

J. Dudley Bates
Altamonte Springs, Florida
August 30, 2013

Ms. Sandi Bolser, City Clerk
City of Bunnell, Florida
1769 Moody Blvd.
Bunnell, FL 32110

Re: City Manager position
City of Bunnell, Florida

Dear Ms. Bolser:

I am honored to present my attached resume for your consideration in your search for a new City Manager for your lovely City of Bunnell.

As you review my resume, you will find an extensive combination of over four decades of successful private sector business experience combined with almost 30 years of elected and appointed public service. My public service continues to this date as a Commissioner on the Seminole County, Florida Planning and Zoning Board. Previously, I was proud and honored to serve as Commissioner(6 years) and Mayor(12 years) of the City of Altamonte Springs, Florida, while at the same time, continuing my career of business management in the private sector.

I sincerely believe that my distinctive combination of private and public management and leadership experience has allowed me a unique exposure, training and firsthand knowledge of the panoply of management responsibilities embodied in the City Manager capacity and function. With my background in all aspects of private and public sector management, I would be profoundly proud to accept the challenge of managing the many facets of the operational business of the City of Bunnell.

While my professional salary level in my last corporate business position compensated me significantly higher than the salary level included in the position posting, at this point in my career, I would be very open to negotiating a salary for this position in the \$90,000 to \$100,000 range, largely dependent on benefits, expenses, allowances attached to the City Manager position.

I would further assure you and your search committee that though I am a seasoned and experienced professional likely beyond the "usual" standard for age consideration, I am

thankful that I enjoy excellent health and plan to continue my professional work experience and career for another eight to ten years.

I am extremely hopeful that my experience as presented will merit further consideration and an interview with you, your City Commission, and/or others involved in this important search. When notified of this further consideration, I would be happy to offer whatever number and level of personal and professional references as might be sought and required by your hiring authority.

Thank you sincerely for your time and consideration in reviewing my presentation.

Kindest personal regards,

J. Dudley Bates

Atch: Professional resume: J. Dudley Bates

J. DUDLEY BATES
968 Vineridge Run, Apt. 102
Altamonte Springs, FL 32714
Home 407-521-6614
Cellular 407-325-1609
dbates29@cfl.rr.com

EXECUTIVE SUMMARY

Proven, extensively experienced professional manager and leader with over 35 years of wide-ranging, tactical and strategic organizational leadership through a range of manufacturing, distribution, sales and operating responsibilities. Career marked with consistent revenue and net operating results beyond budgeted goals while constantly maintaining organizational integrity, high employee morale and low turnover, excellent levels of customer relations and retention while operating in arenas of substantial responsibility.

PROFESSIONAL EXPERIENCE

Lighthouse for the Visually Impaired and Blind, Port Richey, Florida Business Development Manager, February 2013 – present

Marketing and sales of products manufactured and assembled by blind workers at a 501c3 non-profit organization in west central Florida.

Asset and Operating Management Consulting *Independent business consultant, July 2006 to present*

Advising individual land owners, corporations, and business entities regarding operating protocols, strategic planning, personnel placement and utilization; maximizing land use, zoning and entitlement opportunities involving significant intervention with governing authorities and jurisdictions.

Koger Equity, Inc., Orlando, Florida *Area General Manager, April 1982 - December 2005*

Asset management responsibility for one of largest commercial office portfolios in Central Florida, consisting of 1.3MM rentable square feet of office space, 28 Class A and B buildings in 3 office parks, averaging 356 tenants in residence, \$20MM+ revenue stream.

- Consistently maintained over 90% overall tenant occupancy, producing over 58% net operating profits.
- Well organized professional with excellent communication, leadership skills, contract negotiation, sales and customer relations expertise, bottom line orientation.
- Maintained tenant renewal retention above 77%

- Continued high operating proficiencies through leasing and operating staff of 18-20, plus large professional service contracts for landscaping, janitorial service, major system maintenance, tenant improvement construction.

Norman & Edwards, Daytona Beach, Florida

General Manager, January 1981 - February 1982

Overall sales and operational management of an \$8MM institutional food distributor serving East Central Florida market.

- Increased unit sales/case movement 23% while reducing unit handling costs 16%.
- Restructured product buying techniques, practices for greater efficiency while expanding product lines toward full-line distribution concept.
- Formulated plans for facility expansion and modernization of delivery fleet.

Unijax, Inc., Orlando, Florida

Vice President - General Manager, March 1976 - January 1981

Progressed from General Sales Manager of Clark & Lewis Company subsidiary in 1976 to General Manager of Clark & Lewis in 1979 to Vice President-General Manager of Uniserve Distribution Co. in 1980, a \$20MM custom food service distributor operating three distribution centers, serving nine southeastern states plus export to the Caribbean.

- Reduced operating costs 36% while increasing service levels from 72% to 98.4%.
- Developed and maintained effective relations with major customers at all levels.
- Originated marketing program and contacts for business expansion.

Atlantic Ice, Div of Munford, Inc., Atlanta, Georgia

National Sales Manager, February 1973 - March 1976

Began as Southern District Manager in Orlando, Florida with operational and sales responsibility for ten production and distribution facilities in Florida and southern Georgia. Promoted to National Sales Manager for large packaged ice manufacturer and distributor operating 33 branches throughout southeastern United States with \$7.5MM annual sales.

- Formulated and implemented Warehouse Distribution Program of packaged ice for major supermarket chains and wholesale grocers throughout Southeast.
- Directed and supervised sales activities of Branch and District Managers, conceived Branch Sales Program, sales programs, new product packaging.
- Maintained major national and chainstore account contact and sales responsibility.

Kimbell Foods, Inc., Albuquerque, New Mexico and San Angelo, Texas

Assistant General Manager, September 1971 - January 1973

Operational responsibility for complete distribution warehouses and truck fleets for large regional wholesale grocer and manufacturer, selling to corporately owned and independent retail grocers.

- Supervised all facets of distribution operation, labor force of 52 employees.
- Directed operational cost control for \$22.5MM revenue operation.

Coca-Cola Bottling Company, Albuquerque, New Mexico

Vice President - General Manager, April 1970 - September 1971

Total operations and sales responsibility for large soft drink bottler, annual revenues of \$11.5MM.

- Supervised 68 sales, operating personnel and managers.
- Reported directly to ownership.

EDUCATION

Auburn University, Auburn, Alabama

B.S., Business Administration, June 1965

Majors in Economics and Finance. Education financed by working full-time as Alabama State Trooper, 1962-1965.

COMMUNITY, GOVERNMENTAL, CIVIC LEADERSHIP

City of Altamonte Springs, Altamonte Springs, Florida

City Commissioner, then Mayor, November 1981 - November 1999

Elected City Commissioner 1981-1987, Mayor 1987-1999 for central Florida city of 42,000 citizens. Functioned as Chief Executive Officer of municipal government with full jurisdictional services.

Metroplan of Orlando, Orlando, Florida

Member, Vice-Chair, Chairman, December 1987 - November 1999

Governmental transportation planning organization of Central Florida elected officials, overseeing long-range transportation planning for Central Florida region. Vice-chairman 1 yr., Chairman 2 years during tenure.

Central Florida Commuter Rail Authority, Orlando, Florida

Founding Chairman, Vice-chair, Secretary, June 1988 - November 1999

Regional rail mass transit authority, appointed by Governor of Florida, for planning, implementation of light rail and/or commuter rail transit. Merged into Lynx Transit Authority in 1991.

Florida Municipal Self Insured Fund, Tallahassee, Florida

Chairman, Vice-chair, Member, November 1987 - June 1997

Florida League of Cities authority for administering self-insured workers compensation programs and claims for all city governments and their employees throughout Florida.

Greater Orlando Regional Chamber of Commerce, Orlando, Florida

Board of Directors Member, Mar. 1980 - Jun. 1990

Board of Directors of Central Florida business promotion organization, active participant in all Chamber activities, Chamber Trustee.

YMCA, Orlando, Florida

Board Member, January 1980 - October 1998

Member of Board of Directors for Central Florida YMCA, first as member of Seminole County Board(1980-1988), then Central Florida Board(1988-1998)

Little League, Babe Ruth Baseball, Altamonte Springs, Florida

League Vice President, Board Member, Manager, Coach, February 1981 - July 1997

Served as volunteer leader of large community youth baseball operation. Elected to League Hall of Fame in recognition of service.

