

The Sherwood G. Wilson Group, LLC is excited to announce the commencement of a contract with Montgomery County, Virginia to provide organizational and management assessments, as well as related corrective plans and training support to various County departments. We would welcome the opportunity to expand the use of this contract to other public bodies across Virginia.

We understand that strong leadership is key to producing and maintaining highly effective and efficient teams. As a result, we seek to advise public leaders and senior talent on strategy, specific practices, organizational structures, training opportunities, and other improvements that will build a strong customer service culture and provide the best experience for localities and citizens across the Commonwealth.

Our principal, Dr. Sherwood G. Wilson, has more than 40 years of experience successfully managing mission critical operations. He is an influencer across public service in Southwest Virginia, with a strong reputation for leading high performing divisions with more than 300 employees, establishing and managing public and public-private partnerships, and working with contractors and partners in a university environment and across other community relations activities over much of his career. He has led facilities, construction, business, human resources, safety and security, and financial operations in private, local authority, and higher education sectors. Perhaps most importantly, Sherwood approaches leadership from a service and customer-centric standpoint, quickly driving to the heart of why a business unit exists and what can be done to help the employees in that team better meet the needs of their customers.

We are confident we can assist your agency with a variety of effective organizational and management services, and thus are very enthusiastic about this opportunity. We look forward to continuing the conversation and answering any questions you may have.

Sincerely,

Sherwood G. Wilson, Ph.D.

Attachment A

<<Insert County Contract or Summary>>

Attachment B
References and Testimonials for Sherwood G. Wilson, Ph.D.

- Specifically for organizational and management assessments:
 - Montgomery County, Virginia - IT Department Assessment, March – August 2022
 - Contact: Angela Hill, Deputy County Administrator / CFO, hillam@montgomerycountyva.gov, (540) 382-6954
 - SAS Builders, Inc. & CMG Leasing – Public-Private Partnership Review, March 2022
 - Contact: Jeanne Stosser, Owner and President, jstosser@cmgleasing.com, (540) 605-5000
- For broader expertise and qualifications:
 - “Sherwood manages a very complex and diverse organization skillfully, and with a relatively modest budget. He is deadline and budget driven. He makes difficult decisions in a timely manner. He rapidly and completely communicates new and important information needed by others to make decisions. Sherwood collaborates across boundaries, and he is truly inspired and motivated by the long-term vision for Virginia Tech that has emerged from ‘Beyond Boundaries.’” - Timothy D. Sands, President, Virginia Tech
 - “I am impressed with Sherwood’s leadership in managing the change process in HR, despite the fact that the outcome is likely to move elements of this function out of his direct sphere of responsibility. Sherwood has also been working hard to change institutional culture in units that had deteriorated prior to his return to Virginia Tech... His work in leading the Master Plan process is also exceptional. He has been willing to break the mold, and deal with unexpected issues that arise when a new path is taken.” – Virginia Tech Peer, as part of spring 2017 executive performance review
 - “One of Dr. Wilson’s strengths is building consensus and collaboration; he quickly identifies the critical issue(s) in a situation, and works with others to develop a plan of action that is achievable. If the plan that is developed contains challenges/obstacles, Sherwood is quick to identify those areas and help develop a plan to address them.” – External collaborator, as part of spring 2017 executive performance review