

Daniel Fuhrman

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SUMMARY

Dan has a proven track record of leading successful ventures in business, public service and the political arena. These ventures have led to the founding and growth of a 150- employee profitable business, the successful election of several prominent political officials, and numerous successful community development endeavors. These diverse experiences have demonstrated Dan's strengths, which include: corporate governance and administration, marketing and sales, quality systems management, financial management and budget preparation, motor carrier safety, human resource management and labor relations, governmental affairs, political fund raising, and campaign management. Most recently, Dan has transitioned the operations of his company and is seeking his next challenge.

PROFESSIONAL EXPERIENCE

Top Line Express Inc.

Lima, OH

1982 - 2010

Founder, Owner and CEO

Mid-sized trucking company primarily serving the automotive industry and suppliers. Top Line operated for 28 years and at its peak operated 130 trucks, had 150 employees, and earned \$15M in annual revenues.

- Founded company from one room operation with 3 trucks, developed sustainable business plan, legal operating structure, HR policies and procedures, and financial structure
- Led business development efforts that allowed Top Line to grow a diverse set of customers and to achieve a position of sustained profitability and respected industry stature.
- Designed company policies, standard operating procedures, and quality systems that allowed company to receive Ford's prestigious Q1 certification, ISO9002 certification and multiple quality awards
- Identified IT needs and led efforts to select and Implement IT systems that allowed Top Line to develop EDI with customers, which resulted in faster collections of receivables, effective dispatch process, and satellite tracking of trucks
- Maintained a leadership role in the Ohio Trucking Association while managing Top Line
- Led successful defense against labor organization campaigns that involved NLRB votes
- Prepared annual budgets and performed monthly financial analysis to maximize profitability
- Oversaw all State and Federal Motor Carrier Regulatory requirements
- In 2010, organized orderly termination of operations and continuation of business by large automotive motor carrier that allowed for a continuity of service to shippers and provided employment for the majority of impacted employees

Cranberry Resort

Huntsville, OH

1997 - 2006

Owner

Mid-sized restaurant, bar and entertainment venue located on the shores of Indian Lake

- Purchased business as an investment and undertook an ambitious renovation and rebranding venture that improved revenues from \$300K to \$2M per year and allowed the business to be sold at a profit
- Developed HR policies and led the management team which directed 30 seasonal and full-time employees
- Coordinated \$1M remodeling efforts that greatly improved the ascetics, serviceability, revenue potential, and value to the business
- Developed entertainment schedules and special events that increased customer traffic and helped to offset seasonal revenue drops

Dot Lines Inc.

Lima, OH

1977 - 1996

President and CEO

Small regional automotive motor carrier with 50 union employees at the peak and \$3 million in revenue

- Joined his family business and learned all functions of a trucking company from the bottom up and managed all facets of the operation
- Led a business development campaign to diversify the customer base and double revenue
- Negotiated beneficial contracts with the Teamsters Union
- Terminated operations in 1996 to pursue more profitable opportunities

United States House of Representatives**Washington, DC 1972 - 1977****Chief of Staff and Legislative Assistant to Congressman Tennyson Guyer, Ohio's 4th District**

- Directed a staff of 11 to perform daily functions necessary for a Congressional Office
- Researched legislative issues and advised the Congressman accordingly
- Acted a liaison to Federal Agencies, Congressional Committees to help constituents and advance agenda
- Acted as press and media liaison
- Answered a majority of Congressional mail
- Wrote Congressional newsletters, press releases and the Congressman's speeches for the floor of Congress

Ohio Republican Party, Legislative Campaign Division**Columbus, OH 1971-1972**

- Assisted state legislative candidates with campaign organization, advertising, fund raising, and campaign strategy
- Oversaw the "Victory Campaign Bus "and did advance work and press follow-up for events in different legislative districts while traveling with then Governor James Rhodes or Lieutenant Governor John Brown

EDUCATION**The Ohio State University, Columbus, Ohio**

- Bachelor of Art, Journalism and Public Relations, 1971
- Dean's list, Kappa Tau Alpha, Journalism Honor Society

PROFESSIONAL INVOLVEMENT**Ohio Trucking Association****1977 - 2010**

- Board of Trustees 1977-2010
- Treasurer 2008-2010
- President 1984-1986
- Chairman of Legislative Committee 1978-1984
- Chairman Truck Pac, Ohio Trucking Association Political Action Committee 1986-1992
- Named to Ohio Trucking Hall of Honor in 2009

Ohio Governor's Motor Carrier Task Force**1987**

- Served as the Motor Carrier Representative to Governor Richard Celeste's Task Force which included several members of his cabinet and other transportation representatives

US Congressional Privacy Task Force, Washington D.C.**1974**

- Served on a Joint House Senate Task force under the Chair of US Representative Barry Goldwater Jr. to help craft the first comprehensive privacy legislation

COMMUNITY INVOLVEMENT

- Board of Trustees, The Ohio State University Lima, served as Chairman of the Board 1996-2006
- Board of Trustees, Art Space Lima 1990-1993
- Lima Rotary Club 1977-2010, Chairman, Lima Rotary Foundation 1988-1990
- Board of Trustees, Allen County Civic Center Board of Trustees, 1986-1996
- Treasurer for Supreme Court Justice Robert Cupp campaigns for County Commissioner and State Senator 1986-2004
- Allen County Ohio Republican Party Precinct Committee Person 1978-1986
- Lima Rotary Club Board of Trustees 1986-1988
- Board of Trustees, Lima Area Chamber of Commerce 1984-1986
- Organized and managed successful" voter identification and get out the vote campaign" for election of US Congressman Michael Oxley 1981

SPECIAL SKILLS

Advanced power boat piloting and navigation skills