



BOARD OF COUNTY COMMISSIONERS

DATE: March 24, 2015
AGENDA ITEM NO. 15

Consent Agenda ☐

Regular Agenda ☒

Public Hearing ☐

County Administrator's Signature:

Subject:

Appointments to the Pinellas County Emergency Medical Services Advisory Council

Department:

Emergency Medical Services and Fire Administration

Staff Member Responsible:

Craig A. Hare, Director

Recommended Action:

I RECOMMEND THE BOARD OF COUNTY COMMISSIONERS (BOARD), ACTING AS THE PINELLAS COUNTY EMERGENCY MEDICAL SERVICES (EMS) AUTHORITY, APPROVE THE FOLLOWING APPOINTMENTS TO THE PINELLAS COUNTY EMS ADVISORY COUNCIL:

- REAPPOINTMENT OF MR. RAY NERI AS CITIZEN REPRESENTATIVE
- REAPPOINTMENT OF CHIEF ROBERT WEISS AS CITY OF CLEARWATER FIRE CHIEF REPRESENTATIVE
- REAPPOINTMENT OF CHIEF JOSEPH T. CONNORS AS CITY OF CLEARWATER FIRE CHIEF ALTERNATE REPRESENTATIVE
- REAPPOINTMENT OF MR. MARK POSTMA AS SUNSTAR PARAMEDICS REPRESENTATIVE
- APPOINTMENT OF MR. JOHN PETERSON AS SUNSTAR PARAMEDICS ALTERNATE REPRESENTATIVE
- APPOINTMENT OF MS. KATHLEEN LITTON AS INDEPENDENT FIRE DISTRICT ELECTED OFFICIAL REPRESENTATIVE
- APPOINTMENT OF MR. DAVID ROOT AS INDEPENDENT FIRE DISTRICT ELECTED OFFICIAL ALTERNATE REPRESENTATIVE

Summary Explanation/Background:

These individuals have all expressed interest in serving a two-year term representing their respective agencies on the Pinellas County EMS Advisory Council. There is no limit on the number of terms an individual may serve.

Fiscal Impact/Cost/Revenue Summary:

None

Exhibits/Attachments Attached:

- EMS Advisory Council Roster
- Mr. Neri's Resume
- Chief Weiss's Resume
- Chief Connors's Resume
- Mr. Postma's Curriculum Vitae
- Mr. Peterson's Resume
- Ms. Litton's Bio
- Mr. Root's Resume

Pinellas County Emergency Medical Services Advisory Council

	<u>Member</u>	<u>Alternate</u>	<u>Agency or Representation</u>	<u>Appointed</u>	<u>Expires</u>
	Dr. Bruce Moeller		EMS Authority Executive Director	Non-Voting	n/a
	Dr. Angus Jameson		EMS Medical Director	Non-Voting	n/a
1	Mr. Ray Neri		Citizen Representative	Mar 2015	Mar 2017
2	Mr. William Israel		Citizen Representative	Sept 2013	Sept 2015
3	Ms. Joy Lewis		Citizen Representative	Nov 2013	Nov 2015
4	Ms. Beth Rawlins		Citizen Representative	May 2014	May 2016
5	Mr. George McCarthy		Citizen Representative	May 2013	May 2015
6	Mr. William Holmes		Citizen Representative	May 2014	May 2016
7	Ms. Anne Scofield		Citizen Representative	Aug 2014	Aug 2016
8	Dr. Scott Kuebler		Citizen Representative	Aug 2014	Aug 2016
9	Mayor Chris Arbutine		Mayors' Council - Belleair Bluffs	Aug 2014	Aug 2016
10	Mayor Doug Bevis		Mayors' Council - Oldsmar	Aug 2014	Aug 2016
11	Mayor Travis Palladeno		Mayors' Council - Madeira Beach	Aug 2014	Aug 2016
12	VACANT		Mayors' Council		
13	Chief Robert Weiss	Chief Joseph T. Connors	City of Clearwater Fire Chief	Mar 2015	Mar 2017
14	Chief Ian Womack	Capt. Scott Zweifel	City of St. Petersburg Fire Chief	Jun 2014	Jun 2016
15	Chief Joe Accetta	Chief Jeffrey Parks	Pinellas County Fire Chiefs' Association	Nov 2013	Nov 2015
16	Chief Bill Scott	Chief Robert Markford	Pinellas Advanced Life Support Providers Association	Nov 2013	Nov 2015
17	Mr. Mark Postma	Mr. John Peterson	Sunstar Paramedics	Mar 2015	Mar 2017
18	Maj. Sean Jowell	Capt. Glenn Luben	Pinellas County Sheriff	Mar 2014	Mar 2016
19	Dr. Phil Nicotera		St Petersburg College President	Aug 2014	Aug 2016
20	Ms. Gayle Guidash	Ms. Amber Boulding	Pinellas County Health Department	Aug 2014	Aug 2016
21	Ms. Kelly Cullen	Ms. Susan Byrd	Emergency Nurses' Association West Coast Florida Chapter	Sept 2013	Sept 2015
22	Dr. David Weiland Jr.	Ms. Anissa Raiford	Pinellas County Medical Association	Mar 2014	Mar 2016
23	Dr. Kenneth Webster		Pinellas County Osteopathic Medical Society	Mar 2014	Mar 2016
24	Ms. Kathleen Litton	Mr. David Root	Independent Fire District Elected Official	Mar 2015	Mar 2017

Note: Names in bold are pending EMS Authority approval.

Executive Committee

Ms. Kelly Cullen
Ch. Joe Accetta
Mr. Ray Neri
Dr. David Weiland Jr.
Ch. Bill Scott

Selection Committee

Dr. David Weiland Jr.
Mr. William Israel
Ms. Gayle Guidash
Ms. Kelly Cullen
Ms. Anne Scofield

EMS Management Committee

Mr. Craig Hare
Dr. Angus Jameson
Dr. Donna Dooley
Ch. Joe Accetta - Chair
Ch. Bill Scott
Dr. Phil Nicotera
Ms. Kelly Cullen
Mr. Mark Postma
Ms. Ruthie Doles
Mr. Richard Pauley
Mr. Robert Stanley

EMS Authority
Medical Director
Medical Director
PCFCA
PALS
CME Steering
Emergency Nurses Association
Ambulance Contractor
9-1-1 Emergency Communications
Labor - First Responders
Labor - Ambulance Contractor

Support Staff

Mr. Craig Hare - Director, EMS & Fire Administration
Mr. Carl Brody - Senior Assistant County Attorney
Mr. Greg Woodrum - EMS Contract Coordinator

RAY NERI
(As of 3/15/2013)

Born July 26, 1937 Bronx NY

1951 Moved to Pinellas County

1952 to 1953 Attended Lealman Jr. High School

1953-1955 Attended St. Petersburg High School

1955 Joined the U. S. Navy and specialized in Dental Prosthetics

1961 Transferred to the Fleet Marine Force

1963 Was placed on Temporary Duty Retirement from the Fleet Marine Force

1963 – 1965 Attended and graduated from St. Petersburg Junior College

1965-1966 Attended University of Tampa Pre-med program

1966– 1988 Worked for the Zale's Jewelry Corp as Regional Sales Manager

1968 – Permanently medically retired from the U.S. Navy

1988 – Retired from the Zale Corp.

2000 - Present - Community service with non-profits:

Served as President of the PHP, Inc. (Pinellas Housing Project).

Served as President of UCAP, Inc. (Unincorporated Community Associations of Pinellas).

Served on the Pinellas County Summit

Served on the Annexation Task Force

Served on the Code Enforcement Task Force.

Served on the JWB Mid County Advisory Board.

Served as Coordinator for the COMPASS Juvenile Justice Program for the Lealman area.

Currently Serve as Governor appointed Board Member on JWB (Pinellas County Juvenile Welfare Board).

Currently serve on the EMSAC Board.

Currently serve on the Pinellas County Sheriff's PAL Board.

Currently serve as President of the Lealman Community Association, Inc.

Currently serve as Treasurer of Keep Pinellas Beautiful, Inc.

Robert Weiss
4610 Fairway Dr.
Tampa, FL 33603

Email: cassyt4u2@msn.com

Phone: 813-876-0225

Objective

To develop a career in an organization that will benefit from my experience in public safety. I am especially interested in a position with the potential for advancement and increased decision-making responsibilities.

Qualifications

- Over 33 years experience in public safety and emergency medical fields.
- Extensive budgeting and cost containment experience.
- Ability to multi-task and work under deadlines.
- Proficient computer experience with Microsoft Word, Microsoft Excel, Microsoft Access, Internet, Microsoft Power Point, Telestaff, and Target Solutions.

Employment

Fire Chief	May 19, 2011 to Present
Interim Fire Chief	December 13, 2010 to May 19, 2011
Deputy Chief	July 21, 2008 to December 13, 2010
Clearwater Fire & Rescue	Clearwater, FL

Responsible for developing and overseeing a \$22.4m budget for 205 personnel and eight fire stations serving a population of 133,000; plan, develop, and coordinate all functions of fire and EMS services through two divisions; collaboratively establish all department directions and goals through innovative and strategic planning; provide contractual guidance; conflict management; ensure that all fire and EMS legal mandates and requirements are met.

Division Chief of Support Services	February 23, 2005 to July 21, 2008
Clearwater Fire & Rescue	Clearwater, FL

Responsible for planning, organizing, managing all functions of the Finance Bureau, Logistics Bureau, and Health and Safety Bureau; Project Manager for multiple construction projects; Member of the Fire Command Staff with associated functions.

Personnel Chief/Human Resource Director	April 1, 1995 to June 21, 2003
Tampa Fire Rescue	Tampa, FL

Responsible for the management of all Human Resource activities for 600 + personnel of Tampa Fire Rescue Department; Designated Officer for employee Communicable Disease Infection Control Program; responsible for all workers compensation activity within department; Director of Fire Rescue Occupational Health Division; Fire Rescue Staff Officer with 24 hour responsibility in responding to and participating in command responsibilities at major emergency response situations.

Fire Captain, Lieutenant, Paramedic, Firefighter	May 8, 1978 to April 1, 1995
Tampa Fire Rescue	Tampa, FL

Responsible (as Captain) for managing all aspects of Fire Rescue facility, personnel and equipment in the activities of fire and emergency medical responses; (as Lieutenant) managing Advanced Life Support vehicle and personnel; (as FF/Paramedic) performing fire suppression and emergency medical activities.

Education Background

Associate of Science, Fire Science Technology
Hillsborough Community College

Tampa, Fl

Certificate of Proficiency, Emergency Medical Technology-Paramedic
Hillsborough Community College

Tampa, Fl

Accomplishments

- Development and implementation of Department Occupational Health Clinic and Program. The incidence of work related injuries declined dramatically after program was initiated.
- Computerizing departmental forms and programs, increasing efficiency, accuracy and record retention abilities.
- Revised hiring procedures to require increased applicant standards. This reduced applicant pool and hiring costs.
- Department United Way chairman from 1995 to 2003. We met and exceeded our goal in 7 of the 8 years.
- Managed Fire Act Grant award to equip each Clearwater Fire Station with high end exercise equipment.
- Streamlined administrative processes to reduce staff labor and records retention.
- Department representative to team overseeing the design, planning and construction of new 4.5 million dollar Training Facility.
- Obtained fire agency Accreditation status for 2009-2014

Professional References

Available upon request

JOSEPH T. CONNORS

Background & Related Experience

2012 – Present *Assistant Chief of EMS – City of Clearwater Fire & Rescue*
2005 – 2012 *Fire Lieutenant – City of Clearwater Fire & Rescue*
1999 – 2005 *Firefighter/Paramedic – City of Clearwater Fire & Rescue*
1995 – 1999 *Firefighter/Paramedic – City of New Port Richey F. D.*
1994 – 1995 *Paramedic – SunStar Paramedics*
1992 – 1995 *Firefighter – Magnolia Valley Volunteer F. D.*

Certifications

State of Florida - Paramedic, ACLS, CPR, ITLS, Pump Operator, Fire Officer I & II, Instructor III, Fire Safety Inspector, Fire Investigator I, and Live Fire Instructor I
National Pro Board – Plan Examiner I, Fire Inspector II, and Fire Instructor I
University of Florida – Executive EMS Officer and Executive Fire Officer
Center for Public Safety Excellence – Fire Officer Designee
F.E.M.A. - Professional Development Series

Education

F.E.M.A. – NIMS 100, 200, 300, 400, 700, and 800.
National Fire Academy – Incident Command at High Rise Operations, Incident Safety Officer, Command & Control At Multiple Alarm Incidents, Command & Control at Target Hazards, Fire Service Course Design, Advanced Safety Operations and Management, and EMS Incident Operations
Pasco Hernando Community College - A.S. Degree E.M.S. with Honors and A.S. Degree Fire Science with Honors
University of Florida - B.S. Degree Fire and Emergency Services with Honors
American Public University – Masters in Public Administration (33 credits completed)

Leadership

High Rise Hose Position Paper, Friction Loss Analysis, 1 ¾” Hose Evaluation, Reducing Cardiovascular Events Report, Recruit School Coordinator, Engine Apparatus Committee, and Hose Management Program Coordinator

Instruction

Recruit Training Instructor, Hydraulics Instructor for the Driver Operator Program, Instructor at Quarterly Officer Meetings, Adjunct Instructor Company Operations, and Author of several *Fire Engineering Magazine* Articles

Public Education

Christmas Tree Fire Demonstration, Station Tours, Citizens Fire Academy, Fire Apparatus Demonstrations, and Great American Teach In

Commendations & Recognitions

Citizen Recognitions, Office of the Medical Director Commendations, Fire Prevention Bureau Recognition, District Chief Commendations, Training Bureau Recognitions, Operations Bureau Recognitions, Fire Chief Commendation, and Unit Citation

MARK T. POSTMA
3705 Jacmel Way
Palm Harbor, Florida 34685

PROFESSIONAL EXPERIENCE

2011 to **Paramedics Plus, L.L.C**
Present **Tyler, Texas**

- **Vice President:** Currently serve as the Vice President for all operations for Paramedics Plus. This position oversees Pinellas County, Florida, Fort Wayne, Indiana, Alameda County, (Oakland) California and Sioux Falls, South Dakota.

Position requires travel to all operations and oversight for 1350 employees, 160 ambulances, and approximately 350,000 responses. I continue to retain my duties as the COO of Sunstar Paramedics and live in Pinellas County, Florida

2004 to **SUNSTAR-Paramedics Plus**
Present **12490 Ulmerton Road, Largo, Florida 33774**

- **Chief Operations Officer:** Currently administrate all aspects of ambulance service including all ALS service delivery, communications, fleet, materials, and budgeting. 550 employees, 190,000 ambulance responses, and full EMD center (7/04 to present)

1982 to **DAVENPORT HOSPITAL AMBULANCE CORPORATION**
2004 **(dba MEDIC EMS) 1204 East High Street, Davenport, Iowa 52803**

- **Executive Director:** Administrated all aspects of ambulance service including communications center and transportation/shuttle service. 140 employees, 21,000 ambulance responses, and full 911 EMD center (5/95 to 7/2004)

*Served in the capacity of assistant director for 8 years, training coord. 1 yr, paramedic supervisor 1 yr., & paramedic 3yrs.

**1998 to
2002 &
2004 to
present**

**COMMISSION OF ACCREDITATION OF AMBULANCE
SERVICES, 1926 Waukegan Rd., Suite 1., Glenview, Illinois 60025**

(Voluntary position representing the American Ambulance Assoc.)

- **Board of Directors: Currently serving as a Board Chair, having served as the Chairman twice for two-year intervals. Board oversees the management organization (TCAG) who operate CAAS. CAAS represents the “Gold Standard” in ambulance accreditation for the entire United States.**
- **Chairman of the Grant Committee for CAAS: Currently serve as the Chair of the CAAS Grant Committee that distributes \$20,000 in Grants for agencies seeking CAAS Accreditation.**
- **Chair of the CAAS GVS ambulance standards committee to develop new automotive/vehicle standards for the entire ambulance industry that will be adopted by State EMS Agencies.**

PROFESSIONAL ACHIEVEMENTS (organization and personal)

- **Florida Governor’s Sterling Award Recipient (Sunstar Paramedics)**
- **CAAS Reaccreditation, (Sunstar Paramedics)**
- **ACE Reaccreditation, (Sunstar Paramedics)**
- **CAMTs Accreditation, (Sunstar Paramedics)**
- **CAAS Accreditation, first in Iowa (MEDIC EMS)**
- **1996 Iowa Paramedic Service of the Year (MEDIC EMS)**
- **Iowa Governors Award-Special Achievement-Winter Triage Tape**
- **Quad City Times top 25 Business Person in the Quad Cities**
- **Inducted into the Iowa EMS Hall of Fame--2006**

- **2012 “Volunteer of the Year” YMCA of North Pinellas(Palm Harbor)**

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EDUCATION

- **Masters of Science in Health Services Administration Degree
08/96**
- **Cum Laude, College of St. Francis; Joliet, Illinois**
- **Bachelor of Arts Degree 12/91**
- **Western Illinois University; Macomb, Illinois**
- **Associates of Science Degree in Emergency Care & Rescue
5/82**
- **Mankato State University; Mankato, Minnesota**
- **High School Diploma 5/80**
- **Harrisburg High School; Harrisburg, South Dakota**

PROFESSIONAL ORGANIZATIONS

- **Current Chair and Past Chairman of the Board -Commission on Accreditation of Ambulance Services (CAAS) (past treasurer and Vice Chair) 1998 to 2002 and 2004 to current.**
- **Current Board Member (past chair) YMCA of North Pinellas in Palm Harbor, Florida**
- **Current “President Elect” of the American Ambulance Association, Former Chair AAA Professional Standards Committee and Region 2 Director.**
- **Current Advisory Board Member-Creighton University Master of EMS Program**
- **Instructor of Creighton University’s Master of EMS Program-
“EMS Financial Management” Class**
- **Past Director at Large-Iowa Emergency Medical Services Assoc.**
- **Past President Southeast Iowa EMS Regional Board**
- **Current Board Member-Florida Ambulance Association**

JOHN J. PETERSON

Cell: (727) 729-2269 Home: (727) 223-5467
mustang3792000@yahoo.com

EDUCATION:

University of Texas at Tyler
M.B.A. in Healthcare Management

Expected Completion August, 2015

Barry University Miami Shores, FL
M.S. in Occupational Therapy

May 9, 2009

Malcolm X College Chicago, IL
Paramedic Certificate

September 12, 2002

North Park University Chicago, IL
B.S. in Sports Medicine

May 13, 2000

FULL TIME EMPLOYMENT:

Director of Logistics/Business Development

Paramedics Plus, LLC, DBA Sunstar Paramedics, Pinellas County, FL

November 2013 to Present

- Leadership and oversight of the materials, warehouse, and Accounts Payable/Receivable departments including 40 employees. Responsible for the distribution of over \$2.5 million in medical supplies annually.
- Identified and pursued potential new business in the high performance 911 ambulance service market. Lead and assisted with RFP response writing and new contract acquisition start up.

Chief Operating Officer

Paramedics Plus, LLC, DBA Emergency Medical Services Authority (EMSA), Tulsa and Oklahoma City, OK

March 2012 to November 2013

- Leadership and oversight of all departments and divisions operated by Paramedics Plus in Oklahoma including 630 employees and a fleet of over 100 ambulances and support vehicles. Annual revenue of over \$56 million. EMSA transported 143,600 patients in 2012.

Director of Operations

Paramedics Plus, LLC, DBA Sunstar Paramedics, Pinellas County, FL

October 2004 to March 2012

- Leadership and oversight of the Operations, Scheduling, and Materials Departments totaling approximately 400 employees with an annual budget of \$13.2 million. Sunstar transported 143,500 patients in 2012.
- Positions held include: Director of Operations - April 2010 to March 2012, Administrative Supervisor - October 2009 to April 2010, Field Operations Supervisor - August 2006 to October 2009, Assistant Supervisor - December 2005 to August 2006, Field Training Officer September 2005 - August 2006, and Ambulance Paramedic - October 2004 August 2006.

John J. Peterson, Page 2

FULL TIME EMPLOYMENT CONTINUED:

Paramedic

American Medical Response, Inc., DBA Sunstar Paramedics, Pinellas County, FL
July 2003 to October 2004

- Advanced life support emergency and non-emergency ambulance care and transportation throughout Pinellas County.

Paramedic/Firefighter

Paramedic Services of Illinois, Schiller Park, IL

November 2002 to June 2003

Contracted to the Norwood Park Fire Department Harwood Heights, IL

- Advanced life support emergency ambulance care and transportation as well as assist with fire suppression.

Paid on Call Firefighter/EMT

Village of Hanover Park, IL

March 2002 to June 2003

- Fire suppression with rotating assignments on an engine, ladder truck and ambulance.

Emergency Medical Technician – Basic

Superior Ambulance Service, Elmhurst, IL

September 2000 to October 2002

- Basic life support emergency and non-emergency ambulance care and transportation.

CREDENTIALS:

- American Ambulance Association, Ambulance Service Manager Certificate
- Six Sigma Yellow Belt Certification
- National Board Certified and Florida Licensed Occupational Therapist
- Florida Licensed Paramedic
- Illinois Firefighter II Certificate
- Advanced Cardiac Life Support Certification
- Basic Life Support for Healthcare Providers Certification
- International Trauma Life Support Certification
- Emergency Vehicle Operator Course Certification
- Hazardous Materials Awareness Certification
- Federal Emergency Management Agency: ICS 100, 200, 300, 400, and 700

AWARDS/ACHIEVEMENTS:

- Pinellas County Commissioner John Morroni Award, 2013
- Alpha Chi National College Honor Society, 2014
- Pinellas County EMS and Fire Administration Certificate of Appreciation, 2014

Kathleen Quinn Litton

Commissioner Litton has been a Pinellas County resident since 1971, and has lived in the Lealman area since 1994. She has been a member of the Lealman Fire Board of Commissioners for the better part of 18 years. Her community involvement includes participation in the Pinellas Assembly, Pinellas County Task Force on Fire/EMS Restructuring & Finance, United Way, Azalea Little League, Americorp Pinellas, and Toys for Tots.

Commissioner Litton has a B.S. degree in Management from Florida State University, and is employed as a Business Solutions Specialist by the United States Postal Service. She is a lifetime member of the Ladies' Auxiliary of VFW Post 4337 and the St. Pete Mad Dogs Triathlon Club. In her spare time, she enjoys sporting events of all kinds.

She and her husband, Mark, have been married for 31 years and have two children.

David J. Root

4499 Bardsdale Dr ◇ Palm Harbor, Florida 34685 ◇ 813-777-5363 (Cell) ◇
droot@rootcauseconsulting.com

Summary

Diverse, self-motivated, results oriented and innovative thinker with extensive management experience. Adept at negotiations and high level, high revenue sales of engineering, insurance and professional services. Hired, trained and managed various disciplines of engineers, fire investigators as well as sales representatives and managers. Executive responsibility for a five (5+) million dollar annual budget.

Professional Experience

ROOT CAUSE CONSULTING, Palm Harbor, Florida 2012-Present
A multi-disciplined Forensic Engineering & Fire Investigation Company

President/Owner

- Responsible for all aspects of the company's Sales/Marketing efforts
- Recruitment/development of Engineer's and experts as well as expansion of the RCC footprint and territory.
- All client communication including issues, collections, payables and receivables
- All planning, budget development and expense control analysis

H.S.A. Engineers & Scientists, Tampa, Florida 2010-2012
H.S.A. is a multi-disciplined environmental, geotechnical and forensic engineering company.

National Sales Manager/Business Development Director

- Responsible for all aspects of the company's expansion into the national market including: Client development and maintenance, budgetary matrixes as well as new product introductions, training and coordination.
- Responsible for hiring, training and mentoring sales representatives and business development managers.
- Coordinate and direct HSA's presence at all national and regional insurance conferences.
- Involved in HSA's catastrophe response to meet the client's immediate needs including: coordination of engineers, their deployment, client communication and report structure and flow.

Specialty Group, Inc., Winter Park, Florida 2005-2010
Specialty Group is a Florida based, multi lined independent insurance adjusting and SIU/surveillance company.

Vice President of Marketing

- Responsible for all aspects of the company's national marketing and sales efforts including client development and maintenance.
- Target, manage and expand business from key accounts in the US and Canada.

Developed 100% of Specialty Groups Canadian business

David J. Root

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- Managed and coordinated the company's presence at all national and regional insurance conferences.
- Developed and implemented the annual marketing/sales budget of over two (2) million dollars.
- Trained and hired sales representatives and directly assisted the president in hiring insurance claims and management personnel as needed.
- Directed the company's catastrophe response plan through coordination of adjusters and meeting client needs on an immediate as needed basis.

S.E.A., Ltd., Tampa, Florida

SEA is a renowned multi-disciplined forensic engineering and accident investigation company.

Regional Manager/Owner

1992-2005

- Based in the Tampa office responsible for all aspects of the company's sales and marketing efforts including client development and maintenance and overseeing personnel which consisted of civil/structural engineers, mechanical engineers/accident reconstructionist, electrical engineers and fire investigators.
- Directed SEA's CATASTROPHE RESPONSE TEAM at the following hurricanes:

1989 HUGO
1992 ANDREW
1995 ERIN
1995 OPEL
1996 FRAN
2004 CHARLIE
2004 FRANCIS
2004 IVAN
2004 JEANNE

• **2005 KATRINA**

• Responsible for developing and implementing an annual budget of over five (5) million dollars.
• Hired and trained engineers and fire investigators as well as the administrative staff.
• Reviewed engineering and fire investigation reports for quality assurance.
• Represented the company at evidentiary depositions and hearings.
• Coordinated all employees' annual reviews.
• Opened offices in Fort Lauderdale and Jacksonville, Florida.

S.E.A., Ltd., Columbus, Ohio
Regional Sales Representative

1985-1992

David J. Root

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droot@rootcauseconsulting.com

- Responsible for a six (6) state sales territory including; Ohio, Kentucky, Indiana, Michigan, West Virginia and Pennsylvania.
- Exceeded sales goals all six (6) years expanding accounts throughout the territory.
- Directly responsible for generating \$500,00-\$1,500,000. annualized revenue
- Maintain and developed client relationships on a national level at industry conferences and conventions.
- Managed and maintained marketing costs within the established budgets.

Community Involvement/Volunteer Work

- East Lake Tarpon Fire Control District Commissioner, Seat 3: Secretary. 2011-present
- Northfield at Lansbrook Home Owners Association Board Member from 2007-2011
- Member of numerous insurance claims associations including; West Coast Claims Association, Orlando Claims Association, South Florida Claims Association, Jacksonville Claims Association and the Atlanta Claims Association.
- Member of the East Lake/Oldsmar Rotary Club from 1995-2005. Chairman of the annual golf tournament for three (3) straight years raising over \$25,000 for the club charities.
- Volunteer Umpire for the East Lake Little League from 1998-2005.
- Florida Advisory Commission On Arson Prevention (FACAP) Board Member (2002)
- East Lake Little League Board Member from 1997-2005 serving in various capacities.
- East Lake/Oldsmar Rotary Club committee member for evaluating East Lake High School Scholarship Applications 2000-2004.
- East Lake Youth Sports Board Member from 2001-2003 serving as the baseball representative.

Community Involvement/Volunteer Work - *Continued*

- East Lake/Oldsmar Rotary Club coordinator of the “Student of the Month” program for Brooker Creek Elementary and Cypress Woods Elementary from 1999-2002.
- President of the East Lake Little League from 2000-2001. Completed an expansion and build out of the new \$50,000 concession stand/restroom facility.

Education

BBA in Management from Western Michigan University ♦ Kalamazoo, Michigan	1979
Completed the Xerox Sales Management Program	1982
Completed General Electric’s “Face to Face” Advanced Sales Management Program	1986

Activities/Hobbies

Enjoy running 5K’s, reading, history, family vacations and my 1965 Mustang convertible.