

APPLICATION FOR APPOINTMENT – Martin County Library Board of  
Trustees – Please Print

ENTERED

Check One: ☒ Mr. ☐ Mrs. ☐ Ms. ☐ Miss ☐ Dr.

AUG 11 2021

Name: Sam Hay

Residence Address: 4779 SE Quail Trail STUART 34997  
Street - City - Zip Code

Mailing Address: SAME  
(different) Street - City - Zip Code

Commission District in which you reside: 4<sup>th</sup> Staff will complete.

Are you available year round to attend meetings? ☒ yes ☐ no If no, what months are you available?

Telephone numbers: daytime: 772-678-6511 alternate: 704-439-7374 alternate: \_\_\_\_\_  
Area Codes are considered 772 unless you note otherwise.

MAIL: SamHay@yahoo.com

Have you ever pled guilty or "no contest" to a crime, been convicted of a crime, had adjudication withheld, prosecution deferred, been placed on probation, received a suspended sentence or forfeited bail in connection with any offense (except minor traffic violations)? Please show all convictions, including driving while intoxicated (DUI) convictions. ☐ yes ☒ no If yes, please provide the following information:

TYPE OF OFFENCES: \_\_\_\_\_

DATES: \_\_\_\_\_

PLACES (city/state): \_\_\_\_\_

SENTENCES OR FINES: \_\_\_\_\_

A conviction record does not necessarily disqualify you for consideration. Factors such as age at time of offense, nature of violation, and rehabilitation will be considered. The Martin County Board of County Commissioners retains the right to remove, at will, any appointee to a Board or Committee with or without cause.

Length of time lived in Florida? 5 years

Involvement with the Martin County Library System to date: Make frequent use of  
check-out services, attend lectures and meetings.

→ CONTINUED →

Why do you wish to serve on the Library Board of Trustees? I am interested in  
encouraging more people to use the library and to read for pleasure  
and enlightenment. secondarily I would like to have input on books

that, in your opinion, <sup>purchase decisions</sup> is the real purpose for having a public library system in the community? \_\_\_\_\_

To provide a center for community interaction and a resource for  
learning and access to knowledge as opposed to simple information.

**EDUCATION/EXPERIENCE:** A resume is recommended to be attached containing this and any other information that would be helpful to the Board in evaluating your application. Resume or letter of qualifications attached? ☒ yes ☐ no

Education: BA in English, Davidson College MA in English, Appalachian  
State University, MBA, Indiana University I attach an old CV from

employment Experience: Management training and consulting internationally,  
English teacher

Other experience you feel would be helpful to the Board in making this appointment: \_\_\_\_\_

Part-time work in library as grad student

Community Experience and Affiliations: \_\_\_\_\_

Other County Boards/Committees/Task Forces on which you have served: \_\_\_\_\_

Do you or any member of your immediate family work for Martin County or hold a position that might conflict with your duties for this Board/Committee/Task Force? If yes, please explain: No

**REFERENCES:** Please list two references:

DR. JON PAGE 772-233-1370

ARTHUR DESCHANE 772-283-4835

~~320~~

CONTINUED →

Applicants may be required by State Law and County Ordinance to file a Financial Disclosure Statement as part of the appointment process.

Under penalties of perjury, I declare that I have read the foregoing and that the facts stated in it are true. (Pursuant to Section 92.525 Florida Statutes, falsifying this application is a Third Degree Felony punishable by up to five years imprisonment and up to a \$5,000 fine.)

Florida law prohibits an advisory board member from doing business with its agency (the County). Section 112.313(3) and (7), Fla Stat.

Signature: 

Date: Aug 10, 2021

Applications must be filed with Martin County Administration, 2401 SE Monterey Road, Stuart, Florida 34996 **by Friday, August 13, 2021**. All information submitted becomes public record. If you have any questions, please call (772) 221.1352 or send email to [dgordon@martin.fl.us](mailto:dgordon@martin.fl.us).

**Samuel H. Hay, MA, MBA**  
4779 SE Quail Trail, Stuart, FL 34997, USA  
(Tel: 704-439-7374, E-mail: [samhhay@yahoo.com](mailto:samhhay@yahoo.com), [samhhay@gmail.com](mailto:samhhay@gmail.com))

## **PROFESSIONAL EXPERIENCE**

- 1999-2017 Management Trainer and Consultant** Conduct training seminars in USA and internationally, with broad experience in the Middle East and Eastern Mediterranean regions. Extensive experience in supervisory skills, leadership, training administration, customer service, and communication skills. Design and prepare major portion of all training materials I use. Train managers and supervisors in major companies of the region, including Saudi Aramco, SCECO, Aramco Mobil Refinery, ADGAS, ADMA, ADCO, GASCO, ADNOC Distribution, Takreer, ESNAAD, GPIC, Clorox Egypt, EQUATE, Qatar Petroleum, Qatargas, RasGas, Oman Refinery, Sohar Refinery, OLNG, Saudi American Bank, Technip, NPCC, Fertil, Wintershall Libya, and ZADCO. Broad experience in Train the Trainer courses and OTJ Training courses.  
In 2008-2009 served three five-week contracts in consultancy capacity for Peru LNG, a start-up company based in Lima. Responsibilities included internal verification of assessment standards for English language training of the company's first cohort of trainees, as well as validation of soft skills training objectives. In 2010, two-month consultancy for workload analysis study for Abu Dhabi Department of Transport through Vantage Business Services: conducted interviews with all personnel in Support Services, wrote report with recommendations. In 2007 completed a series of seven 5-day Lead Others seminars to pilot the leadership training program for start-up company Oryx GTL in Doha, Qatar.
- 1995-1999 Management Trainer/Consultant**, Saudi Arabian Oil Company (Aramco), Dhahran, Saudi Arabia. Conducted courses for first-line and middle-level managers: Effective Supervisor I (five-day course for all new supervisors), Coaching and Appraisal, Productive Business Meetings, Interpersonal Communication, Making Presentations, Situational Leadership, Seven Habits of Highly Effective People, and Time Management/First Things First. Served as team leader in piloting facilitation of New Supervisor program using Zenger-Miller (now Achieve Global) materials.  
Coordinated design of internal, Aramco-specific Negotiation Skills Workshop; wrote manual and regularly conducted the workshop in Dhahran, Jeddah, and Riyadh. In collaboration with internal client organizations, designed and conducted training needs assessments preliminary to training program design. Designed and coordinated instruments to measure effectiveness of Management Training Center.
- 1992, 1993 Instructor**, Summer Institute in American Business, Fuqua School of Business, Duke University, Durham, North Carolina. Instructed incoming international M.B.A. students in business writing and speaking and in American business culture. Combined advanced ESL training with introduction to M.B.A. curriculum, including videotaped oral presentations and team business case presentations and write-ups.
- 1993-1994 English Trainer**, Samsung Human Resources Development Center, Yong-in, Korea. Taught 25 contact hours per week in intensive EFL program for managers at the training center of Korea's largest corporation. Was responsible for course design, development of instructional materials, tutorial counseling, and oral proficiency interviews (OPI) of trainees and visiting company personnel. Taught courses in business conversation, reading, listening and speaking, TOEIC preparation, and grammar. Organized and directed writing workshop.

- 1991-1993     **Writing Consultant**, Kenan-Flagler School of Business, University of North Carolina, Chapel Hill). Conducted conferences with individual first-year M.B.A. students to discuss evaluation of diagnostic writing samples. In charge of planning and directing individualized programs for any necessary remediation. Through university, conducted writing workshops for major corporations represented locally, including IBM, Northern Telecom, and Glaxo.
- 1991-1993     **Instructor and Associate**, Select Test Prep Educational Services, Chapel Hill, North Carolina). Designed and executed marketing plan for startup of new business venture. Developed a major portion of center's curriculum. Taught classes to college students and graduates in preparation for graduate-school admission exams (GRE, GMAT, MCAT, including MCAT Writing Sample section).
- 1988-1991     **Investment Representative**, Edward D. Jones & Co., Charlottesville, Virginia. Provided investment advice to individual clients and sold equity and debt instruments to correspond with their personal financial planning goals.
- 1983-1988     **Academic Counselor**, University Division, Indiana University. Coordinated academic programs 230-240 freshman students each year. Evaluated students' aptitudes and goals, helping them focus toward suitable alternatives. Editing consultant for division publications.
- 1978-1983     **Associate Instructor** in English, Indiana University. Teaching responsibilities included freshman and sophomore courses in composition and literature and English W231, Professional Writing Skills for Business Students. Served in department's Writing Center as tutor to both undergraduate and graduate students and to both native and non-native speakers of English. Director, 1982-1983.
- 1974-1977     **Associate Instructor** in English, Appalachian State University. Taught freshman English. Tutored in departmental writing clinic.

## **PROFESSIONAL QUALIFICATIONS**

Certified Professional in Training Management from The Training Industry, February 2015.

Certified Achieve Global facilitator. Recertified March 2011.

Certified by Covey Leadership Center as facilitator for Seven Habits of Highly Effective People.

Certified by Covey Leadership Center as facilitator for First Things First.

## **EDUCATION**

M.B.A. in Management, Indiana University, Bloomington, Indiana; August, 1987.

Admitted to Candidacy for Ph.D. in English (completed all requirements other than dissertation), Indiana University; October, 1982.

M.A. in English, Appalachian State University, Boone, North Carolina; June, 1977.

B.A. in English, Davidson College, Davidson, North Carolina; June, 1972.