
CHRISTOPHER F. CHILDRESS



PROFESSIONAL SUMMARY

A Lifelong, City of Aurora, area resident with history of community service and commitment to exceeding company goals by working with team members to achieve results. Proficient in generating incremental revenue by finding and implementing “out of the box” thinking. Adept at adhering to a budget while continually looking for ways to reduce costs. An ardent supporter of the Aurora Civic Center, The Paramount Theater, and Rivers Edge Park not only through attending events, but financially supporting each organization via sponsorships. Whether leading a Fortune 500 company (Nicor), starting and building a local Company (Progressive Business Solution) whose focus is assisting Area Businesses in improving revenues while reducing costs, or serving to raise funds and improve the viability for Community organizations on Non Profit boards (Fox Metro, Mooseheart, United Way, Easter Seals, Aurora Interfaith Food Pantry) my commitment has been to insist that the organization be a reflection of the Community they serve, while making sure that each dollar donated or raised is used efficiently and prudently.

SKILLS

- Fund Raising
- Revenue Generation
- Cost Reduction
- Workforce Management
- Customer Service skills
- Team Building
- Alternative Thinking
- Budget Adherence
- Teamwork and Collaboration
- Analytical and Critical Thinking
- Sustainability and Energy Efficiency
- Problem Solving
- Active Listening
- Conflict Resolution

WORK HISTORY

Progressive Energy Group – Progressive Business Solutions

Co- Founder 2008 - Current – Aurora, IL

- Worked to profitably start and grow a business focused on assisting local businesses in the reduction of their operating costs and improving their profitability.
- Increased the profitability of area businesses and residential customer by over \$400 million annually
- Reduced the Carbon footprint of area organizations and non profits without capital investment by finding alternative/external sources to invest their capital
- Built recurring client list of municipal, governmental and business clients in excess of 3,000
- Worked with area Counties, Cities, and Municipalities to reduce operation costs by implementing Solar Projects, Battery Back Up, Green Gas programs, and found external funds to pay for it
- Principally responsible for developing the largest “Community Scale” and “Behind the Meter” Solar saving area Tax/Rate Payers millions of dollars in operating costs with Green Energy.
- Implemented Proprietary Procurement methodology proven to lower costs

**Fox Metro Water Reclamation - Aurora, Montgomery, Sugar Grove, Oswego, North Aurora, IL
Board Member - November 2008 to May 2022**

- Created a diverse workforce reflective of the community including the appointment of the 1st female chairperson of the board and 1st female District Manager in the history of Fox Metro
- Assisted staff in reducing operating costs by millions annually thru the implementation of a sustainability program targeting lower consumption and use of renewable energy.
- Held a variety of Board positions from Trustee to Treasurer and Secretary.
- Work with staff to oversee the implementation of the Plant revitalization in accordance with EPA mandates under budget and on schedule
- Served on subcommittees that included Insurance, Utilities, Annual Merit and Compensation
- Worked with local community leaders to find synergistic opportunity to reduce duplication of efforts and improve intergovernmental communication
- Created the establishment of key metrics that the board could use to get an elemental understanding of the plant operation and performance via a dashboard report
- Approved the first community safety alert system which tested wastewater for Covid in an effort to understand how prevalent the virus was in our community and reported results to local health officials.

Nicor Gas (Formerly Northern Illinois Gas) ,

Mail Room to President of Nicor Services, September 1980 to May 2008

- Starting in Mailroom as Union Employee
- Elected to Union Board of Directors
- Held Positions in Customer Service , Operations, and Marketing Sales
- Appointed to Manage Nicor Services
- Appointed President of Nicor Services
 - Grew revenues from \$5 Million per year to \$550 Million per year in 5 years
 - Improved profitability from -\$1M per year to \$50 Million per year
 - Grew recurring customer group from 8,000 to 600,000
 - Improved profitability per employee with 550%
 - Bought and integrated 5 companies
 - Lowered Customer acquisition costs over 85%
 - Improved Retention Rate by 350%
 - Exceeded profitability every year for 8 years
 - Created a diverse and talented workforce that worked together achieve shared goals
 - Company was sold for over \$750 Million

Commonwealth Edison

Meter Reader – 1978 to 1980 – Aurora, IL

FORMAL EDUCATION

High School - Marmion Academy and West Aurora

College – Waubonsee Community College

Depaul University

Northwestern University – Kellogg School of Management – Executive MBA Program

COMMUNITY INVOLVEMENT

- Rivers Edge - Aurora
 - Sponsor
 - Season Ticket Holder
 - Fundraiser – Actively pursued and Increased Sponsorship of Area Businesses
 - Created Memorial “A Sky Full of Stars” Fundraiser to generate donations
 - Researched Alternative Management Model to Improve Profitability, Increase Use of Facility, and bring shows in that reflect the broad and diverse community we live in.
- Paramount Theater - Aurora
 - Sponsor
 - Season Ticket Holder
 - Fundraising – Actively pursued and Increase Sponsorship of Area Businesses
 - Created Memorial “A Sky Full of Stars” Fundraiser to generate donations
 - Created Premier Public Event for Premier of the MGM Film “Sleepover”
- United Way
 - Company Executive Lead Coordinator
 - Company Incentive Originator
 - Company Solicitor
- Easter Seals
 - Fundraiser
 - Telethon participant
- Mooseheart/Lodge
 - Appointed Governor
 - Assisted in returning Non Profit to generating more donations for community by overseeing/reorganizing failing business model
- Aurora Interfaith Food Pantry
 - Sponsor
 - Created Memorial “A Sky Full of Stars” Fundraiser to generate donations
- Toys for Tots
 - Sponsor
- Holy Angels School
 - Volunteer Basketball Coach
- Non Profit Event Sponsorship
 - Various Donations of Goods and Services to Community Non Profits in excess of \$30k per year
- Illinois Solar for All Program
 - Origination and Development of Solar Fields to Benefit the Community
 - Lowering Electric Costs from 10% to 20%
 - Designing Programs for Economically Impaired Residents