

Subject: Application for City Manager Position

Dear Mr. Thomas,

I am excited to apply for the position of **City Manager** for the City of Palm Coast. With over 15 years of leadership experience in municipal government, policy advocacy, and community development, I am passionate about driving sustainable growth while maintaining the high quality of life your residents cherish.

During my tenure as Alderman/Council Member for the Village of Glenwood, I managed a \$36M budget, implemented strategic use of Tax Increment Financing (TIF), and fostered partnerships that enhanced economic development and community engagement. My ability to balance fiscal responsibility with innovative solutions aligns with the values and aspirations of Palm Coast.

As Vice President of Government Affairs at MetroHealth System, I led cross-sector collaboration with local officials and community leaders, securing \$3M in annual funding and championing behavioral health strategies to address critical community needs. These experiences have honed my skills in stakeholder engagement, strategic planning, and navigating complex organizational challenges.

Key highlights of my qualifications include:

- Proven ability to develop and execute strategic plans that align with long-term municipal goals.
- Expertise in cultivating partnerships across sectors to drive economic and workforce development.
- Commitment to proactive and transparent communication, fostering trust within the community and municipal teams.

Palm Coast's dynamic growth, stunning natural environment, and commitment to excellence inspire me. As City Manager, I would bring a forward-thinking, collaborative approach to enhance infrastructure, economic vitality, and resident satisfaction.

Thank you for considering my application. I look forward to the opportunity to discuss how my experience and vision align with Palm Coast's goals. I am available at (313) 461-9092 or via email at awinston72@gmail.com.

Sincerely,

Adam Winston

Adam Winston, MS

(313) 461-9092 | awinston72@gmail.com | [linkedin.com/in/adamcwinston](https://www.linkedin.com/in/adamcwinston)

LEADER

Strategic Leadership | Policy Advocacy | Fiscal Stewardship | Community Engagement

Innovative and results-oriented leader with over 15 years of experience in municipal government management, policy development, and community engagement. Proven ability to implement strategic plans, manage multimillion-dollar budgets, and foster partnerships that drive economic growth and improve quality of life. Adept at navigating complex organizational challenges and inspiring cross-functional teams to achieve shared goals.

PROFESSIONAL EXPERIENCE

MetroHealth System – Cleveland, OH

Vice President, Government Affairs

12/2023–Present

- Directed cross-functional initiatives to strengthen organizational compliance with federal, state, and local regulations, securing \$3M annually to enhance public access to healthcare.
- Served as a trusted advisor to executive leadership, delivering strategic communication plans and aligning internal operations with community and stakeholder priorities.
- Partnered with elected officials to advocate for innovative behavioral health strategies and workforce development initiatives.

Key Achievement: Successfully lobbied for \$500K in federal funding under the American Rescue Plan Act to support infrastructure improvements.

Village of Glenwood – Glenwood, IL

Alderman/Council Member

2013–2023

- Governed municipal operations for a community of over 8,900 residents, managing a \$36M budget and leading efforts to promote economic growth through strategic use of Tax Increment Financing (TIF).
- Spearheaded external communication and community engagement initiatives, leveraging partnerships with nonprofits, businesses, and educational institutions to address housing, workforce, and public safety challenges.

- Negotiated union contracts in collaboration with law enforcement and city stakeholders to enhance community safety and operational efficiency.

Key Achievement: Championed strategic planning frameworks that fostered social equity and strengthened partnerships across sectors.

Organizational Development Professional

Consultant

2009–2022

- Delivered strategic consulting services in leadership development, stakeholder engagement, and change management to organizations across diverse industries.
- Designed and executed organizational development campaigns that integrated innovative technologies and methodologies to enhance communication, operational efficiency, and workforce alignment.

Key Clients: Abbott Laboratories, Caterpillar, JP Morgan Chase, UPS.

EDUCATION

Master of Science, Organizational Development

Capella University, 2014

Bachelor of Science, Technical Communication

Eastern Michigan University, 2007

CORE COMPETENCIES

- Strategic Planning & Implementation
 - Public Policy & Administration
 - Budget Management & Fiscal Oversight
 - Crisis Management & Emergency Planning
 - Stakeholder Engagement & Partnership Building
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PROFESSIONAL AFFILIATIONS

- Board Member, Center for Health Affairs – Cleveland
- Member, American Essential Hospitals – Certified Government Affairs Professional

- Member, Ohio Means Jobs – Strategic Team