



Asian-American Pacific Islanders Community Commission **Application**

(Note: This document and accompanying materials become public record once received by Clark County.)

The Clark County Asian-American Pacific Islanders Community Commission (AAPICC) serves as a support liaison between the Asian-American Pacific Islanders (AAPI) community in Clark County, the Clark County Board of County Commissioners (County Commission), and the Clark County Manager's Office (Manager's Office).

Among its duties, the AAPICC shall:

- (a) Advise the County Commission and the Manager's Office on the matters and concerns of the AAPI community;
- (b) Educate the community on intolerance, xenophobia, and anti-Asian sentiment and promote equity for all AAPIs;
- (c) Convene community forums on public safety, human rights, economic development, housing, employment, social services, public health, transportation, education, and multicultural development for the AAPI community;
- (d) Encourage youth to become better trained and qualified for educational and employment opportunities;
- (e) Formulate a vision on how local AAPI history could be blended into the significant history of Clark County;
- (f) Perform other such other tasks as the County Commission and the Manager's Office may direct; and
- (g) Report to the County Commission on an annual basis regarding its duties and responsibilities.

The AAPICC consists of 15 members. Terms of the AAPICC are two years (2-years), and members are eligible for reappointment. The County Commission shall appoint one (1) member to serve as the chairperson and one (1) member to serve as the vice chairperson.

Application Overview:

Along with this application, please submit a letter of interest and a resume to be considered for appointment.

If you have any questions related to the AAPICC or the application process, email Katie Walpole at Kathleen.Walpole@ClarkCountyNV.gov.

Application:

Full Name (First, Middle Initial, Last): Gail Leong McIntosh

Home Street Address: 6 Shade Valley Ln

Home Address City/State/Zip Code: Henderson, NV 89052

Mailing Address: _____

Mailing Address City/State/Zip Code: _____

Employer: Self

Occupation: Merchandising / Buying - Fashion Retail

Email Address: [REDACTED]

Cell Phone: [REDACTED]

Relevant Affiliations: Please list below any other committees you are currently serving on. Please list, if applicable, the jurisdiction and term of appointment. If you were appointed by an individual and not by a local jurisdiction, please include that information. If you need additional space, please attach an additional sheet of paper.

I recently moved to Henderson, Nevada from New York City and am not currently serving on any other committees.

Skills and Experience: Please provide a brief description of your qualifications; include any special skills, interests, experience, or training which you possess or have completed that would benefit the work of the AAPICC. If you need additional space, please attach an additional sheet of paper.

*Barnard College of Columbia University Bachelors of Arts degree 1998; Major in Urban Studies with a concentration in English

*Columbia University Sailing Team - Fundraising Chair

*Hudson River Community Sailing - Volunteer for non-profit youth development and community organization with a mission to develop leadership and academic success in underserved New York City youth through partnerships with public schools

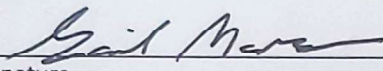
*Fashion's Future - The Sustainable Development Goals - Certification

*Advanced Google Analytics - Certification

A letter of interest and a resume are REQUIRED. Please attach them to this application.

Certification:

I verify by my signature below that all statements made on this application, as well as any information attached hereto, are true and complete to the best of my knowledge. I understand that an electronic signature has the same weight and effect as a handwritten signature. Furthermore, I understand that an incomplete application and any modifications to this application will not be accepted or considered.


Signature

July 21st, 2021

Date

Submission Information:

Your signed application and supporting documents must be received no later than **5:00PM, July 21, 2021**. You may email your completed application packet to Katie Walpole, Kathleen.Walpole@ClarkCountyNV.gov, or deliver the same in-person to the County Manager's Office, 6th Floor, Clark County Government Center, 500 South Grand Central Parkway, Las Vegas.

July 21st, 2021

To Whom it May Concern,

I am writing to express my strong interest in serving on the Clark County Asian-American Pacific Islanders Community Commission.

I recently moved to Henderson, Nevada from New York City and am seeking an opportunity to be actively involved with the County Commission in addition to representing the local Asian-American Pacific Islanders community.

I graduated from Columbia University in the city of New York with a BA in English and Urban Studies in 1998. I chose to major in Urban Studies as I have always been passionate about community and the way in which the local environment can significantly impact those who live there.

I have over 20 years of professional experience working as a buyer for several global retail brands. Previous notable companies I've worked for include Burberry and lululemon. Throughout my career I have built and maintained strong cross-functional relationships across all departments and am comfortable communicating and presenting in any setting.

I was formerly a volunteer with Hudson River Community Sailing in NYC which is a non-profit youth development and community organization whose mission is to develop leadership and academic success for underserved NYC youth through partnerships with public schools.

Last year, I completed a course certificate on Sustainable Development Goals to learn about the social and environmental impacts of the fashion industry. This was very important for me as I wanted to self-educate on what I can do as both a merchant and consumer to help the environment and the people that are part of the global fashion supply-chain.

I have a dual citizenship (US and UK) and moved from New York City to Henderson with my husband to be closer to my parents who also reside in Henderson. It is my goal to ensure the wellbeing of my immigrant parents and other Asian-American Pacific Islanders that have chosen Clark County to be their home.

I am looking to utilize my experience, skillset, and passion for community to represent and be a voice for the AAPI community in Clark County. Thank you for your consideration.

Yours sincerely,

Gail McIntosh

THE BODY SHOP (New York, New York)**INDEPENDENT CONSULTANT – THE BODY SHOP AT HOME, 2020-2021**

- Champion for Fair Trade and Anti-Animal Testing
- Exploring this new opportunity to learn more about The Body Shop USA new retail channel which launched June 2020
- Skilled at developing new ways to promote products and build professional network ties

LULULEMON (London, United Kingdom)**BUYER – MENS, 2015–2019**

- Responsible for the assortment selection, buying and execution of product for stores, ecommerce and wholesale for the UK and Europe
- Exceeded sales, gross margin and inventory productivity goals through all sales channels through effective partnerships with Planning, Allocations and Global Merchandising. Grew Men's business from 10% to 24% of total region's sales
- Worked closely with global merchandise team to create locally relevant assortments to drive sales and increase brand awareness in the UK and Europe. Communicated key information, including merchandising strategies, trends, pricing and competition to influence global product strategy
- Led in-season management of all product classifications through in depth sales analysis, delivery tracking, product flow, reorders, cancellations, markdowns and exit. Maximized sales opportunities through various channels utilizing excess inventory, and administered monthly store inventory consolidations back to the DC for outlets
- Partnered with Allocations on store cluster product strategies, and actioned changes based on demand
- Conducted seasonal product meltdowns, delivering measurable and actionable feedback to regional and global partners to support delivery of region's growth plans
- Presented quarterly product lines to senior management, brand and community, and strategic sales teams
- Opened 19 stores and created new store opening assortments and visual merchandising guidelines
- Conducted frequent store visits to meet with store staff to better understand customer needs and to deliver product education and visual merchandising guidelines
- Supported wholesale partners with high-volume units across key styles for Peloton, Equinox, SoulCycle, Barry's Bootcamp and SoHo House
- Formulated and defined local pricing strategies to protect brand image and drive sales
- Developed capsules to support brand events i.e. Sweat Life, Royal Parks Half Marathon and ATP Champions Tennis
- Executed launch of special product collaborations in store and online i.e. Robert Gellar, Rodin Grey and lululemon lab
- Managed and developed two direct reports, including junior buyer and assistant buyer
- Streamlined processes and developed reporting tools on Excel to increase efficiencies

U.S. POLO ASSOCIATION (New York, New York)**BUYER – MENS, 2013-2014**

- Managed menswear business, generating 62% of total sales for \$57M business. Delivered balanced product assortment at appropriate depth and breadth
- Launched new high-volume concept store in Times Square, generating over \$9M (430,000 units) in under one year
- Opened five stores and launched e-commerce business within first year of full-price retail business launch
- Analyzed, developed and executed merchandising strategies by classification to drive sales, create promotions, manage inventory and articulate opportunities in weekly meetings with senior management team
- Partnered with planner to align and focus on future initiatives, business strategies and preparation for monthly open-to-buy, seasonal buy sign-off and weekly manual replenishment plans by department
- Strategized with cross-functional internal design, production and sourcing teams to ensure quality product, timely deliveries and margin growth to support planning strategies and SKU count plan
- Managed relationships with external vendors on development of select subclassifications, adhering to company licensee guidelines

DIESEL USA (New York, New York)**BUYING MANAGER – WOMENS, 2012-2013**

- USA Buying Manager for retail stores and Ecommerce for Diesel and Diesel Black Gold product lines
- Collaborated with HQ Italy Global Merchandising team to develop seasonal assortments from the Diesel collection that supports brand-positioning opportunities and US market needs and profitability
- Delivered seasonal and capsule product training to store management and visual merchandising teams

AHALife.com (New York, New York)

DIRECTOR OF MERCHANDISING, 2011-2012

- Oversaw online startup merchandising team and addressed company design ethos through effective product selection and vendor partnerships across all product categories – Fashion, Beauty, Home and Tech
- Developed exclusive product feature ideas, new vendor collaborations, and exclusive product launches
- Managed daily features calendar; partnered with editorial and visual to create strong compelling product features

BURBERRY, LTD. (New York, New York)

BUYER – CHILDRENS, 2007-2010

- Buyer of Childrens apparel, shoes and accessories for Burberry Americas' retail stores and Ecommerce
- Analyzed weekly, monthly and quarterly sales reports to maximize business opportunities
- Adhered to Merchandise Management team's global assortment planning strategy
- Reduced company's inventory overage with free-stock buys and setting up key stock items on auto replenishment
- Responsible for the successful openings of Burberry's first two free standing Childrens stores in 2008
- Collaborated with wholesale to streamline global offering to create stronger assortments for North America
- Restructured global division department/class hierarchy to accurately track and compare sales performance in SAP
- Selected as a Super User and tested end-to-end retail merchandising processes for Americas' SAP implementation

ASSOCIATE BUYER – WOMENS, 2006-2007

- Buyer of Blouses and Jerseys for Burberry Americas' retail stores and Ecommerce
- Maintained communication between UK sales team, distribution center and stores
- Developed new key styles in collaboration with global design that became global best sellers

ASSISTANT BUYER – WOMENS, 2004-2006

- Supported Womens buyers with all buying functions including product range selection and store level assortments for Burberry London and Burberry Prorsum
- Monitored allocation and replenishment; executed transfers and consolidations of stock between stores
- Produced seasonal product books, and lead product knowledge training sessions for store and visual managers
- Participated in the setting up of new store openings and re-models

ASSISTANT GENERAL MANAGER – BOSTON FLAGSHIP, 2003-2004

- Managed department managers, sales and stock personnel for optimal sales and customer service in compliance with Burberry's global processes
- Performed daily operational and personnel functions in the store to ensure customer satisfaction, maximum sales productivity and profitability, and compliance with company procedures
- Utilized previous buying experience to maximize sales; analyzed style productivity reports and partnered with buyers on allocation shortfalls and demands
- Trained and developed new sales associates on system applications, customer service, customer experience, and customer relationship management
- Organized and hosted seasonal trunk shows across for Burberry Prorsum and Burberry London collections

MAY DEPARTMENT STORES, (Boston, Massachusetts)

ASSISTANT BUYER – FILENE'S / KAUFMANN'S, HOME DIVISION, 2000-2003

- Graduated from May Department Stores Executive Training Program
- Assisted buyers in operating a 101-store business across 10 states and Ecommerce generating between \$25M - \$35M in annual sales for Home Division
- Executed all functions relating to the flow of merchandise including: sales analysis, purchase order entry, tracking shipments, cancellations, returns and markdowns
- Partnered with vendors to plan promotional events and negotiate vendor contributions
- Provided quarterly business strategy walk-thru presentations with store management team, conveying floor plans and national event setups
- Conceptualized all direct mail catalogs from product selection, sales strategy and ad layout / copy

CUDDLEDOWN, INC. (Portland, Maine)

ASSISTANT PRODUCT DEVELOPMENT MANAGER – BED, BATH & LINENS, 1999-2000

- Assisted in the formulation and profitable execution of textile products for store, catalog and Ecommerce

- Sourced manufacturers with the ability to develop and produce exclusive products, with minimums and price points compatible with company parameters, price objectives and profit requirements
- Created storyboards for emerging and finalized products
- Organized and led seasonal assortment product seminars and style outs
- Investigated and identified market and product trends

EDUCATION

COLUMBIA UNIVERSITY (New York, New York)

- Bachelor of Arts Degree from Barnard College 1998 - Major in Urban Studies with a concentration in English
- Fund-raising Chair for Columbia University Sailing Team