



AGENDA ITEM EXECUTIVE SUMMARY

Agenda Item number: IB

Title: Presentation of a Recommendation from Mayor Lora Vitek to Approve Appointment of City Treasurer for 2021-2025

Presenter: Mayor Lora Vitek

Meeting: City Council Date: May 3, 2021

Proposed Cost: \$ Budgeted Amount: \$ Not Budgeted:

Executive Summary *(if not budgeted please explain):*

No candidates came forward for the position of City Treasurer for the 2021 consolidated election.

Request favorable consideration of appointment of John Harrill as City Clerk for the period of May 3, 2021 through April 30, 2025.

Attachments *(please list):*

- Bio
- Resume

Recommendation/Suggested Action *(briefly explain):*

Presentation of a recommendation from Mayor Lora Vitek to approve appointment of City Treasurer for 2021-2025.

John Harrill

John and his wife, Heather, have lived and raised their three children in St. Charles since 2003. John served on the Board of Elders and as the Financial Secretary at St. Mark's Lutheran Church.

John has 25 years' experience in international logistics as head of the Finance Department and head of the Operations Department for Hapag-Lloyd, one of the largest global ocean carriers, managing the Midwest and Northeast United States. In these roles he led Finance and Accounting, IT, Process Management, Human Resources, Procurement, Port/Terminal Operations, and Truck/Rail Transportation. Additionally, he ran three global digital transformation projects for financial processes.

John is a Certified Public Accountant, a Certified Management Accountant, and a Chartered Global Management Accountant.

JOHN HARRILL, CPA, CMA, CGMA

St. Charles, IL | [REDACTED] | [REDACTED].com | www.linkedin.com/in/harrill

SENIOR FINANCE AND OPERATIONS EXECUTIVE

Hands-on senior executive. Experience leading operations and finance departments. Innovative with minimum resources. Offers practical insight. Influences and motivates teams. A trusted partner at all levels of the organization.

- Strategic Planning and Execution
- Revenue and Profit Growth
- Financial Planning and Analysis
- Process Optimization
- Operational Excellence
- IT Strategy and digitalization
- Performance Management
- Team Building and Training
- Change Management

HIGHLIGHTS

- **Strategic Planning and Execution:** Increased productivity 300% over 10 years by collaborating with executive team on strategy to contain headcount during periods of rapid growth with process simplification, digitalization, performance management and KPI development, offshoring, and office consolidations.
- **Revenue and Profit Growth:** Expanded revenue by \$6 million per year by identifying opportunity to charge for extended use of equipment allowing for a new revenue stream. Spearheaded the design and global rollout of a system to secure additional revenue for non-contracted services securing \$4.8 million per year.
- **Financial Planning and Analysis:** Transformed cost reporting into an interactive system with pre-processed analytical datasets combining costs and geographical data to steer reductions of loaded transport expense by 20% and empty cost by 40% over 6 years. Established models to optimize vendor utilization and terminal locations.
- **Process Optimization and Digitalization:** Led Dispute Management / EIPP, a global project, covering 4,000 users to decrease internal cycle time for disputes and invoice rehandling from over 7 days to less than 2. Created capability to auto rate transportation workorders, conduct quick rate audits, and efficient dispute notices to vendors.

PROFESSIONAL EXPERIENCE

Hapag-Lloyd AG, Hamburg, Germany

1995 – 2020

One of the world's leading ocean container carriers also engaged in landside transportation and logistics.

Director Global Procurement, Hamburg, Germany (2020)

Project Manager for the SAP S/4HANA implementation based in Germany. After the project was cancelled due to the Corona epidemic, provided consulting and support to Area Italy's transport tender during the Corona lockdown.

- Instrumental in obtaining \$5.8 million in transport rate reductions in Italy against \$84.7 million spend (6.8%).
- Designed and implemented a global framework and process roadmap to avoid any procurement savings shortfalls.

Head of Divisional Operations / Director of Operations, Area North-East, Lisle, Illinois (2017 – 2020)

Promoted to lead multi-site operation with a \$800 million budget and a team of 63 people. Managed network fluidity, transportation services, terminal operations, business steering, procurement, and inventory.

- Consolidated offices to reduce by 1 manager, speed problem resolution, and account for costs more quickly.
- Negotiated accommodations with truck vendors (freight brokerage) to contain cost increases to 4% compared to 17% for the industry covering 50,000 routes and \$120 million spend.
- Created department to coordinate sales and lease termination of 900 containers per month saving \$4.8 million per year.
- Partnered with cross functional executive team to develop new business over Prince Rupert, British Columbia allowing commercial advantages, vendor diversification, and a channel to move empty containers to Asia.
- Re-engineered processes, established visibility, and changed schedules to save \$4.1 million per year in storage.
- Led effort to reroute ships, cease bookings out of India, and add a barge service to Norfolk to relieve congestion as recovery for a significant terminal failure in New Jersey.
- Enabled better operational decisions and pricing integrity by managing the allocation of \$800 million in direct and indirect costs per year to specific products and services.

JOHN HARRILL, CPA, CMA, CGMA (CONTINUED)

Divisional CFO / Director of Finance and Business Administration Area North-East, Lisle, Illinois (2009 – 2017)

Reporting directly to the Senior Vice President of Area North-East, managed team of 33 people overseeing \$1.3 billion in annual revenue. Led Finance and Accounting, FP&A, IT, and Human Resources. Directed revenue and cost budgets, monthly forecasts, implementation of financial policy, modeling, key performance indicators, internal control, and risk management.

- Collaborated with Sales and Operations to maximize contribution margins and optimize trade balance through pricing strategy, capital resource allocation, credit policy, and incentives for customers and subcontractors.
- Created a forecasting and accrual system. Obtained budget approval to scale globally. Led the global project achieving 98% accuracy, saved 950 workdays per year, and reduced time to complete month-end close to 1.5 days.
- Achieved staff engagement from all functional departments by developing key performance measures and making dashboards visible in SharePoint environment.
- Led a cross-functional project team to facilitate two M&A integrations and an internal consolidation of business areas growing Area North-East over 200%.
- Created specialized business systems department to elicit and marshal customer EDI requirements to IT reducing implementation time and eliminating rework.
- Integrated duty segregation into all transactions. Reduced time required to adhere to monthly internal control reporting by 12 workdays per month by offering alternative procedures.
- Improved working capital by \$6.8 million by re-engineering collection processes and invested in new systems to improve DSO from 25 to 22 days while customer terms were increased from 21 to 24 days.
- Reduced the required headcount for Accounts Payable from 12 to 4 by optimizing OCR technology, increasing EDI, and offshoring manual processing to India.
- Spearheaded the design and global rollout of a system to secure additional revenue for non-contracted services securing \$4.8 million per year.
- Facilitated growth of the inland transportation product by creating a procurement system to catalog over 300,000 competitive truck rates covering 50,000 routes allowing pricing 25% below market.
- Obtained budget approval and led a 2,100 workday IT project for dispute management covering 4,000 users reducing the internal cycle time for disputes and invoice rehandling from over 7 days to less than 2.

Director of Finance and Business Administration Area Midwest, Lisle, Illinois (2006 – 2009)

- Managed the business integration of CP Ships and Hapag-Lloyd for the Midwest combining offices in Chicago and Detroit.
- Expanded revenue by \$6 million per year by identifying opportunity to charge for extended use of equipment.
- Represented North America to implement SAP FSCM (financial supply chain management).
- Established new Human Resources Department to support 240 employees.

Director of Finance Area Midwest, Naperville, Illinois (2000 – 2005)

- Led annual cost savings program reducing operational costs \$12 million per year (13%).
- Served on global project team to implement ERP using SAP R3 CO (controlling).
- Teamed with Sales and Operations to build standard costing system to optimize transport routings as volume grew 160%.

Controller Area Midwest, Oakbrook Terrace, Illinois (1997 – 1999)

- Identified inefficient repositioning of empty containers saving \$400,000 per year (8%).
- Implemented purchasing controls requiring approval for additional charges reducing costs by \$900,000 per year (3%).

Operations and Finance Coordinator Pacific Northwest, Seattle, Washington (1995 – 1997)

- Negotiated with feeder vendor to advance notify shipment weights prior to arrival resulting in better sourcing.

CERTIFICATIONS

Certified Public Accountant (State of Washington - active)

Certified Management Accountant (Institute of Management Accountants)

Chartered Global Management Accountant (American Institute of Certified Public Accountants)

EDUCATION

Bachelor of Science, Economics and Accounting - Christian Brothers University, Memphis, TN (1994)