

IMPORTANT NOTICE - PLEASE READ CAREFULLY!

Applications for the position of Executive Director for the non-profit Community Maritime Park Associates, Inc.

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If you need to receive a legal copy of the official public record, you must request it directly from the non-profit CMPA.

Please contact: **Edward E. Spears, City of Pensacola, Neighborhood ft Economic Development Administrator**

Physical location: 180 Governmental Center, Pensacola, FL

Mailing address: P.O. Box 12910/ Pensacola, Florida 32521

Telephone - Voice: (850) 436-5655 / Telephone - Fax: (850) 595-1143

Email address: espears@ci.pensacola.fl.us

To ensure this document's integrity, it is digitally signed by:

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July 5, 2007

Robert E. Slavin, President
SLAVIN MANAGEMENT CONSULTANTS
3040 Holcomb Bridge Road, Suite A-1
Norcross, GA 30071

Re: Executive Director, Community Maritime Park Associates, (Pensacola, FL)

Dear Mr. Slavin:

I read with interest the recent American Planning Association ad (#33498) for the Executive Director position for the Community Maritime Park Associates. As a Project Manager for a private development in Brevard County, I am forwarding my resume for your consideration. I believe my combination of private and public sector experience makes me a unique candidate for this position.

I am presently employed with a relatively new, growing land development company in south Florida that has mixed use development projects across the State, including the one in Brevard County. In my current capacity as Project Manager I represent our company's interests in a major development project situated on the west side of the City of Palm Bay. This project, upon build-out, will consist of approximately 3,000 homes on approximately 1400 acres of property with a mixture of land uses. I work directly with B.S.E. Inc. and Lennar Company representatives on a daily basis on all land development and site design issues. I have a solid understanding of the Florida planning statutes, St. John's WMD and ACOE environmental permitting processes, local city and county planning and zoning laws. I have worked in all aspects of real estate development and negotiations, survey matters, closing documentation, comprehensive planning, zoning, traffic analysis, community development/relations and conflict management.

In my previous capacity as Planning Director for a midsize county in Ohio, my work encompassed budget and personnel management for my department, grant writing, community relations and code enforcement. I reported to the Board of County Commissioners but independently ran several additional Board meetings (Planning and Zoning Commissions, Board of Zoning Appeals). I have also a strong background in economic development. My educational background is in Urban Planning and Design with MPA-Public Administration coursework completed.

While I enjoy my present job, I desire a more established position with a progressive company or public entity offering similar project development and management opportunities. I also find the Pensacola Florida area an attractive place to permanently

establish residency. I currently reside in Merritt Island but drive to the Delray Beach area several times a month.

I find the opportunity to assist in the development of this 30 acre public and private development project an interesting challenge and career opportunity. I would like to be part of a project where I can apply my urban design and management skills with a goal of creating a unique and successful mixed used, economic development project focusing on quality design.

I look forward to reviewing my job qualifications and resume with you and your management team. While my salary is negotiable depending on benefits and possibly incentives, my goal would be to meet or exceed my present salary structure.

I would be glad to furnish references or examples of my work as appropriate from my previous job experiences. Please feel free to call me at 937-418-3250 (cell), 321-449-9246 (home) or by email at dlbrandewie@hotmail.com. Thank you for your consideration. I look forward to hearing from you.

Sincerely,

Daniel L. Brandewie

355 Newfound Harbor Dr.
Merritt Island, FL 32952

937-418-3250 mobile
321-449-9246 home

Daniel L Brandewie

Career Objective

- *Experienced, energetic, goal oriented Project Manager/Planning Director with multi-faceted planning background seeking private-public sector planning position; possibly interested in international development opportunities in city planning, new or redevelopment project applications.*
- *To apply my community development, urban design and planning skills to create quality residential and mixed use development projects with a sense of place;*
- *To build upon my current planning and management skills and move into expanded private sector employment or a progressive city, county or regional planning-management positions; to enhance the jurisdiction's reputation for quality development and commitment to the community and environment.*

Experience

Oct. 2005-present Ascot Development, Delray Beach, Florida
1000 NW 27th Ave. Delray Beach FL 33445

Director of Planning and Zoning, Project Manager

- **Responsible for project management representing the company's interest in developing a 1,500 acre, 3,000 unit residential-commercial mixed use development project located in the City of Palm Bay, Florida. Work on a day-to-day basis with Joint Venture partners, co-project managers, and project civil engineers and landscape architects, city and county staff towards project implementation. In this capacity my duties include:**
 - (1) preparation of closing documentation; work with civil engineers, surveyors, attorneys and bank officials related to closing on property;
 - (2) procurement of Phase I Environmental Reviews, Soil Boring and Geotechnical Analysis, Ecological and Archaeological and Cultural Assessments of property;
 - (3) oversight and guidance of preparation of Preliminary and Final PUD plans, construction plans including master grading, storm water management, street, utility and irrigation plans;
 - (4) co-ordinate and assist in guiding negotiations for proportionate fair-share agreements with City of Palm Bay staff for off-site transportation and utility improvements;
 - (5) prepare lot cost analysis, budget and revenue projections;
 - (6) analyze and project impact fee revenues;
 - (7) solicit professional services-review and approve contracts and change orders for consulting services; manage transportation consultant and related studies; analyze traffic patterns, trip generation rates, internal and pass-by traffic projections for resolution of capacity issues;
 - (8) serve as primary contact with co-project manager for Community Development District (CDD) Board for project financing;
 - (9) preparation of assessment methodologies for residential and commercial tax assessments;

- (10) maintenance of WEB site and "deal" book of project;
- (11) work with public, potential investors, real estate agents on future sales and development issues/scenarios; attend public hearings and represent Joint Venture owners at meetings;
- (12) assist in the preparation or recreation plans including clubhouse and outdoor recreation facilities;
- (13) monitor statewide Growth Management legislation as it affects project implementation and funding;

1988-October, 2005

Miami County Planning Department, Miami County, Ohio

Planning Director

- Department Head responsible for administration of planning and zoning staff servicing an urban/rural county within the Dayton Ohio metropolitan area.
- Directly responsible for the administration of the Miami County Comprehensive Planning and Zoning Program, Community Development Block Grant and Community Housing and Improvement Programs (CHIP); and economic related development programs in addition to overseeing administration of FEMA Flood Damage Prevention Regulations, Subdivision and Airport Zoning and Development Regulations.
- Successfully procured and administered over \$3-5 million in competitive, formula economic development and water and sewer CDBG grant money in a 16-year period.
- Oversees activities and prepares final technical staff reports for Board of County Commissioners, Planning Commission, Zoning Commission, Board of Zoning Appeals, Miami County Council. Assists Board of County Commissioners in all matters.
- Former Board member and current Past-President of the Miami County Visitor's and Convention Bureau.
- Former Board member of Dayton Regional Development Alliance- a regional economic development organization.
- Past Chairman of Miami Valley Regional Planning Commission Technical Transportation Coordinating Committee

1987-1988

City of West Carrollton Planning Dept., West Carrollton, Ohio

City Planner

- Assisted in the administration of zoning, subdivision, signage, fence and flood plain regulations for a city population of approximately 20,000.

1983-1987

Rome-Floyd County Planning Commission, Rome, Georgia

Senior Planner

- Administered zoning and subdivision regulations and the development process for an urban/rural county of 80,000. Updated transportation plan and local land use plans.

Education

- Bachelor of Urban Planning and Design. University of Cincinnati, College of Design, Art, Architecture and Planning

- Partial completion of coursework toward Master of Public Administration, Brenau College, Georgia
- Fort Loramie High School graduate, Ft. Loramie, Ohio

**Professional
Certification
and Training:**

- AICP, American Institute of Certified Planners (Membership Certificate Number-015388-renewal pending).
- Economic Development Professional Certification by National Development Corporation (NDC).
- Real Estate Negotiations, Dayton Area Board of Realtors, training class.
- Certification of Training-National Highway Institute: Small Urban Area Transportation Planning
- Certification of Training-National Highway Institute: Traffic Management of Land Development Workshop
- Flood Damage Assessment Training and Flood Damage Prevention Regulations training (ongoing).
- Certificate of Training and Coursework: Introduction of Urban Transportation, Federal Highway Administration.
- Growth Management and Site Impact Analysis Workshop, Florida Department of Transportation.
- Numerous CDBG, HOME grant training programs sponsored by the State of Ohio.

Hobbies and Interests: sports official, traveling, music, reading.

References available upon request.

SCOTT CAMPBELL
107 Fairway Drive
Nicholasville, KY 40356
859.983.4004
sfcampbell@windstream.net

July 2, 2007

Robert E. Slavin, President
Slavin Management Consultants
3040 Holcomb Bridge Road, Suite A-1
Norcross, Georgia 30071-1357

Dear Mr. Slavin:

In response to your national search for qualified candidates for the open position of **Executive Director of the Vince Whibbs Sr. Community Maritime Park** in Pensacola, Florida, I would like to make a strong case for myself. Perhaps after reading this letter and enclosed resume, you will agree we have a mutually beneficial reason to meet.

This multi-use project has the potential to dramatically improve the quality of life for many Pensacola citizens. I believe I possess the unique combination of leadership, knowledge, experience and heritage to meet the needs of the CMPA Board of Trustees and the City of Pensacola. Highlights of my qualifications include:

- ♦ **13+ years of senior management experience including eight years as a non-profit Executive Director** working under the guidance of community boards and elected officials.
- ♦ **A track record of strong leadership** in the planning, development, marketing, operation and maintenance of highly visible community projects and programs including YMCAs, skate parks, a multi-use youth sports stadium and a planned thirty-five mile, multi-county, shared-use trail system.
- ♦ **Dynamic communicator** adept in building relationships, consensus and community partnerships.
- ♦ **Passion for making communities healthier, more livable and economically sustainable** by changing the built environment through the implementation of multi-use developments.

In addition to my work history and performance qualifications, I have ancestral ties to Pensacola's maritime history which are a perfect fit for the future **Admiral John H. Fetterman Maritime Museum** component of the project. Not only was I born in Pensacola and raised in Pensacola and Gulf Breeze, my great-great-great grandfather, Emmanuel Juan Villar, sailed from Spain in 1780 to fight against the British in the Battle of Pensacola in 1781. Victorious, he and his brother were given the choice of returning to Spain or accepting a land grant to settle in Pensacola. Obviously, he chose to stay.

This position is an outstanding opportunity for the right highly skilled administrator. I would very much appreciate the opportunity to meet with you to discuss the position needs and outline my strengths in person. I understand you like to travel to visit candidates. I feel confident you would find a trip to Central Kentucky well worth your time.

Thank you for your time and consideration of my resume. I look forward to speaking with you soon.

Sincerely,

Scott Campbell

Enc: Resume

SCOTT CAMPBELL

107 Fairway Drive • Nicholasville, KY 40356-9413
Home: 859.885.5369 • Cell: 859.983.4004 • E-mail: sfcampbell@windstream.net

Seeking the position of:

EXECUTIVE DIRECTOR

Proven leader with 13 years experience in management and community development, eight of which as a non-profit Executive Director. Proven success in building public/private partnerships and community collaborations resulting in healthier and economically stronger communities. Able to manage highly visible community projects and daily responsibilities while maintaining a long-term strategic vision. Passion for improving quality of life in communities through changing the built environment by implementing New Urbanism/Smart Growth principles.

Professional qualities and strengths:

**Public/Private Partnerships • Budget and Cost Control • Land Use Planning
Operational Efficiencies • Program Development • Board Facilitation
Strategic Visioning • Community Relations • Project Management
Articulate Communicator • Grant Writing**

Professional Highlights

City of Nicholasville and Jessamine County Fiscal Court - Nicholasville, KY 2004 – Present
DIRECTOR of PARKS and RECREATION

Turned around an underperforming parks department in the third fast-growing community in Kentucky by enhancing department image, increasing revenues for three consecutive years and developing community partnerships resulting in higher quality community programs. Direct, manage, develop and program joint city/county parks department consisting of eight full-time and 20 part-time employees and 18 parks totaling over 200 acres of multi-use space.

Key Contributions:

- ♦ Drafted first-ever inter-local agreement between the city and county governments which **legally established the guidelines for the funding, management and operation of the joint parks and recreation department**. Coordinated with city mayor, county executive, city and county attorneys and other elected officials to ensure adoption. Received final approval from state attorney general in 2005.
- ♦ **Co-drafted new zoning ordinance for local planning commission** resulting in first-ever variable-density zone and green space preservation option for new residential development.
- ♦ **Played key role in successful initiative** to renew quarterly meetings of the elected officials of the three local governments leading to an agreement to begin work on a first-ever joint comprehensive land use plan.
- ♦ Restructured department staff and operations **creating a savings of \$180,000 annually while still providing high quality community programs and services**.
- ♦ **Recommended land-use policy changes to local planners, elected officials and developers** based on Smart Growth/New Urbanism principles that resulted in the preservation of 20 additional acres of open space for the community while allowing local developers to obtain their desired fiscal goals.
- ♦ Persuaded local elected officials to invest in a YMCA facility instead of constructing a public recreation facility resulting in **savings to the community of approximately \$50 million in future tax allocations**.
- ♦ Convinced local officials and local school board to relocate a public education facility from a proposed site to a more accessible and highly visible one **providing a better solution for the school system and the community**.
- ♦ **Project manager for over \$600,000 in capital improvement projects**.
- ♦ **Considered community's leading authority on positive economic impact of mixed-use developments**.
- ♦ **Chaired committee that selected architectural and construction management firms** for the design and construction of a 50,000 square-foot, \$12 million dollar YMCA recreational facility.
- ♦ **Invited to speak to Kentucky Parks and Recreation Society and Partnership for a Fit Kentucky State Conferences** on land use planning strategies that create physically and economically strong communities.
- ♦ Assisted Bluegrass Area Development District staff writing three state grants for the City and County.
- ♦ **Developed new strategic partnerships** with local YMCA, library and downtown development association resulting in increased efficiency and higher quality program service delivery to the community.

Blakley Family YMCA - Somerset, KY
EXECUTIVE DIRECTOR/CEO

1998 – 1999 and 2002 – 2004

Served as the leader and focal point for the community in all community relations, fundraising, marketing, programming and pre-construction activities for a high-profile \$6.3 million community YMCA.

- Assisted national consulting firm with capital campaign in soliciting numerous community groups and individuals **resulting in \$3.5 million in public and private donations for the project.**
- Restructured staff, programming and maintenance operations of the association reducing employee turnover by 48% and increasing program revenue by 20%.
- Balanced the budget with a \$220,000 deficit in less than one year.
- **Successfully raised over \$300,000 in private foundation grants for new facility.**

Sullivan College Systems - Lexington, KY
ADMISSIONS REPRESENTATIVE

2000 – 2002

- Taught introductory computer course to incoming freshman and recruited students for Sullivan University and Spencerian College while maintaining a 3.5 GPA as an MBA program graduate student.

YMCA of Central Kentucky, Georgetown/Scott County Branch - Lexington, KY
EXECUTIVE DIRECTOR

1999 - 2000

- Successfully increased program revenues by 15% and Annual Campaign donations by 10%.

Sarasota Family YMCA - Sarasota, FL
EXECUTIVE DIRECTOR (1997 – 1998)
ATHLETICS DIRECTOR (1995 – 1997)

1995 - 1998

- **Successfully opened the Main Plaza Branch facility only five weeks from date of hire** including supervising the final phases of construction, renovation of facility equipment and coordination of move from old facility.
- **Increased operational revenues from \$435,000 to \$786,000 in one year.**

Earlier career includes positions as: Athletic Marketing Intern – Western and Eastern Kentucky Universities and Executive Director of the American Red Cross, Bowling Green, Kentucky between 1992 and 1995.

Education and Affiliations

Bachelor of Science, General Management - Western Kentucky University, 1991
 - Full Athletic Scholarship (Football), Quarterback/Three-year Letterman, 1987-90
 - Phi Delta Theta Fraternity – Chaplain/Pledge Educator, 1988-90

Kentucky Institute for Economic Development – University of Kentucky, Lexington, Kentucky, 2006
 The Citadel, The Military College of South Carolina - Charleston, South Carolina, Fall 1986

- American Planning Association
- City of Nicholasville Planning Commission Comprehensive Plan Update Committee
- Land and Water Conservation Fund State Advisory Commission, Vice Chair
- Partnership for a Fit Kentucky, Built Environment Committee Chair
- Bicycle-Pedestrian Advisory Committee - Lexington Metropolitan Planning Organization, Chair
- Leadership Jessamine County, Board Member, 2004 Graduate
- Leadership Central Kentucky, Board Member, 2005 Graduate
- Tourism, Historic Preservation & Recreation Advisory Committee - Bluegrass Area Development District
- Jessamine County YMCA, Board Member, Facility Committee Chair, 2005 – 2007
- Kentucky Delegate – National Recreation and Parks Society National Legislative Forum, Washington, D.C.
- Lexington-Fayette Urban County Government - HealthWay Trail System Task Force, Founding Member

Donn Chelli
5936 Wheat Penny Avenue
Las Vegas, NV 89122
702 339-3130

Robert E. Slavin, President
Slavin Management Consultants
3040 Holcomb Bridge Road, Suite A-1
Atlanta, Georgia 30071

Re: Executive Director-Community Maritime Park Associates, Inc.

Dear Mr. Slavin:

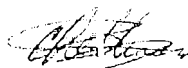
Enclosed is my resume for the subject position. I am applying based on my career experience in both the public and private sectors of business and government. I am also applying based on my particular experience planning and developing projects for public use.

In three positions over fifteen years in Clark County, Nevada, I have been the focal point to develop projects from conceptual stage to completion. Working with recreation programmers, maintenance personnel, special interest groups, and the public, I have coordinated project concepts into unified processes for the benefit of the owner and the public. Supervising department design personnel, outside consultants, and private contractors, I have managed the various phases of project development to satisfy the intended use of the facilities. In those processes I have implemented my customer service skills to gain consensus in order to build a sense of community ownership.

With three years experience in property acquisition and a real estate license in Nevada, I have an understanding of property values and uses. Combining that experience with ten years of owning an aquatic design and construction company, I am certain that I can provide the leadership to develop unique projects that will serve the needs of the community.

I look forward to hear from you to further discuss the position.

Sincerely,



Donn Chelli

Donn Chelli, CDT, CSI

5936 Wheat Penny Avenue, Las Vegas, NV 89122 Cellular 702 339-3130 E-Mail: dchelli@co.clark.nv.us

AREAS OF EXPERIENCE

LAND DEVELOPMENT
PROJECT MANAGEMENT

FINANCIAL ADMINISTRATION
CONSTRUCTION MANAGEMENT

CUSTOMER SERVICE
SITE PLANNING/DESIGNS

PROFILE

An accomplished professional offering broad-based experience in the planning and management of commercial projects. Major strengths include: Leadership, Administration, Supervision, Planning, Organization, Financial Controls, Negotiations, and Problem Resolution. A progressive leader dedicated to provide efficient procedures in order to achieve maximum service delivery. A project task master with extensive experience to successfully deliver development projects within time and budget constraints. A team player among department staff and outside entities capable of evaluating situations to provide sound decisions for consensus building. Well-developed communication and interpersonal skills with the ability to listen and assess needs in order to proactively resolve issues.

PROFESSIONAL EXPERIENCE

Clark County Real Property Management - Las Vegas, Nevada

Construction Project Manager

1999 - Present

Manage construction of land and facility development projects assuring that plans, specifications, permits, building codes, time and budget requirements are achieved. Review planning and construction documents, develop cost estimates, assist in preparing technical specifications and construction details, and provide pre-bid/pre-construction coordination. Approve submittal data ensuring compliance with design documents, monitor project schedule, conduct progress meetings, inspect the work of contractors. Impose project cost control measures in relation to procedures and budgets, negotiate change order proposals, approve payment in relation to work completed. Coordinate with design consultants, public utility companies, building officials, contractors and others to determine priorities and observe multiple activities and developments as owner's representative. Evaluate conditions of construction conflicts to determine the best solution in order to achieve contractual agreement. Assure that all permits have been completed and Certificate of Occupancy/Public Works acceptance have been attained. Prepare professional correspondence, review accuracy of record drawings, and complete all project file documentation.

*Incorporate maintenance personnel during construction phase of projects to familiarize them with operation and maintenance requirements for better service delivery of facility to them

*Successful management of all assigned projects averaging ten+ million dollars per year in completed projects

Clark County Real Property Management- Las Vegas, Nevada

Senior Architect/Engineer

1996-1999

Logistical development of the planning, permitting, design, and construction of civil engineering and building development projects. Provided leadership and consultive expert assistance to professional and technical support staff in the areas of project development, schematic design plans, permit processing, and operation procedures. Managed funding budgets, contract administration, liaison with other agencies, life safety, and building programs. Wrote project specifications, provided design details, obtained easements for developments, and wrote purchase orders for design, construction, materials, and service contracts. Maintained project schedules and quality control standards while supervising the work of consultants and contractors. Coordinated with building departments, Bureau of Land Management /U.S. Forest Service, State, local governmental agencies, utility companies, and private land developers to ensure compliance with environmental concerns, regulations, policies, and permits. Directed all project functions, maintaining accurate documentation.

*Reduced design and code deficiency change orders through the submission of project plans for plans check approval prior to advertisement of sealed bids

*Realized a project budget savings of 14% through the administration of direct capital purchase by County for contractor installation

Clark County Department of Parks and Recreation-Las Vegas, Nevada**Contract Coordinator**

1992-1996

Directed the planning, permitting, design, and construction of park facility and landscape architectural projects from conceptual stage to completion. Managed outside consultants and department personnel to design facilities with input from facility programmers and maintenance personnel. Provided oversight for approval of land development process and contract administration of capital improvement projects. Responsible for project planning including architectural review, comprehensive plan approval, use permit, variance, zoning, plans check approval, and building permits. Planned, organized, administered, and evaluated the activities of professional, technical, and support staff to contribute to the department's overall quality regarding project development. Interacted with Town Advisory Boards, recreation programmers, and user groups to facilitate recreation programs into facility operations. Maintained liaison with other County departments and governmental agencies, school districts, utility companies and private land developers while performing as Owner's representative responsible for facilities.

- *Designed the bid proposal form to identify cost of line items as basis for future change orders
- *Implemented a team approach for facility design based on intended recreation program use

Travis County Public Improvements and Transportation Department-Austin, Texas**Right of Way Agent**

1989-1992

Acquired fee simple land, easements, and improvements by purchase contracts or eminent domain. Researched titles, reviewed appraisals, surveys, field notes, and construction plans. Identified project design deficiencies affecting property acquisitions and provided changes to scopes of work affecting project construction bidding. Represented County at Pre-Bid and Pre-Construction meetings to document status of parcels acquired to determine impact on subsequent project development. Submitted offers and negotiated counter offers. Prepared parcels for condemnation proceedings and affidavits for lien releases. Coordinated with attorneys and resolved owner issues on acquisition impact. Provided title companies with documentation to clear titles and represented County at escrow closings.

- *Recognized as top agent in achieving the best acquisition-to-condemnation ratio while acquiring the greatest total of parcels
- *Recommended assignment of appraisals to one firm to ensure a consistent approach to property values

Aquatic Designs, Inc.-Austin, Texas**General Manager / Owner**

1982-1989

Directed the overall operation of this company involved in commercial, institutional, and municipal aquatic projects. Full authority for budget administration, estimating, bid proposal and negotiation, permitting, scheduling, site supervision, marketing, human resources, project management, purchasing, and inventory control. Specified products and methods of construction to architects and engineers during project design phase and ensured overall quality of the project management process. Directed daily operations, scheduled subcontractors, and implemented deadlines for various trades. Coordinated with government agencies to provide appropriate inspections and permits. Interacted with owners, design professionals, building officials, city councils, county commissions, and architectural review boards to make presentations for project approval. Completed all warranty work and punch list items for certification of final payment.

- *As manufacturers representative for equipment and material sales, specified products during design phase to achieve a 15% cost reduction of construction bids
- *Achieved preferred bidder status on major institutional and municipal projects

EDUCATION

B.A. Degree - Youngstown State University, Youngstown, Ohio-Business Organization
 University of Nevada, Las Vegas-Business Management
 Austin Community College-Variou Real Estate Classes

TRAINING/SEMINARS

Total Quality Management, Primavera Project Scheduling
 Key Considerations for Project Managers, Success Through Service-Delta Air Lines
 Improving Public Works Construction Inspection Skills

PROFESSIONAL ASSOCIATIONS

Construction Documents Technologist-Construction Specifications Institute
 Licensed Real Estate Agent-State of Nevada

June 20, 2007

Mr. Robert Slavin
Slavin Management Consultants
3040 Holcomb Bridge Road, Ste A-1
Norcross, GA 30071

Dear Mr. Slavin,

After 17 years in the planning/economic development business, I am grateful to still have the passion for this line of work. As you can see from my resume, I've predominantly worked for local governments and public development corporations in the redevelopment arena. My job has always been to facilitate development: to remove the bureaucratic red tape and work with the developers to bring about the best project so that both sides win. My track record speaks for itself.

I believe I've been so successful because I approach development as a partnership: the public is the spark plug but the private sector is the true engine. They are co-dependent and ultimately share the same goal: increasing the tax base/ROI.

I hope that you will consider me for the CMPA Executive Director position. I was thrilled when I read the job description, as the needed skills to successfully execute this project are my strongest assets. I know that I would thrive in that environment and lead a successful redevelopment program that actually exceed the CMPA's goals. I look forward to hearing from you soon.

Sincerely,

Laura Morgan, AICP

Laura Morgan, AICP

1214 Lindenwood Lane Winter Park, FL 32792
321/436-2156 ■ paddlinawaytoflorida@hotmail.com

EXPERIENCE

Assistant Director of CRA & Downtown Development Board City of Orlando Jan 07- current

Lead the growth and revitalization of downtown and its adjacent urban neighborhoods to leverage high quality and sustainable investment.

- Create departmental work plan and oversee its implementation and reporting mechanisms
- On the executive team to lead the financing and development of a new Performing Arts Center, Events Center, and renovated Citrus Bowl
- Facilitate City's Green Initiative to incorporate statutory requirements and incentives for future development
- Establish new programs and incentives for premium affordable and attainable housing development
- Coordinate significant revisions to planning codes to promote smart growth and sustainable economic development principles
- Monitor compliance with the City's Growth Management Plan and Regional Impact Plan
- Coordinate the redevelopment and construction activities in the Parramore Heritage District including a Hope XI project, several RFP public/private mixed-income sites, and other economic development initiatives
- Create multi-discipline/department teams to address "quick fix" priority objectives in a TQM environment
- Develop various partnerships with public agencies to more collectively and aggressively facilitate redevelopment activities
- Prepare and negotiate budget and CIP for adoption.

Director of Redevelopment City of Daytona Beach, FL 2005-2006

Create investment opportunity and support appropriate redevelopment projects and investments within five CRA districts; administer the planning, organization, and direction of all redevelopment and economic development on behalf of the City.

- Hired as the City's first Redevelopment Director and established a six-person department; established work plans and budgets, established priorities and staff assignments
- Coordinated with the residents and property owners of five redevelopment districts to update their plans and create a framework for new growth, environmental protection, historic preservation, and infrastructure
- Structured a downtown stormwater fund allowing developers to mitigate some of their regulatory requirements into a fund dedicated for more efficient and comprehensive environmental controls led by the City
- Negotiated all economic development/redevelopment projects, agreements, and transactions
- Worked with property owners and investors to develop business plans, review pro-formas, market space, and coordinate appropriate public involvement to facilitate project development
- Identified and administered financial structures for development projects including TIF rebate, development credits, TDRs, tax abatements, development loans/grants, tenant improvement financing, parking, and historic tax credits
- Handled all aspect of real estate acquisition and disposition including RFPs for redevelopment projects; responsible for financial analysis, negotiations, and review of legal documents
- Served as staff support for five redevelopment boards and the citywide economic development board
- Drafted TIF Policy Ordinance outlining the rules for utilizing TIF funds on public and private projects
- Established a formal partnership with Habitat for Humanity that outlines interior and exterior design requirements
- Successfully assembled 31 blighted properties for a mixed-use affordable housing development
- Developed site plans and development objectives for two new mixed-use public parking garages
- Facilitated 312 new hotel units and 2800 new residential units representing over \$1 billion private investment

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From: NRPA Career Center <system@jobcontrolcenter.com> [Add to Address Book](#)
Date: 2007/06/07 Thu PM 04:50:37 EST
To: slavin@bellsouth.net
Subject: TED PHILLIPS applies for Executive Director in Pensacola Florida

**Slavin Management Consultants**

TED PHILLIPS [tphillips2006fl@yahoo.com] has just applied for your Executive Director position in Pensacola Florida.

Resides in: Tampa Florida (United States).

Current Job Title: Managing Ex.

Dear Sir/Madame, I am pleased to submit my resume for your consideration. Since 1990 I have held the position of Executive of Operations at Urban Projects, Inc.(UPI), a specialized real estate planning, acquisition, development, property management and construction management consultant with offices in Gainesville and Tampa, Florida. In pursuit of our assignments we have provided the leadership, short and long vision, and a comprehensive approach to successfully interface with public and private community leaders, businessmen and agencies and have negotiated with local, regional, state and federal regulatory agencies to achieve positive results for a variety of real estate developments from coast to coast. As the central point of project development and communication UPI has successfully provided our clients a seamless transition between the diverse and complex issues and procedures of the real estate development industry Thank you for the opportunity to submit my professional credentials. I can be reached at (813) 830-3166 or by e-mail at tphillips2006fl@yahoo.com. Sincerely

NRPA Career Center
<http://www.nrpa.org>

Ted T. Phillips
OFFICES
5611 South Sherwood Ave., Suite #4, Tampa, Florida 33611

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EDUCATION AND HONORS

BACHELOR OF ARCHITECTURE
UNIVERSITY OF MICHIGAN, COLLEGE OF ART AND ARCHITECTURE, ANN ARBOR, MI.

MASTERS OF CITY PLANNING
UNIVERSITY OF MICHIGAN, HORACE H. RACKHAM SCHOOL OF GRADUATE STUDIES,
ANN ARBOR, MI.,

HONORS
HORACE H. RACKHAM SCHOLAR - 3 YEARS
TEACHING FELLOW, COLLEGE OF ART AND ARCHITECTURE - 3 YEARS

PROFESSIONAL EXPERIENCE

URBAN PROJECTS INC., 1990 to Present , TAMPA & GAINESVILLE.FLORIDA

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From: MATT SLAVIN <mattislavin@msn.com> [Add to Address Book](#)
Date: 2007/06/12 Tue AM 09:52:51 EST
To: <slavin@bellsouth.net>
Subject: CMPA Executive Director - Matthew I. Slavin

Dear Mr. Slavin,

I understand that Community Maritime Park Associates is recruiting for the position of Executive Director. I am interested in this position, and have attached my resume to allow you to evaluate my qualifications.

I will bring to this position 20 years of professional business and government experience in business and economic development and real estate development, redevelopment, and revitalization. Included are my positions as Director of Urban Revitalization for Fairfax County, Virginia, population 1 million, Business and Economic Development Manager for the City of Richland, Washington, where I oversaw redevelopment of properties very similar to that to be developed by CMPA, and Director of Planning and Acquisition for KSI Services Inc., one of the largest developers of commercial and residential properties in metropolitan Washington D.C. I hold a Ph.D in Urban Studies and Planning with a concentration in Economic Development. I am a member of the International Economic Development Council. I have taught economic development and redevelopment at the graduate level, and published on the subject leading professional and academic journals.

You will find me to possess expertise in all of the facets of economic development and redevelopment in which this position is likely to be involved, including business recruitment, retention, and incubation management, strategy, and planning, real estate development, sales, and leasing, finance and economics including incentives, grant-writing, marketing and negotiation, land use and transportation, technology transfer, workforce development, and government and community relations. As depicted on my resume, my hands on experience in property development and redevelopment is particularly extensive. Above all, throughout my career, I have developed a reputation for successfully formulating, building consensus for, and implementing highly creative and effective solutions to community economic development and redevelopment problems.

My speaking, presentation, writing, and relationship skills are very strong, and I have extensive experience communicating with policy makers, business executives, and the public from diverse backgrounds. In sum, I am confident that you will find me to possess the qualities you are seeking in this position.

I look forward to the opportunity to meet with you to further discuss my qualifications and how I might join the CMPA team.

Sincerely,

Matthew I. Slavin

703-304-2769

<http://webmail.bellsouth.net/agent/mobmain?msgvw=AE4AeAAoAAkALQAvACoALQB...> 6/12/2007

Matthew I. Slavin, Ph.D.
401 12th Street South # 1404
Arlington, VA 22202
703-304-2769
mattislavin@msn.com

SUMMARY OF QUALIFICATIONS

Twenty years Government and Business experience in Business and Economic Development and Real Estate Development, Redevelopment, and Revitalization.

Expertise in Business Recruitment, Retention, and Incubation Management, Strategy, and Planning, Real Estate Development and Redevelopment, Economics and Finance, Research and Analysis, Marketing and Negotiation, Incentives, Land Use and Transportation, Technology Transfer, Workforce Development, Brownfields, and Government and Community Relations. P.h.D. and M.A. in Urban Studies and Planning.

Highly professional demeanor with excellent management, speaking, and relationship skills. Presentations to audiences of 100+. Strength of writing demonstrated by authorship of articles in Journal of the American Planning Association, Economic Development Quarterly, Business Week, Washington Business Journal, other professional and academic publications.

EDUCATION

PH.D., M.A. URBAN STUDIES AND PLANNING, School of Urban and Public Affairs, Portland State University.

B.A. POLITICAL SCIENCE AND ECONOMICS, San Diego State University.

PROFESSIONAL HISTORY

DIRECTOR OF PLANNING AND ACQUISITION, KSI Services Inc. Vienna, VA. 2003 – 2007.

Managed site acquisition, due diligence and feasibility, planning and design, and rezoning/entitlement of multiple complex multi-family, mixed use, and master planned community development projects of up to \$400+ million in build out value for one of the largest developers of residential and commercial property in metropolitan Washington D.C.

Projects include "Midtown" 1.2 million gsf high-rise mixed use town center with 800 mf units, hotel, office, retail, civic theatre, structured parking; "The Village" open air lifestyle center with 625 mf units including active adult and 1.2 million gsf commercial including Wegman's Food Market and Barnes and Noble; and "Largo" 244 unit multi-family condominium nearby Metro-rail station.

Assembled and directed project teams of 10+ in-house professionals and consultants in legal, engineering, architecture and design, transportation, environmental, brokerage. Negotiated and managed consultant contracts, project schedules, and budgets. Negotiated acquisitions include \$40+ million multi-parcel 9.5 acre urban infill assemblage on brownfield site. Frequent interface with high level corporate leadership, government officials, and investors.

DIRECTOR OF URBAN REVITALIZATION, Fairfax County Department of Housing and Community Development, Fairfax, VA. 2001 - 2003

Directed revitalization for County with 1 million population. Managed staff of 7 in advising elected and appointed officials in strategy, policy and planning, programs, budgets, finance, public-private partnerships, incentives, and technical assistance to community organizations.

Oversaw construction of \$7 million in long delayed bond funded revitalization district infrastructure improvements. Oversaw County property Tax Increment Financing feasibility study. Negotiated joint development agreements for repositioning distressed commercial properties including 250,000 sq ft Home Depot mall, adaptive reuse of former warehouse into "Waterford" merchant banquet facility; and redevelopment of long vacant motel site into Bank of America anchored retail center.

BUSINESS AND ECONOMIC DEVELOPMENT MANAGER, City of Richland, WA. 1996 – 2000.

Managed all facets of economic development and redevelopment for city of 37,000 with 3 major city-owned redevelopment projects underway: "Horn Rapids" 800 acre industrial park; "Tapteal" 70 acre retail power center, and "The Point" 140 acre riverfront mixed use residential townhome, condo, and commercial town center with 18 hole links golf course and marina. Former federal brownfield military properties involving extensive environmental remediation. Concurrent title of Director of City Redevelopment Authority.

Directed in-house staff of 4 plus consultants. Oversaw creation of City and State's first Tax Increment Financing district. Negotiated successful property purchase, sale, lease, and tax incentive agreements resulting in \$120 million in new business investment by leading companies including Marriott, Home Depot, Anthony's Harborside, Kaiser Aluminum, Home Depot, Staples, and Kadlec Medical Center. Created award winning "First Choice" economic development marketing program leading to feature article in Washington CEO Magazine. Travelled two weeks in Taiwan as member of Washington State Trade Mission. Board member of business technology incubator jointly managed by City, Batelle Memorial Institute, and Washington State University and of regional business development revolving loan fund.

PROJECT MANAGER, Portland Development Commission, Portland, OR. 1987 - 1994.

Oregon Convention Center redevelopment district site assembly and land use, light rail transit, and tax increment financing planning. Site assembly, entitlement facilitation, and industrial revenue bond financing for major INTEL plant expansion. Managed first comprehensive economic development plan and supporting quantitative analysis for Oregon's "Silicon Forest" technology corridor.

PROFESSIONAL AFFAIRS

Member, Washington D.C. Chapter of The Urban Land Institute; Former Police Committee member, International Economic Development Council; Appointee, U.S. Comptroller of the Currency Advisory Panel on Reauthorization of the Federal Community Reinvestment Act; Recipient, Smart Growth Recognition Award, Washington D.C. Chapter of the Urban Land Institute; Former Instructor, Department of Urban Studies and Planning, Portland State University.

References Available.

RESUMÉ of

MICHAEL L. STAMPFLER

7305 Angling Road
Portage, Michigan 49024
(269) 327-6027 Residence
(269) 599-0922 Cell Phone
stampfler1@aol.com

**PROFESSIONAL
EXPERIENCE:**

2005 – Present

CONSULTING EXPERIENCE

OWNER/MANAGING PARTNER, CIVICQUEST CONSULTING

Principal in consulting agency specializing in government performance improvement.

MGT OF AMERICA (FEBRUARY-JUNE 2007)

Senior Consultant addressing issues related to State and Local Government. Short-term experience to gain perspective in the operations of a major consulting firm.

2005 – 2006

CITY MANAGER, CITY OF CASSELBERRY, FL

Chief Executive Officer of dynamic Orlando Metro Area community of 25,000+ population, 290 full time employees and annual budget of \$42+ million. Significant work in economic/staff development and civic center/development with private developer Unicorp.

1985–2005

CITY MANAGER, CITY OF PORTAGE, MI

Chief Administrator of a full-service city. Population 45,000+. 225 full-time equivalent and 100 part-time employees. Budget approximately \$60 million. City is the principal commercial, premiere residential and primary industrial area of the Standard Metropolitan Statistical Area (SMSA).

MAJOR ACCOMPLISHMENTS:

Quality of Life Initiatives

- Doubled acres of parks to 750 acres
- Initiated Summer Entertainment Series (public/private funding)
- Led development of Celery Flats Historical Area
- Constructed first outdoor refrigerated ice skating rink in Southern Michigan
- Implemented annual planting of 250,000 tulips in City Centre area for beautification and marketing.
- Implemented city-wide bikeway/pedestrian trail way (from 0 to 50 miles in length)
- Implemented Consolidated Drain Project of \$7.5 million addressing storm water treatment, recreation and park development. as well as economic development opportunities.

Economic Development Initiatives

- Initiated public/private partnership to develop certified Industrial Parks totaling 70 acres
- Instituted 10 year Capital Improvement Programming Plan (\$147 million plan for 2003-13).
- Implemented Financial Trend Monitoring System
- American Public Works Association Project of the Year Award (Milham Pedestrian Overpass) July 2001
- Led creation of Downtown Development Authority resulting in over 640 jobs and \$36.5 million investment between 1998 and 2005.
- Privatized Water/Sewer Utility operations saving rate-payers \$750,000 annually
- Construction of over 6 miles of new boulevard roadways with sewer/water service
- STEP (South Westnedge Treatment Enhancement Project) to address storm water discharge pollution and economic redevelopment (\$5.5 million).

Regional Leadership Initiatives

- Initiated Local Development Finance Authority to secure major manufacturing facility (Stryker Corporation) \$100 million investment and 200 new/800 retained jobs in city.
- Successfully led city through consolidation of District Courts in Kalamazoo County
- Successfully worked to transfer Municipal Airport to county operation
- Participant in 911/consolidated dispatch deliberations
- Participant in "Fresh Start" regional economic development forum.

Professional Development Initiatives/Awards

- Distinguished Budget Award (Government Finance Officers Association) annually 1987 - 2005.
- Certificate of Achievement in Financial Reporting (Government Finance Officers Association) annually since 1986.
- 3CMA Savvy Award "Best Newsletter-External Audiences" 1998.
- Led staff team participation in ICMA/USAID sponsored International Resource Cities Program (Gabrovo, Bulgaria) 1998-2002.
- Outstanding Alumni Award 2003 Western Michigan University School of Public Affairs and Administration, College of Arts & Sciences (Pi Alpha Alpha).
- Attended Senior Executive Institute, University of Virginia, July 1988.
- ICMA International Exchange Program (Gronau, Germany) 1995.
- ICMA International Exchange Program (Engcobo, East Cape, South Africa) 2003-04.
- Occasional Adjunct Faculty Member teaching State and Local Government (Western Michigan University, Kalamazoo Valley Community College).

1981-1985

AIRPORT DIRECTOR – CITY/COUNTY OF KALAMAZOO, MI

Administrator of all-weather commercial air carrier and general aviation airport.

MAJOR ACCOMPLISHMENTS:

- Significant financial savings achieved through privatizing emergency services and automobile parking operations.
- Increased competition through addition of multiple air carriers.
- Successfully worked to transfer airport from municipal to county operation.

1977- 1981

CITY CLERK – CITY OF KALAMAZOO, MI

Conducted City Elections, served as custodian of official documents and vital statistics.

MAJOR ACCOMPLISHMENTS:

- Formed a Records Management Division to process documents of all City Departments in accordance with State requirements.
- Assisted Historical Commission in publication of book on historical structures in Kalamazoo.

1975-1977

**ADMINISTRATIVE ASSISTANT TO CITY MANAGER –
CITY OF KALAMAZOO, MI**

Involved in formulating and instituting policies and procedures and conducting organizational efficiency studies for the City Manager.

MAJOR ACCOMPLISHMENTS:

- Report resulting in consolidation of Parking Violations Bureau at considerable operational cost savings.
- Interim Director of Kalamazoo Convention Center.

EDUCATION:

1972

BACHELOR OF ARTS

Hope College, Holland, Michigan

Junior year at IES/University of Vienna, Vienna, Austria

1974

MASTER OF ARTS – INTERNATIONAL STUDIES

Western Michigan University, Kalamazoo, Michigan

1976

MASTER OF PUBLIC ADMINISTRATION

Western Michigan University, Kalamazoo, Michigan

AFFILIATIONS:

Current

INTERNATIONAL CITY/COUNTY MANAGEMENT ASSOCIATION

ICMA International Task Force Committee – 1999-2001