunology (published)

Education:

- 2006 North Park University – Graduate Certificate in Nonprofit Management
 Chicago, IL
- 1986 University of Maryland – Masters in Business Administration
 College Park, MD
- 1981 Marquette University – Bachelor of Science, Biology
 Milwaukee, WI

Professional Memberships / Community Activities:

- Board of Directors, Coordinated Care Alliance, 2012 to present, Chair from 2013 to 2015
- Active Parishioner at St. Mary of the Annunciation since 2005 (Lector, member of Finance Council, Parish Transformation Steering Committee)
- Board of Directors, Countryside Association, 2006 to 2009
- Fundraising Committee, Busy Brains Children’s Museum, 2006 to 2009
- Kiwanis Club of Lake Villa/Lindenhurst – Treasurer, Vice President, 2002 to 2008
- Board of Directors, Big Brothers Big Sisters of Lake County, 1998 to 2011

- Board of Directors, Health Industry Distributors Association (HIDA), 1996 to 1998
- Director and Chairman, Hospital Market Group, HIDA, 1994 to 1998
- United Way Day of Caring Volunteer