

APPOINTMENTS COMMITTEE MEETING

Councilor Seth Burdick, Chair
Councilor Thomas Keane
Councilor John Crow
Councilor Charles Bloom

July 06, 2026
4:00pm

MEETING MINUTES

Chair of the Appointments Committee opened the meeting of the Appointments Committee in the Selectmen's Conference Room at 4:00pm and made the following announcement:

This meeting is being recorded and will be rebroadcast on the Town of Barnstable's Government Access Channel. In accordance with Massachusetts General Laws Chapter 30A, Section 20, the Chair must inquire whether anyone else is recording this meeting and, if so, please make their presence known. This meeting will be replayed via Xfinity Channel 8 or high-definition Channel 1072. It may also be accessed via the Government Access Channel live video on demand archives on the Town of Barnstable's website:

<https://streaming85.townofbarnstable.us/CablecastPublicSite/?channel=1>

The administrator to the Town Council took Roll call:

Councilor Seth Burdick	present
Councilor Thomas Keane	present
Councilor John Crow	zoom
Councilor Gordon Starr	absent
Councilor Charles Bloom	present

Chair of Committee welcomed Larry Morin, Cotuit, who has applied for the Zoning Board of Appeals.

Town of Barnstable
Application Form
Board/Commission/Committee Application Form

Name: Laurence (LARRY) Morin Address: 1493 Santuit Newtown Road, Cotuit

Mailing Address: P. O. Box 835, Hyannisport E-mail: Larry.morin@comcast.net
02647

Telephone: (H) _____ (W) _____ (Cell) 508-737-7423

Please list schools attended and /certificates or degrees earned: Stanford University: economics etc.
University of Denver (Law degree); Collegel of William & Mary (tax law)

Recent Work Experience/Employers/Profession: retired lawyer, real estate sales agent,
mediator (Barnstable District Court)

Are you a resident and registered to vote in the town of Barnstable? Yes ☒ No ☐ Have you applied in the past? Yes ☐ No ☐ If yes, please when & which committee: Conservation Commission (2005-2023)
Council on Aging (2026)

REQUIREMENT: To SERVE, YOU MUST BE A RESIDENT AND REGISTERED TO VOTE IN THE TOWN OF BARNSTABLE.

Please rank in order of preference, (not more than five)

☐ Airport Commission	☐ Elderly & Disabled Taxation Aid Committee	☐ Old Kings Hwy Historic District Commission
☐ Appeals, Hyannis Main Street Waterfront Committee	☐ Golf Committee	☐ Planning Board
☐ Board of Assessors	☐ Historical Commission	☐ Recreation Commission
☐ Board of Health	☐ Housing Committee	☐ Sandy Neck Board
☐ Community Preservation Committee	☐ Human Services Committee	☐ Scholarship Committee
☐ Comprehensive Financial Advisory Committee	☐ Hyannis Main Street Waterfront Historic District Commission	☐ Shellfish Advisory Board
☐ Conservation Commission	☐ Infrastructure & Energy Committee	☐ Trust Fund Advisory Board
☐ Council on Aging	☐ JFK Memorial Trust Fund	☐ Water Quality Advisory Committee
☐ Cultural Council (Mid-Cape)	☐ Open Space Committee	☐ Waterways Committee
☐ Disability Commission	☐ Licensing Authority	☐ Youth Commission (high school students)
		☒ Zoning Board of Appeal

Signature _____ Date June 11, 2026

NOTE: Return completed form to: Barnstable Town Council Office, 367 Main St., Hyannis 02601, or FAX to: 508-862-4770. Or attach your application and email to Cynthia.Jovell@town.barnstable.ma.us Additional documents (letter of interest & resume) should be included as well. Please always apply even if a vacancy does not exist, as memberships change often. If there are no current vacancies in your choices for appointment, your application will be kept on file for 2 years for future reference. Please be prepared to discuss your skill sets and any possible conflicts of interests at your interview.

Served on the Conservation Commission in 2005, currently serves on the Council on Aging, very active in the community, loves to help in areas he feels he can make an impact. Has attended many ZBA meetings. Has spoken often to the Chair, and knows most of the current members.

Chair of Committee welcomed Brian Townsend who has applied for the Planning Board and the Zoning Board of Appeals (ZBA)

Town of Barnstable
Application Form
Board/Commission/Committee Application Form

Name: Robert Brian Townsend Address: 596 Old Post Rd, Cotuit, MA 02635
Mailing Address: 596 Old Post Rd Cotuit, MA 02635 E-mail: btownsendva@gmail.com
Telephone: (H) N/A (W) N/A (Cell) 540-798-3755
Educational Background: see attached Resume
Work Experience: see attached Resume
Are you a resident and registered to vote in the town of Barnstable? Yes ☒ No ☐ Have you applied in the past? Yes ☐ No ☒ If yes, please when & which committee:

REQUIREMENT: TO SERVE, YOU MUST BE A RESIDENT AND REGISTERED TO VOTE IN THE TOWN OF BARNSTABLE.

Please check (not more than five) of interest:

- | | | |
|--|--|---|
| ☐ Airport Commission | ☐ Elderly & Disabled Taxation Aid Committee | ☐ Old Kings Hwy Historic District Commission |
| ☐ Appeals, Hyannis Main Street Waterfront Committee | ☐ Golf Committee | ☒ Planning Board |
| ☐ Board of Assessors | ☐ Historical Commission | ☐ Recreation Commission |
| ☐ Board of Health | ☐ Housing Committee | ☐ Sandy Neck Board |
| ☐ Community Preservation Committee | ☐ Human Services Committee | ☐ Scholarship Committee |
| ☐ Comprehensive Financial Advisory Committee | ☐ Hyannis Main Street Waterfront Historic District Commission | ☐ Shellfish Advisory Board |
| ☐ Conservation Commission | ☐ Infrastructure & Energy Committee | ☐ Trust Fund Advisory Board |
| ☐ Council on Aging | ☐ Jane Eshbaugh Community Service Award Committee | ☐ Water Quality Advisory Committee |
| ☐ Cultural Council (Mid-Cape) | ☐ JFK Memorial Trust Fund | ☐ Waterways Committee |
| ☐ Disability Commission | ☐ Land Acquisition & Preservation Committee | ☐ Youth Commission (high school students) |
| | ☐ Licensing Authority | ☒ Zoning Board of Appeals |

Robert Brian Townsend
Signature

11-7-2023
Date

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ROBERT BRIAN TOWNSEND
596 Old Post Road
Cotuit, MA 02635
(540) 798-3755
btownsendva@gmail.com

EXPERIENCE:

July 2007 – June, 2020

Assistant City Manager for Community Development
Roanoke, Virginia

Responsible for the day to day coordination, facilitation, oversight, and supervision of those departments within the Community Development Cluster including Departments of Planning Building and Development, Economic Development, Parks and Recreation, Social Services, Police, Parking Enterprise Fund (Park Roanoke), and Libraries.

Major Projects/Responsibilities:

- Facilitation and oversight of departmental strategic business plan and budget development and approval
- Project management and oversight of capital projects in the community development cluster including expansion and renovation of five library branches and Main Library, City Market Building renovation design process, design and construction of a new police academy, construction and renovation of multiple downtown parking facilities, new park facilities, and facility master plans for parks and recreation and libraries
- Project management and oversight of economic and community development performance and development agreements between the City and private development interests
- Support and oversight of departments in budget development and expenditure monitoring
- Oversight of various personnel matters, grievances, and performance reviews associated with departments in the community development cluster
- Responsibility for City Council agenda development, presentations, and other collateral material as it pertains to departments in the community development cluster

July, 2002 – July 2007

Director
Department of Planning Building and Economic Development
Roanoke, Virginia

Responsible for the operation and administration of the City of Roanoke Planning, Building, and Economic Development department including oversight of the administration and implementation of the City of Roanoke Comprehensive Plan *Vision 2001-2020*, through a professional planning and economic development staff; oversight of the operations of the Building Commissioner including plan review, permit issuance and inspection; oversight of land development regulatory functions by the Zoning Administrator and Development Review Coordinator, and administration of the Subdivision Ordinance as Agent to the City Planning Commission. Also responsible for coordinating staff support to various City Council appointed bodies including the City Planning Commission, Economic Development Authority, Board of Zoning Appeals, and Architectural Review Board.

Major accomplishments:

2007: Revision of Historic District Guidelines for H-1 and H-2 Historic Overlay Districts

2006-2007: Development and adoption of a new Subdivision Ordinance for the City of Roanoke

2003-2005: Completion of Neighborhood Plans as components of Vision 2001-2020, Roanoke's Comprehensive Plan

2002-2005: Development and adoption of a new Zoning Ordinance for the City of Roanoke

June, 1996 to June, 2002
Manager, Development Services Bureau
Department of Planning
Norfolk, Virginia

Responsibilities included: direct assignment of staff in the Development Services Bureau with functional responsibilities in such areas as neighborhood commercial revitalization, downtown development projects, institutional liaisons, and economic development initiatives. Provided staff support and recommendations to the City Planning Commission and City Council pertaining to development applications in downtown, pedestrian commercial overlay, and institutional zoning districts. Coordinated a consultant team through the development and finalization of the Downtown Norfolk Plan 2000 Update in 1997, and the Plan for Downtown Norfolk 2010 in 2001.

May, 1989 – June, 1996
City Planner / Senior Planner, Strategic Planning /Development Services Bureau
Department of Planning
Norfolk, Virginia

EDUCATION:

1989

Masters Degree in Urban and Regional Planning
Concentration in Land Use and Environmental Planning
Virginia Commonwealth University
Richmond, Virginia

1981

Bachelors of Arts in Political Science
Concentration in Local Government
University of Richmond
Richmond, Virginia
Graduated Magna Cum Laude
Phi Beta Kappa

ASSOCIATIONS:

Board Member – Western Virginia Regional Industrial Facility Authority (2013-2020)
Board Member – Hotel Roanoke & Conference Center Commission (2012-2020)
Board Member – Virginia's 1st Regional Industrial Facility Authority (2006-2020)
Board Member – Downtown Roanoke Incorporated (City Representative 2002-2008, 2018-2020)
Board Member – United Way of the Roanoke Valley (2006-2012)
Board Member - Roanoke Valley Convention and Visitors Bureau (2005-2007)

Mr. Townsend is a resident of Cotuit, has been a Planner for his whole career in Roanoke, Virginia, was the Assistant City Manager for Community Development, and is quite familiar with how it relates to building, planning and zoning.

Chair of Committee welcomed Chris King, who has applied for the Airport Commission:

Application Form
Board/Commission/Committee Application Form

Name: Chris King Address: 44 Asterville W. Barnstable RA, Osterville 02655

Mailing Address: Same E-mail: CKing28@MSN.com

Telephone: (H) — (W) — (Cell) (781) 363-3215

Please list schools attended and /certificates or degrees earned: Remondier Polytechnic Ins, BSEE

Recent Work Experience/Employers/Profession: Sales Director, Electronic Components, RF components

Are you a resident and registered to vote in the town of Barnstable? Yes ☒ No ☐ Have you applied in the past? Yes ☒ No ☐ If yes, please when & which committee: Currently on CFAC as Vice Chair

REQUIREMENT: TO SERVE, YOU MUST BE A RESIDENT AND REGISTERED TO VOTE IN THE TOWN OF BARNSTABLE.

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☐ Cultural Council (Mid-Cape)	☐ Open Space Committee	☐ Waterways Committee
☐ Disability Commission	☐ Licensing Authority	☐ Youth Commission (high school students)
		☐ Zoning Board of Appeal

Signature: Chris King Date: 4/22/2026

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SALES/MARKETING EXECUTIVE

Focused sales executive who consistently delivered year on year revenue increases during 25+-year sales career. Adds value by combining strong knowledge of Wireless IoT system solutions with an acute understanding of customer needs and sales strategy.

- **Executive Management.** Collaborate with other executive leaders to define market focus, product definition, go-to market strategy and sales staffing to achieve double digit corporate growth objectives.
- **Experienced Sales Leader.** Managed large sales teams and multi-million-dollar budgets to achieve \$100M+ annual sales quotas.
- **Sales Performer/Mentor.** Landed multimillion-dollar business deals by translating knowledge of technology, products, and client pain points into executable sales strategies.

PROFESSIONAL EXPERIENCE

Newracom Boston, MA • April 2022 – July 2024
Leader in a 802.11ah/WiFi HaLow SoC. Sub-GHz Radio solution for a broad range of IoT applications including Smart Home/Smart Building, Industrial/Commercial IoT Smart Agriculture, and Energy/Utilities.

Sales Director, East US & EMEA
Business Development in key verticals. Prospecting for major opportunities. Evangelizing WiFi HaLow and the key benefits of Newracom's SoC.

- Focused on selling evaluation kits to seed customers. Worked with Newracom Engineering to develop evaluation kit to meet the EU requirements.
- Closed three opportunities ramping to 50K+ units per year.
- Secured design wins and design opportunities at over 40 accounts ranging from multi-national accounts to start-ups.
- Signed and on-boarded pan-European Manufactures Rep headquartered in Belgium.

Sigfox USA Boston, MA • May 2018 – February 2022
Leader in a Low Power, Wide Area IoT Network. End-to-end IoT solution for a broad range of applications including Supply Chain & Logistics, Smart City/smart Building and Energy/Utilities.

Sales Director, East US (May 2018 – February 2022)
Develop and manage direct and channel sales for coverage and connectivity to the Sigfox Network. Build pipeline of opportunities of \$5M+ of future revenue. Focus on Smart Building and Asset Tracking applications.

- Key opportunities: Major Hotel & Casino for worker safety application and Major amusement park for trash monitoring. \$250k 2019 revenue, \$425k 2021 revenue, \$750 2022 revenue forecast.
- Closed Channel Partnership for Puerto Rico resulting in \$500K for exclusivity agreement.
- Managed three BDMs growing opportunities through direct accounts, partner channels and numerous small solution integrators.
- Lead team developing the GTM plan for a low-cost Micro Base Station selling >250 units in 2021

DIGI INTERNATIONAL Waltham, MA • 2004 – May 2018
Leader in commercial grade device networking and wireless IoT/M2M device networking products for smart energy, fleet management, medical, Lighting, and other wireless connectivity applications.

Eastern/Central Account Mgr., Embedded IoT Applications (Aug. 2012 – May 2018)
Drive direct and channel sales of complete product line for US Territory, generating \$10M in 2015. Build pipeline to generate opportunities of \$50M+ of future revenue. Focus on IoT/M2M & 4G LTE Cellular applications.

- \$500K custom development service sale for industrial IoT solution with Fortune 100 Company.
- \$600K + annually – Custom cellular gateway to ZigBee endpoints for lighting system solution.

CHRISTOPHER KING

781-363-3215 • cking28@msn.com | Page 2

DIGI INTERNATIONAL cont.

Director of Sales, Embedded/Non-Embedded Products & Design Services, N A (Aug. 2004 – June 2012)
Develop strategy with VP of sales for Cellular Modems and Micros with Wi-Fi, ZigBee, and Ethernet connectivity. Defined and managed staff planning for direct sales/ Mfr. Reps/Channel sales with a \$3M budget. Collaborated with product management/marketing to define market/vertical focus to build pipeline of opportunities to \$250M+. Strategize with engineering/product management to define products that offer value over competition and meets customer need.

- **Sales Management.** Defined and set sales budgets and incentives plans to maximize sales growth.
 - Sales team achieved significant revenue growth over 3 years to \$116M in revenue for 2012.
 - Major customer wins included \$1.2M per year - iLMX -based SOM for a medical application and \$1.5M per year - cellular router for a remote meter application.
- **Sales Performance.** Quadrupled sales from \$10M in 2004 to \$42M in 2012 for embedded products.
- **Organizational Leadership.** Managed the integration of 2 major acquisitions requiring process matching, branding strategy, functional consolidation, and team motivation.
- **Strategic Partnership.** Initiated agreement with Freescale/NXP to development of Core Module Family.
- **Channel Strategy.** Planned and executed channel strategy, growing single distributor network to include industry leaders Arrow Electronics, Future Electronics and DigKey.
- **Major Competitive Win.** Captured design with leading medical device manufacturer and grew to the company's largest customers generating \$10M annually.
- **Sales Training.** Implemented Complex Sale's RADAR training for Strategic Sales to improve close rate.

ATMEL CORPORATION San Jose, CA
Leading semiconductor manufacturer of microprocessors, ASICs, programmable logic, and non-volatile memory; 5,000 employees and \$1.5B in 2004 sales.
Director of Sales, Strategic Accounts
Regional Sales Manager

ADVANCED MICRO DEVICES (AMD) Sunnyvale, CA
Multinational semiconductor company.
Regional Sales Manager (Burlington, MA).
Sr. Field Sales Engineer (Southbury, CT).
Product Development / Engineering Manager - (Austin, TX)
Product Marketing Manager - (Sunnyvale, CA)

EDUCATION
Bachelor of Science, Electrical Engineering, RENSSELAER POLYTECHNIC INSTITUTE - Troy, NY
Concentration: Solid State Electronics, RF Communications
Associate in science, Engineering Science, WESTCHESTER CC - Valhalla, NY

PROFESSIONAL DEVELOPMENT & SKILLS

Sales Force CRM Experience
RADAR Training - Strategy for Winning Opportunities, The Complex Sale Group
Consultative Sales Training

Mr. King is currently serving on CFAC (Comprehensive Financial Advisory Committee) has been the Clerk for that committee, is very interested in Airport operations, and has watched the Airport Commission meetings. Has had discussion with Airport Manager Mr. Nelson.

Chair of Committee welcomed Mary Jo Pierpont who has applied for the Recreation Commission and the Mid Cape Cultural Council. Her first choice is Recreation.

Mary-Jo Pierpont
54 Stoney Cliff Road
Centerville, MA. 02632
Mjp1548@aol.com
518-727-0416

Summary of Qualifications: Enthusiastic, participated in a competitive and non-competitive sports programs since childhood, taught and coached tennis programs in many towns, perseverant, decades of leadership positions requiring budget expertise and staffing needs, team player, excellent people skills and good communication skills, passion for recreation activities and the ability for recreation to bring people together.

Education: B.A. Sociology; University of Massachusetts, Amherst; Magna Cum Laude, Phi Beta Kappa, Phi Kappa Phi; M.A. Sociology; University of Massachusetts, Amherst.

May 2024 – May 2026 – President and Co-President of Our Lady's Guild (Elected Position)

Service and charitable church affiliated organization; organization dedicated to fundraising activities with the purpose of assisting local homeless shelters, food pantries, domestic abuse survivors and others in need of support.

- Directed board meetings on planning programs and activities
- Supervised budget development process
- Insured appropriate staffing for fundraisers
- Organized all special activities throughout the year
- Engaged in public speaking to recruit new members

March 2022 – May 2024 – Barnstable High School Girls Varsity Tennis coach

- Coached a group of 22 girls at Barnstable High School in tennis
- Taught skills to new players and improved skills of more experienced players
- Encouraged team pride
- Built a culture of teamwork

January 2021 – May 2023- Substitute Teacher; Barnstable High School

- Worked as a substitute teacher at Barnstable High School in a variety of classrooms
- Assisted students with classwork in Resource Room

March 1994 – 2014 – Teaching Assistant in Van Antwerp Middle School and Niskayuna High School.

Volunteer/Community Service

- Safe Streets Committee; Town of Niskayuna, NY
- President -Niskayuna Community Action Program
- President -Junior League of Schenectady
- President PTO – Niskayuna High School, VA Middle School, Craig Elementary School

Ms. Pierpont is an avid tennis player, recreation is her number one passion, and has done many fundraisers for non-profits, and would like to bring some new ideas to the Recreation Commission.

Chair of Committee thanked all the applicants for coming in and mentioned that at the next meeting of the Appointments Committee they will make recommendations from tonight's interviews.

Chair of Committee asked if any of the Committee members had any nominations from the interviews conducted on June 22, 2026.

Councilor Keane made the recommendation of Jen Villa for the District Improvement Financing Program Advisory Committee (DIF); this was seconded by Councilor Bloom; all members present voted in favor of recommending to the full Council Jen Villa to serve on the District Improvement Financing Program Advisory Committee (DIF)

Councilor Bloom recommended Sharon Harris for the Open Space Committee, this was seconded by Councilor Keane, all members present voted in favor of recommending to the full Council Sharon Harris for the Open Space Committee as a regular member to a term expiring 06/30/2029.

Chair of Committee mentioned that these two recommendations will be a first reading on the July 16, 2026 Town Council agenda.

Chair of Committee asked for a motion to adjourn this was made by Councilor Keane, seconded by Councilor Bloom, all members present voted to adjourn.

Adjourn: 5:25pm.

Next meeting: TBD in the Selectmen's Conference Room