

# City of Memphis

TENNESSEE

A C WHARTON, JR.  
MAYOR

April 7, 2011

The Honorable Harold Collins, Chairman  
Personnel, Intergovernmental & Annexation Committee  
City Hall - Room 514  
Memphis, TN 38103

Dear Chairman Collins:

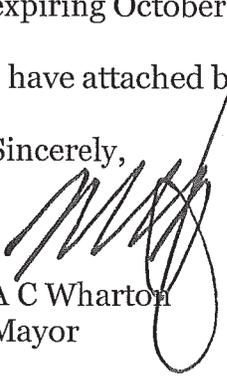
Subject to Council approval, it is my recommendation that:

**Russell E. Linkous III**

be appointed to the Memphis and Shelby County Land Use Control Board with a term  
expiring October 31, 2011.

I have attached biographical information.

Sincerely,

  
A C Wharton  
Mayor

ACW/lar

c: Council Members



# City of Memphis

BIOGRAPHICAL INFORMATION  
APPOINTMENT TO BOARD/COMMISSION  
M/SC Land Use Control Board  
BOARD/COMMISSION

Name: Russell (Rusty) E. Linkous III Race White M  F

E-Mail Address: rustylinkous@linkousconstruction.com Fax 901-754-0700

Profession/Employer: Linkous Construction Company, Inc.

Business Address: 1661 Aaron Brenner Dr., Ste. 207  
Memphis, TN Zip 38120 Phone: 901-754-0700

Education: Bachelor of Arts, Southern Methodist University

Name of Spouse: Stephanie Number of Children: 2

Home Address: 1453 Yorkshire Dr Phone: 901-763-3070

City: Memphis State: TN Zip: 38119

I certify that I am a resident of the City of Memphis (Unincorporated areas and surrounding counties are not considered). Yes  or No  If yes, how long? 11 years

Professional Organization/Associations:

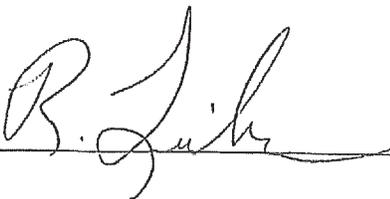
Associated Builders and Contractors, Lambda Alpha International, Greater Memphis Chamber of Commerce, AIA Corporate Partner, MMBC Corporate Member

Other Organizations/Association:

Presbyterian Day School Board of Trustees, Moore Tech Board of Trustees, Ryan's Ranch International Board of Trustees, Healthy Kids Foundation Board of Trustees

Other Interests:

Highland Church of Christ, Little League Baseball Coach, Traveling with Family, Fishing, Golf

Signature  Date 3-30-11

## **RUSTY E. LINKOUS**

### **LEED AP**

#### **Education**

Southern Methodist University – 1991  
Dallas, Texas  
Bachelor of Arts

Memphis Harding Academy – 1987  
Memphis, Tennessee  
Scientific Degree

#### **Continuing Education**

- Sales Leadership University - 2001  
Palm Springs, CA
- Leading the Effective Sales Force – 2000  
The Wharton School of Business  
Philadelphia, PA
- Q12: Building a Stronger Workplace  
Newark, NJ  
Gallup School of Management

#### **Project Experience**

2002-Present  
Linkous Construction Co., Inc.  
Memphis, Tennessee

Director of Business Development. Responsible for all marketing and advertising of Linkous Construction. Primary focus is developing new business and assessing new market opportunities as well as customer relations.

2000-2002  
Stryker Howmedica Osteonics  
South Central United States

Area Manager. Responsible for all spine sales in an eight-state region based in Tennessee. Managed the spinal force in this region. Coordinated all education for sales representatives, surgeons, and nurses. Responsible for overall sales budget for region. Monitored all inventory controls and purchase orders.

1997-2000

Stryker Howmedica Osteonics  
Pacific/West Coast United States

Area Manager. Responsible for all spinal sales in an eight-state region based on the West Coast. Coordinated all education for sales representatives, surgeons, and nurses. Responsible for overall sales budget for region. Monitored all inventory controls and purchase orders.

1993-1997  
Smith & Nephew Richards, Inc.  
San Antonio, TX

Spine Specialist. Responsible for all spine sales and marketing for South Texas Region.

1992-1993  
Horizon Medical Products, Inc.  
Phoenix, AZ

Responsible for all medical sales of Horizon product line in Arizona and Nevada.

1991-1992  
Equifax Marketing Centers  
Atlanta, GA

Marketing Consultant. Recruited prospective clients and developed customer loyalty for Equifax.

#### **Professional & Civic Affiliations**

- **Associated Builders & Contractors  
Board Member**
- **ABC Workers Compensation Self-  
Insurance Fund – Board Member**
- **Memphis Regional Chamber of  
Commerce  
Regional Economic Development  
Council  
Memphis Business Council**
- **Shelby County Building Code  
Advisory Board**

**RUSTY E. LINKOUS**  
**LEED AP**

**Professional & Civic Affiliations**

- **TN Industrial Development Council**
- **TN Chamber of Commerce & Industry**
- **Harding Academy Baseball  
Boosters Club**
- **Presbyterian Day School  
Board of Trustees**
- **William R. Moore College of Technology  
Board of Trustees**
- **Healthy Kids Foundation  
Board Member**
- **Ryan's Ranch International  
Board Member**

Rusty Linkous  
1453 Yorkshire Dr.  
Memphis, TN 38119

(901)763-3070 – home  
(901)754-0700 – office  
(901)412-4306 – mobile

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*Linkous Construction Co., Inc.*

**MEMPHIS & SHELBY COUNTY LAND USE CONTROL BOARD**

**10 Member Board**

**(5) City & (5) County**

**Oath of Office Required**

**3 Year Term**

<b>Featherstone, Loyal (City)</b>	<b>M/B</b>	<b>10-31-08</b>	<b>3yr. Term</b>
<b>Pritchard, Margaret (City)</b>	<b>F/W</b>	<b>10-31-08</b>	<b>3yr. Term</b>
<b>Sharp, Mary (City)</b>	<b>F/B</b>	<b>10-31-08</b>	<b>3yr. Term</b>
<b>Toles, James (City)</b>	<b>M/B</b>	<b>10-31-11</b>	<b>3yr. Term</b>
<b>Yates, Mark (City)</b>	<b>M/B</b>	<b>10-31-08</b>	<b>3yr. Term</b>