



**Flagler County Board of County Commissioners
Industrial Revenue Authority Application**

01/12/2025 by Luci Dance

Date Received by Flagler County

Thank you for expressing interest in being considered for an appointment to the Industrial Revenue Authority (IDA) by the Flagler County Board of County Commissioners. The Commissioners appreciate your willingness to serve your fellow residents in a voluntary capacity. Please Note: members of the Industrial Revenue Authority (IDA) are required to file personal Financial Disclosure Reports with the Florida Commission on Ethics once appointed. Further, members must abide by Sunshine and Public Records Laws and the Florida Code of Ethics as it pertains to IDA business.

NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE: _____ EMAIL: _____

I AM ☐ AM NOT ☐ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? _____

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

- | | |
|--|---|
| <input type="checkbox"/> ATTORNEY AT LAW | <input type="checkbox"/> BUSINESS LEADER AT LARGE |
| <input type="checkbox"/> COMMERCIAL BANKER | <input type="checkbox"/> C.P.A. / FINANCIAL |
| <input type="checkbox"/> COMMERCIAL REAL ESTATE BROKER | <input type="checkbox"/> OTHER |

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS _____

EDUCATIONAL BACKGROUND: _____

PAST WORK EXPERIENCE: _____

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: _____

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: _____

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. _____
2. _____
3. _____

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA



PLEASE ATTACH A RESUME OR CURRICULUM VITAE (CV) WITH YOUR APPLICATION

All information provided will become a matter of public record and will be open to public inspection. If you require special accommodation because of a disability to participate in the application/selection process, you must notify the Board of County Commissioners in advance for reasonable accommodation. This application will be kept on file for one year, at which time you must notify the Board of County Commissioners of your intent to remain an active applicant and update your application accordingly or it will be removed from the active file.

I hereby authorize Flagler County or its representatives to verify all information provided and I further authorize the release of any information by those in possession of such information which may be requested by the County. I certify that all information provided herein is true and accurate to the best of my knowledge. I understand that a volunteer position provides for no compensation except that as may be provided by Florida Statutes or other enabling legislation, and that if appointed, I shall serve at the pleasure of the Flagler Board of County Commissioners.

David A Alfin

Signature

Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov

David I. Alfin
4345 Old Kings Rd N
Palm Coast, FL 32137
Phone: (386) 585-0903
diapalmcoast@me.com

Objective

I believe the City of Palm Coast is on the doorstep of great opportunity for future growth and prosperity. The many decisions facing our County will have a profound effect on residents for the next 20 years and beyond. The formation of an Industrial Development Authority is an integral component of successful economic development that can call on the best practices of planning and growth to build our best future Flagler.

I moved to Palm Coast in 2012 with every intention of serving the community. I have enjoyed several successful careers and have learned that so many people help and assist you during the journey that you can never pay it all back. I have practiced real estate in Palm Coast to learn the land and meet as many residents as possible. I have studied our local history, government policy and procedure. It has been my honor to serve our community as Mayor, City of Palm Coast.

It is now time, once again, to balance my good fortune and experience by volunteering to serve as a member of the Industrial Revenue Authority. I agree to all legal reporting and conduct requirements.

Ability Summary

- Top producing sales leader for real estate transactions in Flagler County
- Successful business building with sales growth and increased profitability
- Proven success in new account development, business retention, and growth
- Marketing and business planning specialist for prestige and luxury products
- Experience in both large- and small-scale employee and vendor management

Employment History

Broker Associate

05/2017 - Current Grand Living Realty 2298 Colbert Lane, Palm Coast, FL

Rent, buy, or sell commercial property for clients. Perform duties, such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.

Broker Associate, Sales Associate

01/2013 - 04/2017 Watson Realty Corp 1410 Palm Coast Pkwy NW,
Palm Coast, FL

Rent, buy, or sell commercial property for clients. Perform duties, such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.

Licensed Sales Representative

06/2008 - 06/2010 Spruce Realty Company Manhasset, NY

Rent, buy, or sell commercial property for clients. Perform duties, such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.

Owner Operator

10/2000 - 03/2008 David Alfin, Inc. dba Magnum Provisions Lake Katrine, NY

Owner and operator of a Boar's Head and premium quality food product distribution company.

Vice President, Sales Development

10/1996 - 10/2000 French Fragrances, Inc. Miami Lakes, FL

Planning, developing and implementing new division. Maintained exclusive distribution contracts. Increased gross profit margins and diversified channels of distribution.

Chief Executive Officer (CEO)

02/1992 - 10/1996 Fragrance Marketing Group, Inc. Miami, FL

Managed a start-up company. Planned and executed merger deal between privately held company and NASDAQ traded corporation.

Coordinated integration between two companies.

Formulated and implemented aggressive nationwide business development plans.

Secured exclusive long-term distribution contracts.

Introduced comprehensive IT solution.

Vice President

06/1981 - 09/1992 Alfin Fragrances, Inc. New York, NY

Responsible for company sales budget and marketing plans in 60 countries.

Responsible for sales and merchandising to US Department and Specialty stores.

Managed national sales organization.

Designer

08/1976 - 05/1981 Carr-Lowrey Glass Company Baltimore, MD

Designed perfume bottles and manufacturing equipment.

Assistant plant manager supervising 1,200 workers.

Education and Training

Issuing Institution	Location	Qualification	Course of Study
Hofstra University	Hempstead, NY	Bachelor's Degree	BS Economics
University of Pennsylvania	Philadelphia, PA	3 Years of College	Mechanical Engineering
United States Naval Academy	Annapolis, MD	1 Year of College	Mechanical Engineering

Occupational Licenses & Certificates

Certification Title	Issuing Organization	Completion Date	Expiration Date
Resort & Second Home Property Specialist	National Association of Realtors®	08/2016	
Graduate Real Institute	National Association of Realtors®	07/2016	
Flagler County Citizens Academy	Flagler County	04/2016	
BROKER	STATE OF FLORIDA DBPR	01/2016	09/2017
Advanced Storm Spotter	National Weather Service	03/2013	
Seniors Real Estate Specialist®	SRES® COUNCIL	03/2013	
REAL ESTATE SALES ASSOCIATE	STATE OF FLORIDA DBPR	01/2013	09/2014
Success School	Watson Realty Corp	01/2013	
Palm Coast Citizens Academy	City of Palm Coast	01/2013	
Sales Associate	DBPR, Division of Real Estate	11/2012	09/2014
CERT	Flagler County Emergency Services	11/2012	
REAL ESTATE SALES ASSOCIATE	STATE OF NEW YORK	06/2008	06/2010

Honors & Activities

City of Palm Coast

- City of Palm Coast, Citizens Academy, Graduate, 2015
- Citizens Advisory Task Force, 2016-2017

Flagler County

- Flagler Emergency Volunteer, Member, 2015-2017
- Ad Hoc Committee, Historic Court House, Bunnell, Vice-Chair, 2015
- Citizens Academy, Graduate, 2016
- Value Adjustment Board, Vice-Chair, 2016-2020
- Affordable Housing Committee, Vice-Chair, 2016-2017
- Flagler County Republican Executive Committee, Committeeman, 2017
- Flagler County Republican Club, Board of Directors, Treasurer, 2017

Flagler County Department of Education

- Ad Hoc Committee, Superintendent Search, Vice-Chair, 2015
- Education Foundation, Board of Directors, Treasurer, President 2015-2020
- Education Foundation, Board of Directors, Marketing Committee, Member, 2015-2020

Flagler Chamber of Commerce

- Business Affairs Committee, Member, 2014-2020
- Marketing Committee, Member, 2016-2020
- Flagler Votes Committee, Member, 2016-2020
- Benefactor, 2015
- Flagler County Public Leadership Institute, Graduate, 2015
- Leadership Class 21, Graduate, 2014

Flagler County Art League, Patron, 2014-2015

Flagler County Auditorium, Patron, 2015

Fraternal Order of Police, Lodge #171, Affiliate Member, 2014-2017

REALTOR ORGANIZATIONS

National Association of Realtors, Member, NRDS #641622511

Florida Realtors®, Member

- Leadership Academy, Alumni, 2015
- Professional Standards Committee, Member, 2016
- Marketing Forum, Member, 2016
- Key Contact, Representative Paul Renner, 2016-2017
- Key Contact Committee, Member, 2016-2017
- Leadership Academy Committee, Member 2016-2017
- Leadership Academy Mentor, 2016-2017

Flagler County Association of Realtors®, Member

- Leadership Class, Alumni, 2014
- Investment Committee, Vice Chair 2014, Chairperson, 2015-2016
- Finance Committee, Investment Committee Member, 2014-2017
- Professional Standards & Grievance Committee, Member, 2014-2017
- Public Policy Committee, Member, 2014-2017
- Board of Directors, Treasurer, 2017

Flagler County Home Builders Association

- Affiliates Marketing Committee, Member, 2015-2019
- Board of Directors, Member, 2015-2020

Women's Council of Realtors

- Florida State Chapter, Member, 2016-2020
- Credentials Task Force Committee, Member, 2016-2017
- Leadership Committee, Member, 2015-2017
- Flagler County Chapter, Member, 2014-2017

COMMUNITY ORGANIZATIONS

Grand Haven Community

- Master Association, Modification Architectural Design Committee, Member, 2020
- Master Association, Board of Directors, Treasurer, 2015-2016
- Citizens Emergency Response Team (CERT), Flagler County Liaison, 2014-2016
- Neighborhood Watch, Village Captain, 2015-2016



Flagler County Board of County Commissioners Industrial Revenue Authority Application

3/27/2025 ^{By} Justine
Date Received by Flagler County

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NAME: RAYMOND R RICCHI (RAY)
 ADDRESS: 13 ANASTASIA Court
 CITY: PALE COAST STATE: FL ZIP: 32137
 PHONE: 214-704-8609 EMAIL: rricchi@rayricchi

I AM ☒ AM NOT ☐ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? 12/2021

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

- | | |
|--|--|
| <input type="checkbox"/> ATTORNEY AT LAW | <input checked="" type="checkbox"/> BUSINESS LEADER AT LARGE |
| <input type="checkbox"/> COMMERCIAL BANKER | <input type="checkbox"/> C.P.A. / FINANCIAL |
| <input type="checkbox"/> COMMERCIAL REAL ESTATE BROKER | <input checked="" type="checkbox"/> OTHER |

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS _____
Please see attached resume

EDUCATIONAL BACKGROUND: _____
Please see attached resume

PAST WORK EXPERIENCE: _____
Please see attached resume

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: _____
PERSONAL Home / 13 ANASTASIA COURT PALM COAST

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: _____

N/A

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Greg DAVIS 301-502-7997
2. Michael Chimento 386-453-6842
3. Zella Tyson 469-667-5848

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA



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Raymond R Piceli
Signature

3-27-25
Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov

RAYMOND R RICCHI

rricchi@rayricchi.com

214-704-8609

Currently:

Meals on Wheels, Collin County, Advisory Board Chairman

Formerly:

Two-term McKinney City Council Member, Deputy Mayor Pro Tem

Emergency Preparedness Planning Council of North Texas, North Texas Council of Governments

Chairman of the McKinney Economic Development Corporation

Chairman of the McKinney Chamber of Commerce

Texas Health System, Collin County, Community Impact Leadership Council

Texas Health Presbyterian Hospital Allen, Advisory Group

Chairman, Meals on Wheels Collin County

Boy Scouts of America, Circle 10 Council, Executive Board

Chairman, Lone Star District, Boy Scouts of America

McKinney Independent School District, Priority One, Long Range Planning Committee

President, McKinney Little League Baseball

Collin County Regional Airport Technical Advisory Committee

Heard Natural Science Museum & Wildlife Sanctuary, Board of Directors

McKinney YMCA, Board of Directors

Professional Career:

Executive management positions with;

Collin County Committee on Aging/CCART

National Hot Rod Association (NHRA)

Cendant Real Estate Division

Allied Signal/Honeywell Automotive Aftermarket Divisions

MasterLock, Fortune Brands

Black & Decker/DeWalt Power Tools & Housewares Divisions

Education, Management and Leadership Training:

University of South Carolina

Bachelor of Science in Business Administration

Majors: Economics and Finance

Center for Creative Leadership, San Diego, CA

Management Ventures, Cambridge, MA

AlliedSignal, Morristown, NJ. Executive Management Training Program

Black & Decker, Towson, MD. Executive Management Training Program

DUTY to SERVICE

INDUSTRIAL REVENUE AUTHORITY APPLICATION

FLAGLER COUNTY Board of County Commissioners

ATTN: ADMINISTRATION

HAND DELIVERED



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

Digitally signed by Luci Dance
Date: 2025.04.07 10:27:37
-04'00'

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NAME: Daniel Browne

ADDRESS: 27 Classic Ct S

CITY: Palm Coast STATE: FL ZIP: 32137

PHONE: 3216896642 EMAIL: dan@absoluteriskservices.com

I AM ☒ AM NOT ☐ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? 6 years

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

☐

ATTORNEY AT LAW

☒

BUSINESS LEADER AT LARGE

☐

COMMERCIAL BANKER

☐

C.P.A. / FINANCIAL

☐

COMMERCIAL REAL ESTATE BROKER

☐

OTHER

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS Property and Casualty Ins Lic
Life and annuities Ins Lic. Real Estate associate license

EDUCATIONAL BACKGROUND: Bachelor of Science in Business Administration from the
University of Central Florida

PAST WORK EXPERIENCE: Allstate agency owner, independent agency owner and real estate agent for
the past 35 years.

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: None at the moment

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: None

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Sandra Shank 386-931-1420
2. John Gilvary 904-669-2337
3. Mike Akialis 386-793-5435

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA



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DocuSigned by:

2DCF5FC299834CE...

Signature

4/4/2025

Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov

Daniel W. Browne
dan@absoluteriskservices.com
321-689-6642

Professional Profile

Results-driven sales professional with 35 years of experience in the insurance, mortgage, and real estate industries. Proven track record of increasing revenue, developing strategic sales initiatives, and leading successful business operations. Expertise in:

- Sales management and business development
 - Business-to-business (B2B) sales
 - Executive presentations and client relations
 - Strategic planning and revenue forecasting
 - Budget planning and P&L management
-

Professional Experience

Absolute Risk Services, Inc

Owner & Agent

February 2017 – Present

- Founded and scaled a profitable independent insurance agency specializing in home, auto, life, and small business insurance.
- Implemented strategies for consistent month-over-month revenue growth.
- Developed processes to acquire new clients and maximize cross-sell opportunities with existing clients.

Allstate Workplace Division (Independent Contractor)

Benefit Specialist

October 2008 – Present | Orlando, FL

- Conducted B2B sales of Allstate workplace products, including cancer, accident, critical illness, and life insurance policies.
- Engaged companies ranging from 2 to 1,000 employees through various sales channels, including one-on-one meetings, virtual conferences, and group presentations.

EXP Realty LLC

Real Estate Agent

May 2012 – Present | Orlando, FL

- Facilitated the buying and selling of residential properties, negotiating contracts and managing transactions from listing to closing.

- Developed marketing strategies to attract potential buyers and ensure competitive home sales.
- Managed property acquisitions and oversaw renovations in the Central Florida market.

Allstate Insurance

Owner & Agent

October 2008 – May 2012 | Orlando, FL

- Acquired and successfully operated an Allstate agency, overseeing sales, customer service, and business growth.
- Supervised a team to ensure client satisfaction and business expansion.
- Maintained partnerships with multiple Florida domestic property insurers, staying informed on market trends.

Krowne Services

Managing General Partner

January 2002 – October 2008 | Orlando, FL

- Founded and led a financial services company offering insurance, mortgage, and real estate products.
- Recruited, trained, and managed a sales force of 18 professionals.
- Established sales goals, marketing strategies, and incentive programs to drive performance.
- Managed budgeting and financial planning for multiple business units.

Allstate Insurance

Owner & Agent

November 1989 – January 2002 | Orlando, FL

- Built a thriving insurance agency with \$3M in property and casualty revenue.
- Grew client base to 3,500 accounts, increasing sales by 13% annually over nine years.
- Served on the Allstate Agent Advisory Committee, contributing to company-wide marketing models.

Nationwide Insurance

Agent

August 1987 – November 1989 | Ft. Pierce, FL

- Managed a portfolio of 2,800 client accounts, identifying opportunities for growth and retention.
- Implemented strategic marketing initiatives, leveraging networking and community engagement.

Consulting Experience

Hunt Real Estate Services

March – September 2008

- Managed repossession strategies for defaulted properties in Central Florida.
 - Developed processes for mortgage modifications, foreclosure proceedings, and property transfers.
-

Education & Certifications

- **University of Central Florida** – B.S. in Business Administration (Marketing & Hospitality Management)
- **Insurance & Financial Licenses:** 214, 215, 216, 218, 219, 220 (General Lines, Life, Health, and Annuities)
- **Series 6 License (Inactive)**
- **Florida Real Estate License**



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

Digitally signed by Luci Dance
Date: 2025.04.07 14:30:16
+04'00'

Date Received by Flagler County

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NAME: Shawn Rhoton
ADDRESS: 5 Edison Lane
CITY: Palm Coast STATE: FL ZIP: 32164
PHONE: 765-730-3726 EMAIL: shawnrhoton@hotmail.com

I AM ☒ AM NOT ☐ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? 1.25 years

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

- | | |
|--|--|
| <input type="checkbox"/> ATTORNEY AT LAW | <input checked="" type="checkbox"/> BUSINESS LEADER AT LARGE |
| <input type="checkbox"/> COMMERCIAL BANKER | <input type="checkbox"/> C.P.A. / FINANCIAL |
| <input type="checkbox"/> COMMERCIAL REAL ESTATE BROKER | <input type="checkbox"/> OTHER |

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS I am a licensed radiation therapist.

EDUCATIONAL BACKGROUND: I obtained an MBA in 2019, I also have a BFA in Fine Art, and an AS in radiation therapy.

PAST WORK EXPERIENCE: Since 2011, I have worked in healthcare with progressing leadership roles. Prior to that I worked in banking and also spent 6 years in the Army National Guard.

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: I currently own just my primary residence at 5 Edison Lane in Palm Coast. It is 10,175 sqft. lot.

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: I have no financial interest in any companies or industries doing business in Flagler county.

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Denyse Bales-Chubb, 559-410-1040
2. Clifton Scott, 407-252-4936
3. Chad Schaeffer 404-550-8676

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA

My leadership experience has helped me learn how to ask the right questions to get to the right answer, while keeping

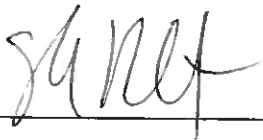
the established goal in mind. I am open minded and excited about working with a team to give back to this wonderful community.



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Signature

4/7/2025

Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov

SHAWN RHOTON, MBA, RT(T)

shawnrhoton@hotmail.com ✉ 765-730-3726 ☎ Palm Coast, FL 📍

CAREER OBJECTIVE:

Proactive, results-oriented professional with more than 14 years of progressive healthcare experience. Committed to the mission of providing high quality, compassionate care to patients and our community. Seeking to leverage my experience and skills for the betterment of my community.

EXPERIENCE:

Advent Health, 2023-Present

(Advent Health is the largest not-for-profit Protestant health care provider in the country. With \$18B in revenue, it operates 55 hospitals in 9 states. It employs 100,000 people. Advent Health Palm Coast is a 99 licensed bed, full-service hospital and Advent Health Palm Coast Parkway is a 100 licensed bed, full-service hospital)

Advent Health Palm Coast Hospital, Palm Coast, FL

Director of Oncology Operations, Oncology Service Line

May 2023-Present

- Responsible for developing annual budget, reporting on progress and implementation of initiatives to achieve high reliability and results.
- Responsible for assisting in strategy, development, operational oversight and performance of the outpatient service line.
- Responsible for cancer program operations including, clinical support, financial programs, medical, radiation and surgical oncology and infusion.
- Serve as Cancer Program Administrator for the Commission on Cancer Accreditation Committee.

Ascension Health System, 2015-2020 & 2021-2023

(Ascension is one of the largest nonprofit and Catholic health systems in the US as of 2021. With \$27B in revenue, it operates more than 2,600 health care sites in 19 states, including 142 hospitals and 40 senior living facilities. It employs more than 142,000 people. St. Vincent Hospital, Indianapolis is a 780 licensed bed, level I trauma center)

St. Vincent Hospital, Indianapolis, IN

Clinical Program Manager, Radiation Oncology

March 2021-May 2023

Palliative Care, Genetics & Research

January 2022-May 2023

- Report to COO, Central Region
- Responsible for day-to-day operations, strategy and financial performance of Radiation Oncology, Palliative Care, Genetics & Research, providing care to approximately 60 patients a day
- Lead a team of 45 FTE's, including 11 Therapists, 7 RN's, 5 MD's, 3 Genetics Counselors, 2 APP's, 8 Physics/Dosimetry
- Function as a dyad for the Radiation Oncology Medical Director
- Serve as Cancer Program Administrator for COC Accreditation Committee
- Selected Accomplishments:
 - High retention rate among Therapists
 - 6 of the 11 have tenure of 13 years or more
 - 5 have 20+ years of experience

- Daily involvement in an \$18 million Cancer Center expansion project
 - Added over 4500 sq ft of space, a new treatment vault and 2 new Linear Accelerators

Clinical Program Manager, Radiation and Palliative Care

December 2018-August 2020

- Report to Director of Outpatient Cancer Care
- Evaluated and revised the complete billing and charging practices for Radiation Oncology services

Supervisor Radiation Therapy

March 2017-December 2018

- Report to Clinical Program Manager, Radiation Oncology
- Assist in driving the department toward ASTRO accreditation

Community Health Network, 2020-2021

(Community is a nonprofit Indianapolis based hospital serving Central Indiana. With \$2B in revenue, it operates more than 200 sites of care and affiliates providing convenient access. It employs 14,000 people. Community Howard Regional is a 113 licensed bed, full-service hospital)

Community Howard Regional Health, Kokomo, IN

Lead Radiation Therapist

August 2020-March 2021

- Report to Director of Oncology Services
- Recruited to CHN for Manager role, role on hold post hire
- Responsible for day-to-day operations of Radiation Oncology
- Lead a team of 7 FTE's, including 3 Therapists, 2 Physics/Dosimetry and 2 support staff

Ascension Health System, 2015-2017

St. Vincent Anderson Regional Hospital, Anderson, Indiana

Radiation Therapist, Part-Time, April 2015 to March 2017

- Ensure accurate treatment delivery of radiation as prescribed by the physician
- Inform and educate patients and family regarding Radiation Therapy
- Maintain patient record, documentation, and schedule daily
- Ensure appropriate and reproducible patient simulation

Community Health Network, 2016-2017

Community Howard Regional Health, Kokomo, Indiana

Radiation Therapist, PRN, December 2016 to March 2017

- Ensure accurate treatment delivery of radiation as prescribed by the physician
- Inform and educate patients and family regarding Radiation Therapy
- Maintain patient record, documentation, and schedule daily
- Ensure appropriate and reproducible patient simulation

Norton Healthcare, 2011-2015

Norton Women's and Kosair Children's Hospital, Louisville, Kentucky

Radiation Therapist, August 2011 to March 2015 / Sim Therapist June 2012 to July 2014

- Authored and revised many policy/procedures
- Initiated the advancement of SBRT immobilization and gating procedure
- Organized a committee for research of Breast Skin Health

Early Career

Anderson Power Sports, Finance Manager, November 2006-May 2009

American General Finance, Branch Manager, November 2005-November 2006

Fifth Third Bank, Personal Banker/Investment Representative, November 2004-November 2005
American General Finance, Branch Manager, February 2004-November 2004
Financial Representative, May 2003-February 2004
Army National Guard, Corporal, November 1996-November 2002

EDUCATION:

Master of Business Administration, Healthcare Management, April 2019

University of Southern Indiana, Evansville, Indiana

Bachelor of Fine Arts, Photography, May 2002 - Dean's List

Ball State University, Muncie, Indiana

Associate of Science, Radiation Therapy, July 2011 - Dean's List

Ball State University, Muncie, Indiana

Certified CPR for Healthcare Professional

Radiation Therapy License Indiana

AFFILIATIONS: American Society of Radiologic Technologists - 2010

American College of Healthcare Executives – 2018



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

Digitally signed by Luci Dance
Date: 2025.04.22 14:42:01 -04'00'

Date Received by

Flagler County

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NAME: _____Donald Madden_____

ADDRESS: __3700 S. Ocean Shore Blvd. #48

CITY: _____Flagler Beach STATE: __FL__ ZIP: __32136_____

PHONE: _____407-619-0693___ EMAIL: _____Viejo58@gmail.com_____

I AM ☒ **✓** AM NOT ☐ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? **9.5 years**

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

☐ ☒ **✓** ATTORNEY AT LAW ☐ BUSINESS LEADER AT LARGE

☐ COMMERCIAL BANKER ☐ C.P.A. / FINANCIAL

☐ COMMERCIAL REAL ESTATE BROKER ☐ OTHER

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS ____ (Retired) inactive member of the California Bar Association; Inactive member of the Florida Bar Association.

- Education: Loyola University of Los Angeles (BA); Southwestern University (JD)

PAST WORK EXPERIENCE: ____ Gunster Yoakley & Stewart (Orlando) Government Affairs Consultant. Osceola County FL (Chief Public information Officer) ; Hurst Consulting (President)

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP;

Only my principal residence listed above.

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST:

None

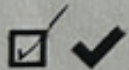
LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Tico Perez ____ 407-461-8426
2. Frank DeAngelo. 404-915-2111
3. Dr Corey Schou. 208-241-0033
4. Atlee Mercer (321) 443-9640

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA

I am the co- founder of the Flagler County Tiger Bay Club

I am an original Director of the Flagler Sheriffs Employee Assistance Trust (FSEAT) and co-hosted the FSEAT Gala for five years



PLEASE ATTACH A RESUME OR CURRICULUM VITAE (CV) WITH YOUR APPLICATION

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Signature

Date

4/22/25

Donald J. Madden, JD
3700 S. Ocean Shore Blvd #48
Flagler Beach FL
(407) 619-0693 (mobile)

PROFESSIONAL EXPERIENCE

GUNSTER YOAKLEY & STEWART

Principal of an English / Spanish consulting firm (Mas Communications) working with Edge Public Affairs, we were acquired by a large statewide law firm. I worked with Florida Hospital in Lake County and FECI (Brightline) on Central Florida issues as a Government Relations Consultant.

Osceola County Government

Chief Public Information Officer

Managed all communications for the County, including government television access programming, radio / television interviews, press releases (English and Spanish) reporting directly to the County Manager (CEO) of 1600 person workforce.

Independent Business Consultant

Provided business-consulting services in marketing and financial analysis for a variety of clients in Central Florida and along the Eastern seaboard. Clients included a GPS tracking system company (Time Management, Inc.), a non-lethal laser weapon manufacturer (LE Technologies LLC), a start up educational software company (Stanfield Educational Alternatives) .

Hurst Consulting Inc.

President / COO

During tenure, sales for this banking software consulting firm increased from \$3.6 million to \$16.8 million and consulting staff tripled in size to 137. Responsibilities included sales, contract negotiation and contract administration. Authored company's first strategic business plan. Introduced legal and accounting relationships, including company's first audited financial reports, to prepare company for acquisition. .

International Assets Advisory Corporation (IAAC)

Corporate Counsel

Helped form this NASDAQ listed company and served as corporate Counsel to this international investment firm. Duties included due diligence on investment opportunities and speaking at investment conferences in Cayman Islands, Bahamas, San Diego California, Winter Park Florida and Costa Rica.

LMA

Vice President / Co Owner

Produced, wrote and directed nationally broadcast Infomercials; and directed translation of Infomercials into Spanish. Produced and directed videos on press relations (Media Talk), sports (Citrus Bowl Highlights; the Strength of Notre Dame), and various client commissioned marketing and sales videotapes, with project sites ranging from San Diego to Ecuador. Produced first interactive projects ever for NCR and JC Penney. Served as creative consultant to Cosmic Journey, a Ringling Bros., Barnum and Bailey traveling theme park project, working with three astronauts who stood on the moon: Gene Cernan, Pete Conrad and Alan Bean

Donald J. Madden, Attorney at Law

Private practice of law in Southern California; representing real estate brokers and developers; assisted representation of three Real Estate Boards. Moved to San Jose Costa Rica to pursue family business opportunity while advising clients of U.S. based law firms, traveling Central America, from Guatemala to Panama.

PROFESSIONAL DEGREES & DESIGNATIONS

- Juris Doctor; Southwestern University, Los Angeles, CA. AmJur Book Award recipient; member of California and Florida Bar (currently inactive).
- Bachelor of Arts; Loyola University of Los Angeles, CA. Officer in Student Government, member Crimson Circle, Officer of Alpha Delta Gamma Fraternity

- Training/ Continuing Education:

FEMA	ICS-100 (2006)	2005	Florida Governor's Hurricane Conference
FEMA	ICS-200 (2006)	2005	National Hurricane Conference
FEMA	ICS 300 (2006)		
FEMA	ICS 400 (2006)	2006	FL-DCA, Div of Emergency Mgmt, PIO Course.
FEMA	ICS 700 (2005)	2006	National Hurricane Conference
FEMA	ICS 800 (2006)	2006	Florida Governor's Pandemic Summit
FEMA	ICS-G265 (2006)	2006	Florida Fire Chief's Association Training
FEMA	ICS-L449 (2006)		

- Memberships:

State Emergency Response Team (SERT)
Central Florida Regional Domestic Security Task Force (RDSTF) Incident Management Team
FDLE ThreatCom

■ Community Activities:

Bishop Moore High School Board of Education 1987-1994 (President 1992-1993); Orlando Diocese School Board 1993-1995. Trustee Emeritus BMHS Endowment and Charitable Trust 1993-2000 (President 1997). Steering Committee, Orlando Diocese Mission Office Dominican Republic Coffee Factory Project 1994-1998. Meridian Club 1987-1992 (President 1992). Vice Chairman Christian Service Center Advisory Board 1999-2000. Member Board of Directors Christian Service Center 2000-2001. OutReach Love Tutoring Project 1999 – 2015. (Executive Director 2003-2015) Leadership Osceola County (Class of 2005). Kissimmee Rotary Club (2005-2006). Take Stock in Children 2005-2006 (Mentor / Marketing Committee). Red Cross of Central Florida, Osceola County Steering Committee (2005-2006). Director, Flagler Sheriffs Employee Assistance Trust (FSEAT) 2017-2023 Co Founder Flagler County Tiger Bay Club 2017.

■ Community Recognition:

2004 Orange County Humanitarian Award.
2006 Leadership Osceola County Distinguished Alumni Award Nominee
2006 National Society of Collegiate Scholars (UCF Chapter) Distinguished Member Award

■ References: Available upon request



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

Digitally signed by Luci Dance
Date: 2025.04.22 15:34:00
-04'00'

Date Received by Flagler County

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NAME: Gregory Blose
ADDRESS: 159 RedBud Road
CITY: Palm Coast STATE: FL ZIP: 32137
PHONE: 386-846-1864 EMAIL: gblose2@gmail.com

I AM ☒ AM NOT ☐ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? Four years

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

- | | |
|--|--|
| <input type="checkbox"/> ATTORNEY AT LAW | <input checked="" type="checkbox"/> BUSINESS LEADER AT LARGE |
| <input type="checkbox"/> COMMERCIAL BANKER | <input type="checkbox"/> C.P.A. / FINANCIAL |
| <input type="checkbox"/> COMMERCIAL REAL ESTATE BROKER | <input type="checkbox"/> OTHER |

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS U.S. Chamber Institute of
Organizational Management (IOM, 2020)

EDUCATIONAL BACKGROUND: MBA, University of Phoenix (2013)
Bachelor, Business Management, University of Phoenix (2011)

PAST WORK EXPERIENCE: President/CEO, Palm Coast-Flagler Regional Chamber (2020-2024),
Director, Board of Governors, Florida Chamber of Commerce (2012-2020), Executive Officer, Volusia Building Industry Association (2005-2010)

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: N/A

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: Nexus 360 AI, LLC

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Kelly Navarro, 302-531-5183
2. Scott Lee, 386-846-2012
3. Michael Fiala, 650-284-6848

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA

Attended many JAXUSA meetings as Chamber President. I also study and analyze

state and local population, jobs and real estate data. I have been closely following economic development in Flagler County for 5 years.



PLEASE ATTACH A RESUME OR CURRICULUM VITAE (CV) WITH YOUR APPLICATION

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Signature

Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov



GREGORY BLOSE II, MBA, IOM

Executive Leader

Dynamic and strategic leader with over 20 years of comprehensive experience in government, communications and non-profit sectors. Proven track record of spearheading large-scale initiatives, driving organizational change, and delivering impactful community programs.

About Me

Searching for an executive leadership role at a future-focused organization where my passion, creativity and skills will help achieve results.



386-846-1864



gblose2@gmail.com



159 Redbud Road, Palm Coast, FL

EXPERTISE

- Strategic Leadership
- Board Governance
- Workforce Planning and Development
- Financial Acumen
- Contract Negotiations
- Policy and Program Development
- Stakeholder Engagement
- Communications
- Advocacy
- Project and Team Management
- Ethical Leadership and Integrity
- Media Relations

EXPERIENCE

Nexus 360 AI, LLC

2024 - Current (President & CEO)

As Co-Founder and CEO of Nexus 360, I lead a forward-thinking consulting firm that delivers innovative solutions in public relations, strategic communications, political advocacy, and business consulting. Nexus 360 partners with government entities, political committees, nonprofits, startups, and private enterprises to develop and execute powerful campaigns that elevate brand presence, engage key stakeholders, and drive community impact.

Palm Coast-Flagler Regional Chamber of Commerce

2020 - 2024 (President & CEO)

Founded and successfully launched the PCF Chamber. Fostered business growth, community development, and economic vitality. Developed strategic partnerships with local governments and spearheaded innovative programs aimed at business development, networking, and advocacy.

Florida Chamber of Commerce

2012 - 2020 (Director, Board of Governors)

Designed and executed high-impact programs that align with the Chamber's mission of fostering economic growth and development throughout Florida. Provided advocacy and policy support and engaged high-profile stakeholders.

Volusia Home Builders Association

2004 - 2012 (Executive Director)

Oversaw organizational operations, fostered member relations, and advocated for policies that promote sustainable and economically viable building practices. Engaged various stakeholders, including government agencies, to influence building regulations and standards.



GREG BLOSE

Executive Leader

Dynamic and strategic leader with over 20 years of comprehensive experience in government, communications and non-profit sectors. Proven track record of spearheading large-scale initiatives, driving organizational change, and delivering impactful community programs.

About Me

Searching for an executive leadership role at a future-focused organization where my passion, creativity and skills will help achieve results.



386-846-1864



gblose2@gmail.com



159 Redbud Road, Palm Coast, FL

EXPERTISE

- Fundraising
- Strategic Leadership
- Board Governance
- Workforce Planning and Development
- Financial Acumen
- Contract Negotiations
- Policy and Program Development
- Stakeholder Engagement
- Communications
- Advocacy
- Project and Team Management
- Ethical Leadership and Integrity
- Media Relations

AWARDS & COMMUNITY ADVOCACY

JUNIOR CHAMBER OF COMMERCE 501(c)3

2020 - 2024 (Co-Founder, Board Chair)

STATE EMERGENCY RESPONSE COMMISSION (SERC)

***GUBERNATORIAL APPOINTEE**

2018 - 2020 (Business Representative)

STATE EMERGENCY OPERATIONS CENTER, EMERGENCY SUPPORT FUNCTION 18 (ESF-18)

2013-2020, Business Industry Representative

INFLUENCE MAGAZINE

2017, Rising Star Award

VOLUSIA/FLAGLER BUSINESS REPORT

2006, Young Business Leader Award

CITY OF HOLLY HILL GREEN BUILDING TASK FORCE

2008, Board Chair

DAYTONA BEACH YOUNG PROFESSIONALS GROUP (YPG)

2003-2006, Board Member/Treasurer

EDUCATION

University of Phoenix, Daytona Beach, FL

Master of Business Management
Graduated: 2020

University of Phoenix, Daytona Beach, FL

Bachelor of Business Management
Graduated: 2017

U.S. Chamber Institute For Organizational Management

Certification (IOM)
Graduated: 2020

A.C.I. Broadcasting School, Daytona Beach, FL

Certification
Graduated: 2001



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

Digitally signed by Luci Dance
Date: 2025.04.28 07:24:50
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Date Received by Flagler County

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NAME: Derrick Hardin

ADDRESS: 528 La Mancha Dr

CITY: Saint Augustine STATE: FL ZIP: 32086

PHONE: 352-672-2266 EMAIL: Derrick.Hardin@SouthStateBank.com

I AM ☐ AM NOT ☒ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? Saint Johns - 4 Years

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☐

ATTORNEY AT LAW

☐

BUSINESS LEADER AT LARGE

☒

COMMERCIAL BANKER

☐

C.P.A. / FINANCIAL

☐

COMMERCIAL REAL ESTATE BROKER

☐

OTHER

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS See Resume

EDUCATIONAL BACKGROUND: University of Florida
BS - Applied Physiology and Kinesiology

PAST WORK EXPERIENCE: Commercial Banking - SouthState Bank, Loan Officer -
Campus USA Credit Union + Florida Credit Union + AnnieMac Home Mortgage

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: N/A

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: N/A

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Garry Lubi - 386-569-0643
2. Maks Levanovich - 386-481-4674
3. Mike Gardell - 904-705-9318

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA

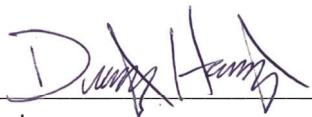
See Resume



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Signature

04-25-2025

Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov

Derrick Hardin

AVP, Commercial Banking | Business Development & Lending Strategist

Address Saint Augustine, FL 32086

Phone (352) 672-2266

E-mail hardin.derrick@gmail.com

Results-driven professional focused on delivering exceptional support for customer needs while simultaneously creating opportunities for loan growth. Offers a strong background in lending and customer relations.

Work History

2023-06 - Current

AVP / Commercial Relationship Manager

SouthState Bank

2020-04 - 2023-06

Member Service Representative/Loan Sales Officer

Campus USA Credit Union

- Top loan producer that is hard working, dedicated, persistent, and possesses excellent cross selling ability
- Strengthen customers relationship with Campus through providing products and services that meet their needs and add value to their financial well being
- Manage, grow, and deepen fast growing loan portfolio with inbound and outbound loan sales
- Provide premiere customer service for a wide range of routine financial needs
- Efficiently communicate with multiple departments within the credit union ranging from Commercial Lending, Real Estate, Accounting, Fraud, BSA, Risk, Technical Services, Card Services, and Titles

2019-05 - 2019-12

Licensed Mortgage Loan Originator

AnnieMac Home Mortgage

- Building business relationships through events, referral partners, and prospecting
- Aid in the lending process from start to finish including applications submission, gathering of loan documentation, realtor follow up, ordering appraisals, underwriting, and closing
- Essential member of the fastest growing mortgage team in the company that was consistently the number one team in most loan dollars
- Proficiently managed a large pipeline
- Overcame obstacles that would other wise have halted the loan process through creative solutions

2017-06 - 2019-04

Member Service Representative/Loan Sales Officer

Florida Credit Union

- Top level one producer promoted to branch level to expand portfolio
- Loan processing, booking and funding (Consumer loans)
- Cross selling product and services
- Active new hire trainer on multiple levels within the credit union
- Goal based incentives

2010-08 - 2017-04

Customer Service Staff

Publix

- Manage and coordinate all customer service associates
- Operate customer service desk
- Responsible for correctly operating cash office
- Assist in employee productivity
- Train new employees

2015-06 - 2017-04

Staff Intern

First Presbyterian Church

- Teach college lesson
- Plan outreach and internal events
- Lead mission work for the community
- Provide guidance for students
- Build professional relationships

Skills

- Commercial Lending (SBA & Conventional)
- Credit Analysis & Underwriting
- Treasury & Cash Management
- Relationship Management & Client Retention
- Business Development & Prospecting
- Financial Statement & Cash Flow Analysis
- Loan Compliance & Risk Assessment
- Strategic Partnerships (CPAs, Advisors, Attorneys)
- CRM & Pipeline Management (Salesforce)
- CoStar Market Analysis & Excel Modeling
- Economic & Community Development Insight

- Public-Private Collaboration
- Strategic Planning & Stakeholder Engagement

Education

2014-08 - 2017-01

Applied Physiology and Kinesiology, Exercise Physiology

University of Florida - Gainesville, FL

- 3.72 GPA
- Internship: Fit For Life Physical Therapy Exercise Specialist, 560 hours
- Cum laude graduate
- Member of Golden Key

2012-01 - 2014-08

A.A: Health Science

Santa Fe College - Gainesville, FL

- 3.87 GPA
- Dean's List every year

Affiliations

- 24-25 Treasurer, Rotary Club of Flagler County
- 24-25 Ambassador Chair, Flagler - Palm Coast Regional Chamber of Commerce
- Flagler Tiger Bay member

Certifications

2024-05

ABA Certificate in Business and Commercial Lending

2022-05

The Member Advantage



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

Digitally signed by Luci Dance
Date: 2025.04.28 07:26:36
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NAME: John Phillips
ADDRESS: 15 Noblewoods Way
CITY: Ormond Beach STATE: FL ZIP: 32174
PHONE: 386-316-0738 EMAIL: john@pcfchamber.com

I AM ☐ AM NOT ☒ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? Not a current resident

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

<input type="checkbox"/> ATTORNEY AT LAW	<input checked="" type="checkbox"/> BUSINESS LEADER AT LARGE
<input type="checkbox"/> COMMERCIAL BANKER	<input type="checkbox"/> C.P.A. / FINANCIAL
<input type="checkbox"/> COMMERCIAL REAL ESTATE BROKER	<input type="checkbox"/> OTHER

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS _____

EDUCATIONAL BACKGROUND: B.S. Professional Aeronautics, Embry-Riddle Aeronautical University;
M.S. Aeronautical Science, Embry-Riddle Aeronautical University;

PAST WORK EXPERIENCE: 1997-2024, Embry-Riddle Aeronautical University; 2024-2025, Pictona at Holly Hill;

March 2025-present, President, Palm Coast-Flagler Chamber of Commerce (details in CV)

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: None

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: None

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Ed Fuller, 859-285-0585
2. Howard Holley, 571-527-6437
3. Teresa Rizzo, 386-503-7287

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA



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Signature



4/25/2025

Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov

John Phillips

15 Noblewoods Way, Ormond Beach, FL 32174

Email: jmp102566@gmail.com

Cell Phone: 386-316-0738

Professional Profile and Expertise

Accomplished executive with more than 25 years of experience in community-based organizations. As CEO at Pictona, I have oversight of nine full-time employees and a large staff of hourly employees. Pictona is a 501(c)(3) with an annual budget of approximately \$2 million. As Director of Athletics at Embry-Riddle, I was responsible for the oversight of 20 varsity sports and approximately 480 student-athletes. Management responsibilities include 52 full-time staff members and approximately 20 graduate assistants, interns, and part-time staff members. Overall budget responsibility, including scholarship funding was over \$13.4 million annually. My leadership philosophy is based on building relationships, motivating others, and developing collaboration between organizations to meet goals and objectives. My strengths are focused on strategic planning, fundraising, community engagement and building an effective infrastructure.

Palm Coast-Flagler Chamber of Commerce President

March 2025 – present

- Serve as the chief administrative officer for the organization.
- Lead a staff of two full-time employees to support, manage, and grow the Chamber.
- Responsible for policy, structure, budget, volunteer development and membership growth.
- Responsible for development of both the business plan and the strategic plan for the Chamber.
- Works with local municipalities to maintain the relevance of the Chamber and provide guidance on behalf of the business community, specifically with regard to economic development.
- Leads the membership processes for both new and existing members of the Chamber, and ensure the income needed to support the annual Business Plan.
- Provides the team and committees the tools, guidance, and resources to develop new, value-added programs, benefits, and services for the membership. Reviews and evaluates all proposals to ensure their effectiveness.

Pictona at Holly Hill, Holly Hill, Fla. Chief Executive Officer

July 2024 – January 2025

- Pictona is the 3rd largest pickleball facility in the country with 49 courts and a stadium that seats 1,200 spectators.
- Lead a team of nine full-time staff to support, manage, and market the facility.
- Have grown membership from 1,214 to 1,424 in six months.
- Secured and hosted the National Collegiate Pickleball Association tournament. The first major collegiate event at Pictona, and the first major collegiate pickleball event in central Florida.
- Hosted the first fundraising tournament in the history of Pictona, working with the women's basketball team at Stetson University to host an event to help raise money for their team.
- Secured a 5-year contract with the Professional Pickleball Association (PPA) to host an annual tournament each year at Pictona.
- Hosted the PPA's Daytona Beach Open in December of 2024. This event was the largest tournament in Pictona history, with over 1,400 players and more than 2,000 attendees. Economic impact to the Daytona Beach area was more than \$2 million.

Embry-Riddle Aeronautical University, Daytona Beach, Fla.

Jan. 2014 – June 2024

Director of Athletics

- Led the successful transition from NAIA to NCAA Division II.
- As part of the transition to Division II, created a 5-year strategic plan for athletics, a compliance manual, a policies and procedures manual, a student-athlete handbook, a gender equity plan, and a diversity and inclusion plan.
- Added four new sports and approximately 200 new student-athletes (men's/women's lacrosse and men's/women's rowing).
- Launched the [Ridder Transformational Program](#), a personal and professional development program specifically designed for student-athletes to help them prepare for "life after sport."
- Continually exceeded annual fundraising goals
2023 fundraising events (net): [Blue & Gold Gala](#) (\$167,018); [Week of Giving](#) (\$211,312); [Hoops & Heels Luncheon](#) (\$15,121); [Eagle Open Golf Tournament](#) (\$28,036)
- Annual corporate partnership revenue: \$450,000+
- Annual ticketing revenue: \$120,000+
- Annual licensing revenue: \$100,000+
- Student-Athlete GPA exceeded campus average for 24 consecutive years.
- Fall 2024 data: student-athlete term GPA, 3.40.
- All 20 teams had at least a 3.0 team GPA.
- Student-Athlete freshman retention exceeded campus average (93% vs. 79% for 2022-23).
- Won 23 conference championships since moving to Division II in 2017-18.
- Won 145 conference championships while part of the NAIA.
- Won 16 consecutive Commissioner's Cups in the Sun Conference before transitioning to Division II (1999-2000 through 2014-15).

Embry-Riddle Aeronautical University, Daytona Beach, Fla.

Aug. 2007 – Jan. 2014

Associate Director of Athletics

- Responsible for the day-to-day operation of the intercollegiate athletic program with direct supervision of sports information, sports marketing, and sports medicine.
- Managed all activities involving corporate marketing and sponsorships, special events, game promotions and business-to-business program sales.
- Managed advertising rights for game programs, media guides, radio broadcasts, the athletic department website and other print and multimedia publications.
- Supervised promotion of the Athletics Department name, nickname, trademark, logos, and related property rights, including merchandising and licensing.
- Secured the University's first licensing agreement with Strategic Marketing Affiliates (later merged with Learfield) resulting in over \$1 million of royalties to the University since inception.
- Responsible for regular communication with the coaching staff and served as a liaison between the coaching staff and department managers in the areas related to scheduling, game management and facility preparedness for scheduled events.
- Added softball and women's basketball programs and served as the search committee chair for the hiring of both head coaches.
- Oversaw the design and construction of Radiology Associates Field (softball), along with offices, locker rooms, laundry room, batting cage, classroom, and athletic training room.
- Served as part of the committee that developed the framework for the Embry-Riddle Athletics Hall of Fame and inducted the inaugural class in January 2009

- Managed nine major NAIA National Championship events hosted by Embry-Riddle between 2002 and 2008, creating significant exposure on the national stage for the athletic department, the University, and the Daytona Beach area.

Embry-Riddle Aeronautical University, Daytona Beach, Fla.

Aug. 1998 – July 2007

Assistant Director of Athletics

- Served as a member of the department's senior administrative team.
- Added eight sports (women's golf, women's soccer, women's tennis, men's/women's cross country, and men's/women's track).
- Oversaw the design and construction of the Crotty Tennis Complex (nine courts), design and construction of the ERAU Track & Field Complex, along with major enhancements to the Soccer Stadium (added press box and expanded seating from 300 to 1,000).
- Provided direct supervision to Sports Information, Sports Marketing and Sports Medicine.
- Engaged in long-range planning, policy development and administration of the department.
- Assisted with disseminating and interpreting NAIA and University rules, policies and procedures to coaches, student-athletes, and staff.
- Directed athletic tournaments by assisting with fundraising, promotions, and event management, and served as tournament director when necessary.
- Represented the Director of Athletics and the athletic department on various University and community committees, boards, meetings, and events.
- Assisted the Director of Athletics with the supervision and mentoring of all athletic coaches and other personnel assigned to the athletic program.
- Coordinated the scheduling of games, practices, and game management with the facility manager.

Embry-Riddle Aeronautical University, Daytona Beach, Fla.

Aug. 1997 – Aug. 1998

Director of Sports Marketing & Promotions

- Generated external support for the Athletic Department through fundraising and sponsorship opportunities in the local community.
- Developed strategies to increase fan attendance at home sporting events.
- Designed, developed and launched the inaugural Athletics website.
- Secured sponsorships and provided on-air talent to broadcast men's basketball games on the radio.
- Explored opportunities to broadcast games on the internet.
- Hired, managed, and trained student-workers and volunteers for game-day events.
- Worked with Director of Athletics to create strategies for promotion of all athletic programs.

Education

M.S. Aeronautical Science, 1992

Embry-Riddle Aeronautical University, Daytona Beach, Fla.

B.S. Professional Aeronautics, 1990

Embry-Riddle Aeronautical University, Daytona Beach, Fla.

Professional Associations

NCAA Division II Baseball – Chair, Division II Baseball Committee
2024

NCAA Division II Baseball – Chair, South Region Advisory Committee
2022 – 2024

NCAA Division II Baseball – Member, South Region Advisory Committee
2019 – 2021

BOSCA (2015-2024)
Business of Small College Athletics
Board of Directors (2021-2024)

NACDA (2014-2024)
National Association of Collegiate Directors of Athletics

NACMA (2002-2024)
National Association of Collegiate Marketing Administrators
Board of Directors (2010-2014)

Community Service

Halifax Area Advertising Authority, Board Member
Daytona Beach, Fla. (2017-2025)

Halifax Area Advertising Authority, Sports Committee Member
Daytona Beach, Fla. (2013-2025)

Daytona Beach Chamber of Commerce, Golf Tournament Committee
Daytona Beach, Fla. (2021-2025)

Daytona Beach Chamber of Commerce, Accreditation Committee
Achieved 5-star Accreditation from the U.S. Chamber of Commerce
Daytona Beach, Fla. (2021-2022)

Ormond Beach Soccer Club, Board Member
Ormond Beach, Fla. (2012-2014)

Presentations and Speaking Engagements**Impact of Sports Tourism on the Greater Daytona Beach Area – Joint Presentation**

Jim Jaworski, General Manager – Daytona Tortugas

Frank Kelleher, President – Daytona International Speedway

Brandon Little, Senior Sales Manager – Daytona Beach Area Convention & Visitors Bureau

John Phillips, CEO – Pictona

Leadership Daytona, Daytona Beach, Fla., September 2024.

Creating a Successful & Sustainable Fundraising Event – Joint Presentation

Jeff Mason, Assistant Director of Athletics - External Relations – University of Central Missouri

John Phillips, Athletic Director – Embry-Riddle Aeronautical University

Business of Small College Athletics, Oklahoma City, Okla., July 2023.

Navigating Student-Athlete and Parent Expectations – Joint Presentation

John Ashaolu, Athletic Director – Point Park University

Chris Hailey – Musco Lighting (Moderator)

Sharief Hashim, Athletic Director – Susquehanna University

John Phillips, Athletic Director – Embry-Riddle Aeronautical University

Business of Small College Athletics, Oklahoma City, Okla., July 2023.

Differentiating Your Department in a Competitive World – Joint Presentation

Josh Cornwall, Director of Digital Strategy – Agnes Scott College

John Hartwell, Founder – Hartwell Studio Works (Moderator)

John Phillips, Athletic Director – Embry-Riddle Aeronautical University

Wendy Reid, Athletic Director – Trinity Christian College

Business of Small College Athletics, Oklahoma City, Okla., July 2022.

Making the Most of Your Day of Giving

Business of Small College Athletics, Oklahoma City, Okla., July 2021.

Giving Back – Inspiring Alumni to Reinvest in Your Department

Business of Small College Athletics, Oklahoma City, Okla., October 2019.

Engaging Women in Athletic Philanthropy

Business of Small College Athletics, Oklahoma City, Okla., October 2018.

Building a Succe\$\$ful Special Event

Business of Small College Athletics, Oklahoma City, Okla., October 2017.

Creating and Utilizing an Athletic Advisory Group

Business of Small College Athletics, Oklahoma City, Okla., October 2015.

30 for 30 (x2) – 30 Promotional Ideas in 60 minutes

NAIA Convention, Kansas City, Mo., April 2014.

The Importance of Messaging and Branding – Joint Presentation

Cassie Arner, Assistant Athletics Director for Public Relations – Auburn University

Chris Freet, Associate Athletics Director for Communications and Marketing – University of Miami

Michael Thompson, Sr. Associate Athletics Director for Communications & Marketing – Ole Miss

Blake Timm, Sports Information Director – Pacific University

John Phillips, Associate AD – Embry-Riddle Aeronautical University (Moderator)

National Association of Collegiate Marketing Administrators (NACMA), Orlando, Fla., June 2013.

The Brand of YOU – Joint Presentation

Kurt Esser, Senior Associate Athletics Director, External Affairs – University of New Mexico

Craig Pintens, Senior Associate Athletics Director, Mktg & Public Relations – University of Oregon

Brian Bowsher, Digital Media Strategist – University of Miami

Blake Timm, Sports Information Director – Pacific University

John Phillips, Associate AD – Embry-Riddle Aeronautical University (Moderator)

National Association of Collegiate Marketing Administrators (NACMA), Orlando, Fla., June 2013.

Marketing at a Non-Division I Institution

National Association of Collegiate Marketing Administrators (NACMA), Orlando, Fla., June 2013.

Twitter School – Engaging your campus via Social Media

NAIA Convention, Kansas City, Mo., April 2013.

Engaging your campus and community in Small College Athletics

NAIA – Sports Information Directors of America (NAIA-SIDA), St. Louis, Mo., June 2012.

Marketing & Promotions at the NAIA Level

NAIA Convention, Newport Beach, Calif., April 2012.

Working with your Marketing Department – Joint Presentation

Ayo Taylor-Dixon, Assistant AD for Marketing & Revenue Development – Univ. of South Florida

John Phillips, Associate AD – Embry-Riddle Aeronautical University

Julie Work, Director of Communications – NACDA (Moderator)

Collegiate Directors of Sports Information (CoSIDA), Marco Island, Fla., June 2011.

Big Time Promotions on a Small Time Budget

National Association of Collegiate Marketing Administrators (NACMA), Orlando, Fla., June 2009.

Online Communications – Are you connected on Social Media? – Joint Presentation

Mike Farrell, Director of Sports Marketing – Embry-Riddle Aeronautical University

Nicole Imbrogno, Sports Marketing Intern – Embry-Riddle Aeronautical University

John Phillips, Associate AD – Embry-Riddle Aeronautical University

Barry Brandt, Director of Athletics – Northwestern College (Iowa) (Moderator)

National Association of Collegiate Directors of Athletics (NACDA), Orlando, Fla., June 2009.

Best Promotional Practices & Unbeatable Promotional Ideas

NAIA Convention, Kansas City, Mo., April 2009.

Fundraising 101: Starting your own Auction/Event – Joint Presentation

Bruce Parker, Director of Athletics – Carroll College (Mont.)

Ashley Walyuchow, Director of Athletics – University of Houston Victoria

John Phillips, Associate Director of Athletics – Embry-Riddle Aeronautical University

Jim Abbott, Director of Athletics – Oklahoma City University

NAIA Convention, Kansas City, Mo., April 2009.

Developing a Game Plan for Facility Improvements – Joint Presentation

Dan Harris, Director of Athletics – Baker University

Mike Fratzke, Director of Athletics – Indiana Wesleyan University

John Phillips, Associate AD – Embry-Riddle Aeronautical University

National Association of Collegiate Directors of Athletics (NACDA), Dallas, Texas, June 2008.

Game Day Promotions & Student Spirit Clubs

NAIA Convention, Louisville, Ky., April 2008.

Building your Sports Marketing Team

NAIA Convention, Kansas City, Mo., April 2007.

Engaging Your Campus and Community in Your Athletic Program
NAIA Convention, Kansas City, Mo., March 2005.



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

Digitally signed by Luci
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Date: 2025.04.30 14:31:40
-04'00'

Date Received by Flagler County

Thank you for expressing interest in being considered for an appointment to the Industrial Revenue Authority (IDA) by the Flagler County Board of County Commissioners. The Commissioners appreciate your willingness to serve your fellow residents in a voluntary capacity. Please Note: members of the Industrial Revenue Authority (IDA) are required to file personal Financial Disclosure Reports with the Florida Commission on Ethics once appointed. Further, members must abide by Sunshine and Public Records Laws and the Florida Code of Ethics as it pertains to IDA business.

NAME: Richard A. Mielbye
 ADDRESS: 5 Corte Vista
 CITY: Palm Coast STATE: FL ZIP: 32137
 PHONE: (561) 762-2439 EMAIL: rmielbye@rk-hd.com

I AM ☒ AM NOT ☐ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? 4.5 years

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

- | | |
|--|---|
| <input type="checkbox"/> ATTORNEY AT LAW
<input type="checkbox"/> COMMERCIAL BANKER
<input type="checkbox"/> COMMERCIAL REAL ESTATE BROKER | <input type="checkbox"/> BUSINESS LEADER AT LARGE
<input type="checkbox"/> C.P.A. / FINANCIAL
<input checked="" type="checkbox"/> OTHER |
|--|---|

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS _____

EDUCATIONAL BACKGROUND: Associate Degree in Architectural Engineering; 2 col
Management - all from Wentworth Institute of Technology in Boston, MA

PAST WORK EXPERIENCE: Hit or Miss; Comprehensive Development Group; Exten
Living; FPG; RK Hospitality Group

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: Residence - 5 Corte Vista

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: _____

None

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. William Apsey (201) 785-4515
2. David McMurtry (804) 405-6166
3. Isaac Tolendano (954) 224-4777

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA

Developed over 70 nationally branded hotels as well as Supermarkets; I



PLEASE ATTACH A RESUME OR CURRICULUM VITAE (CV) WITH YOUR APPLICATION

All information provided will become a matter of public record and will be open to public inspection. If you require special accommodation because of a disability to participate in the application/selection process, you must notify the Board of County Commissioners in advance for reasonable accommodation. This application will be kept on file for one year, at which time you must notify the Board of County Commissioners of your intent to remain an active applicant and update your application accordingly or it will be removed from the active file.

I hereby authorize Flagler County or its representatives to verify all information provided and I further authorize the release of any information by those in possession of such information which may be requested by the County. I certify that all information provided herein is true and accurate to the best of my knowledge. I understand that a volunteer position provides for no compensation except that as may be provided by Florida Statutes or other enabling legislation, and that if appointed, I shall serve at the pleasure of the Flagler Board of County Commissioners.

Richard A. Apsey
Signature

4/30/25
Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov

rmielbye@rk-hd.com

561-762-2439

5 Corte Vista, Palm Coast, FL 32137

Education And Training

Architectural Engineering

Technology

Wentworth Institute Of

Technology

Boston, MA

Richard Mielbye

Experience

RK Hospitality Development - President

Palm Coast, FL

04/2020 - Current

- Site selection for multiple uses such as hotels, assisted living, supermarkets and residential developments
- Analyze budget for financial feasibility
- Prepare Letters of Intent describing project deal points
- Negotiating purchase and sale agreements
- Identifying and hiring consultants to include but not limited to; architects, engineers, geotech and environmental experts.
- Review of land titles and ALTA surveys
- Obtain all discretionary government approvals

FPG Development - Sr VP

West Palm Beach, FL

07/2007 - 01/2011

- Reported directly to the President and owner with same responsibilities and duties when he turned over the reins over to me

FPG Development Group - President

West Palm Beach, FL

01/2011 - 12/2019

- Lead a group of real estate professionals with more the 150 years of experience in development and operations
- A chosen developer for national brands including Marriott, Hilton and Hyatt
- Coordination of brand selection for limited and select service hotels
- Involved in the acquisition and management of more than 90 hotels valued at more than \$1.75 billion

Innkeepers USA - Sr VP Of Development

Spartanburg, SC

04/2005 - 06/2007

- Responsible for all company ground up development of hotels

Shaw's Supermarket - Sr Developer

Bridgewater, MA

01/2003 - 03/2005

- Responsible for new development opportunities, site selection, contract negotiations and attaining government approvals

Marriott Senior Living - Regional Vice President

Bethesda, MD

01/1998 - 12/2002

- Analyze data for future site selection
- Negotiate purchase and sale agreements
- Receive all discretionary government approvals



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

Digitally signed by Luci Dance
Date: 2025.04.30 15:37:17
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Date Received by Flagler County

Thank you for expressing interest in being considered for an appointment to the Industrial Revenue Authority (IDA) by the Flagler County Board of County Commissioners. The Commissioners appreciate your willingness to serve your fellow residents in a voluntary capacity. Please Note: members of the Industrial Revenue Authority (IDA) are required to file personal Financial Disclosure Reports with the Florida Commission on Ethics once appointed. Further, members must abide by Sunshine and Public Records Laws and the Florida Code of Ethics as it pertains to IDA business.

NAME: Bruce D Parker
ADDRESS: 507 Granada Drive
CITY: Palm Coast STATE: FL ZIP: 32137
PHONE: 6174807433 EMAIL: Bruce.parker@itmgtrp.com

I AM ☒ AM NOT ☐ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? 4 years

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

- | | |
|--|---|
| <input type="checkbox"/> ATTORNEY AT LAW | <input type="checkbox"/> BUSINESS LEADER AT LARGE |
| <input type="checkbox"/> COMMERCIAL BANKER | <input type="checkbox"/> C.P.A. / FINANCIAL |
| <input type="checkbox"/> COMMERCIAL REAL ESTATE BROKER | <input checked="" type="checkbox"/> OTHER |

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS _____

EDUCATIONAL BACKGROUND: BS Degree, Business and Finance University of Kansas 1969
MS Degree Business University of Kansas, 1972

PAST WORK EXPERIENCE: Senior Executive, United Airlines, American Airlines, Ryder Systems, Sapient Corporation
AirNet Systems, It Management Group LLC ; EX Board Member of several public, private, and not for profit corporations

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: 507 Granada Drive, Palm Coast, Florida 32137

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: NONE

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Dalton Sirmans 706-499-8692
2. Greg Gerjel 407-625-5871
3. Greg Davis 301-502-7997

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA



PLEASE ATTACH A RESUME OR CURRICULUM VITAE (CV) WITH YOUR APPLICATION

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I hereby authorize Flagler County or its representatives to verify all information provided and I further authorize the release of any information by those in possession of such information which may be requested by the County. I certify that all information provided herein is true and accurate to the best of my knowledge. I understand that a volunteer position provides for no compensation except that as may be provided by Florida Statutes or other enabling legislation, and that if appointed, I shall serve at the pleasure of the Flagler Board of County Commissioners.



Signature

4/30/2025
Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov

Bruce D. Parker

Mr. Parker retired from Business activities in January 2021 after moving to Palm Coast from Coral Gables, Florida.

In Business from 2016 to 2021, he was a team member with fellow ex-senior executives providing a sales simulation training course in complex selling for several exceptionally large IT service and technology companies. These have included HP, CSC, and Cognizant. These have been delivered in dedicated weeklong sessions in multiple venues around the world.

Previously and concurrently Mr. Bruce Parker served as Chairman and Operating Partner of Bolder Logistics Group, a private equity investment company, acquiring and building a Logistics Vertical Portfolio and in providing interface and strategic guidance to portfolio companies.

Since 2003, As Managing Partner of the IT Management Group LLC, a Boutique consulting Company, he has consulted with large traditional companies and as well several startups. He specialized primarily in Europe with travel related companies Including Amadeus GDS (a very large Travel distribution Company) and a startup as a online travel agency, Opodo, based in London. He also consulted with other leading USA based complex business organizations in the leadership of information technology organizations. He has a deep background in systems solutions selling, project management, systems development and business management including international systems development in Europe and Asia.

Bruce in 2006 served as the Chairman and CEO of AirNet Systems Inc (ANS), a 200 million dollar in revenue specialty air cargo company that was traded on NYSE and AMX. In late 2006 at the request of the board he became CEO after being an independent outside board member for 4 years. He was instrumental in focusing and turning the company around culminating in the sale of the company to a private equity group in late 2008. Prior to becoming the CEO, he served on the audit committee, the compensation committee, as chairman of the strategy committee and as chairman of the nominating committee.

Bruce served as a member of Sapient's board of directors from 1995 through 2010. Sapient Corporation (SAPE) was a 650 million dollar in revenue public company traded on NASDAQ. He served as chairman of the compensation committee and as a member of the governance and nominating committee, risk committee, and audit committee over time. Sapient, now acquired by Publis, is a leading internet interactive digital marketing agency, a technology consulting and systems development firm and a trading and risk management consultancy with significant operations in the United States, Europe and India. He first joined the Sapient Board of Directors in 1995 where he played a key role in shaping the strategy and developing the company. In 2000 he joined the company as an employee as the Executive Vice President responsible for corporate development, international growth initiatives, business development and relationships with multiple large clients. At age 55 in 2003, he retired as an employee from Sapient remaining as a director of the corporation. He then started a the boutique technology management consulting firm, the IT Management Group LLC.

In the late 1990s Bruce served as Senior Vice President and CIO of United Airlines where he directed the upgrade of United's systems in multiple areas including industry leading yield management applications, air operations systems, and customer facing technologies. He was also responsible for the electronic distribution revenue channels for United and created and organized several ventures in internet travel distribution including GetThere.com and Orbitz. He was a founding member of the alliance management team of the Star Alliance where he formed and led the Star Alliance technology organization.

Prior to United, Bruce was CIO and Senior Vice President reporting to the Chairman and CEO at Ryder Systems in Miami Florida. He led the IT including all divisions and international organizations.

Bruce was earlier a Vice President of American Airlines and President of Sabre Development Services. During his tenure at American and Sabre, the organization he led expanded and built not only the airlines systems but the world's largest travel distribution system and created many of the travel industry's other leading software systems including the reservations systems for the French national railroad and the channel tunnel corporation.

Bruce served as a board member of WeLocalize, Priority Express, Sapient Corporation, and AirNet Systems. He was a member of National Association of Corporate Directors (NACD). He was an Executive board member and officer of the National Organization of the Boy Scouts of America. He has a bachelors and master's degree in business administration from the University of Kansas. He has two grown children and lives in Palm Coast, Florida.



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

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Date: 2025.04.30 15:59:21
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Date Received by Flagler County

Thank you for expressing interest in being considered for an appointment to the Industrial Revenue Authority (IDA) by the Flagler County Board of County Commissioners. The Commissioners appreciate your willingness to serve your fellow residents in a voluntary capacity. Please Note: members of the Industrial Revenue Authority (IDA) are required to file personal Financial Disclosure Reports with the Florida Commission on Ethics once appointed. Further, members must abide by Sunshine and Public Records Laws and the Florida Code of Ethics as it pertains to IDA business.

NAME: Chad Russell Raymond

ADDRESS: 17 Selborne Path

CITY: Palm Coast STATE: FL ZIP: 32164

PHONE: 386-334-3443 EMAIL: Chad@RaymondAppraisal.com

I AM ☒ AM NOT ☐ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? 18 years

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

☐

ATTORNEY AT LAW

☒

BUSINESS LEADER AT LARGE

☐

COMMERCIAL BANKER

☐

C.P.A. / FINANCIAL

☒

COMMERCIAL REAL ESTATE BROKER

☒

OTHER

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS FL State Certified Residential Real Estate Appraiser (RD8184)

FL Real Estate Broker (BK3384394), FL RE Sales Associate (SL3384394), GA RE Broker (433495), FL Cert. Lawn Enforcement Officer (inactive)

EDUCATIONAL BACKGROUND: B.A.S. (supervision and management), Associate of Arts, A.A.S. (information system Technology), COMPTIA Security +, Certified Fraud Examiner

PAST WORK EXPERIENCE: US Air Force - 20 years (Ret.), Raymond Appraisal (Co-Owner)
Raymond Realty Group (Broker / Owner), Volusia Co. Sheriff's Office (10 years)

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: 17 Selborne Path (current primary residence), GIS Sq Ft 20,431.81.

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: Active Member of Flagler County Association of Realtors (FCAR)

Raymond Appraisal, P.A. - Co-Owner / Residential RE Appraiser

Raymond Realty Group, LLC - Owner / Broker

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Bruce Vinnick 386-503-0612
2. Michael Feldbauer 401-864-6997
3. Richard Dosio 904-994-5237

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA

Experienced in commercial and residential real estate investing, mortgage financing and lending as well as RE legal and title matters.

Background in IT, web design, computer based statistical analysis, budgeting, and financial management. Served in high-level leadership positions.



PLEASE ATTACH A RESUME OR CURRICULUM VITAE (CV) WITH YOUR APPLICATION

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Signature

4/30/2025

Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov

Chad R. Raymond

17 Selborne Path, Palm Coast, FL 32164
386-334-3443 | Chad@RaymondAppraisal.com

Profile

- Local Small Business Owner – Self Employed / Entrepreneur
- Chief Master Sergeant (E-9), United States Air Force (Retired - 20+ years of service)
- Florida Certified Law Enforcement Officer (Retired - 10+ years of service)
- Florida Certified Residential Real Estate Appraiser
- Florida and Georgia Certified Real Estate Broker
- Florida Native, Seminole Woods-Palm Coast Resident (18 years)
- Married with two children, involved in community service and charity organizations

Formal Education

B.A.S. – Supervision and Management, Daytona State College
A.A. – Associate of Arts, Daytona State College
A.A.S. – Information Systems Technology, Community College of the Air Force
A.S. – Criminal Justice, Daytona Beach Community College
High School Education – Seabreeze High School

Professional Experience

Raymond Appraisal (2015 to Present)

- Woman/Veteran owned family business – servicing local area for over 30 years
- Co-owner of Raymond Appraisal, P.A. - State Certified Residential Real Estate Appraiser
- Significant local appraisal experience in FHA, VA, conventional, and non-lender assignments
- Litigation, divorce, land acquisition, and Investment valuation experience
- Member of Flagler County Association of Realtors and National Association of Realtors
- Testified as Expert Witness in multiple local court proceedings

Raymond Realty Group (2017 to Present)

- Owner / Broker – provides residential and commercial real estate services
- Experienced in residential, commercial, land sales, acquisitions, and investments

United States Air Force (2002 to 2022)

- Retired as a Chief Master Sergeant (E-9) with combined Active/Reserve Services
- Held multiple leadership positions in IT Cyberspace and Aeromedical Evacuation Career Fields
- Carrier Field Functional Area Manager for Headquarters Air Force Reserve Command
- Supervised & managed thousands of Enlisted and Commissioned Airmen
- Completed several leadership and advanced management courses during career
- Deployed in support of global humanitarian and contingency operations
- Recipient of multiple Air Force Commendation Medals and Meritorious Service Medals

Volusia County Sheriff's Office (2006 to 2016)

- Served law enforcement career in Patrol, Field Training Officer, and Criminal Investigations
- Assigned to joint Federal/State Task Force investigating large scale criminal enterprises
- Managed in-depth and complex high-profile under cover investigative tasks
- Investigated multimillion-dollar asset seizure and forfeiture criminal cases
- Effectively testified in multiple criminal court proceedings
- Recipient of multiple letters of commendation and service awards

Community Involvement

- Flagler County Drug Court Foundation – local men's recovery house and fundraisers
- Flagler County Food Bank/Pantry Organizations – Grace Tabernacle/Grace Community
- The Margarita Ball of Flagler County
- Tomoka Christian Church, Coastal Family Church, Epic Church

Luci Dance

Digitally signed by Luci Dance
Date: 2025.05.05 15:44:33 -04'

00'

Date Received by Flagler County

R. Donald Turlington
85 Avenue De La Mer, # 806
Palm Coast, Florida 32137
dturlington48@gmail.com
386-283-4604

April 30, 2025

Flagler Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd., Building 2, Suite 302
Bunnell, Florida 32110

Re: Application for Appointment
Industrial Revenue Authority

Gentlemen:

Greg Davis, the President of the Hammock Dunes Homeowners Association, asked that I volunteer to serve on the Flagler County Industrial Revenue Authority (the IDA) because of my legal and accounting experience. To that end, enclosed is an application that Greg sent me to complete and send to your office.

I was born and raised in Gainesville and went to college and law school at the University of Florida. My father was in Florida politics for many years, serving in the Florida legislature, including as Speaker of the House of Representatives. He also served on the Florida Cabinet as Commissioner of Education. While growing up, I was able to get a basic working knowledge of Florida law and government from him. If the Commissioners think that my background and expertise could be helpful to Flagler County, I would be willing to serve on the IDA.

Sincerely yours,



R. Donald Turlington

Enclosure (1)

Flagler County Board of County Commissioners

Industrial Revenue Authority Application

Date Received by Flagler County: _____

Thank you for expressing interest in being considered for an appointment to the Industrial Revenue Authority (IDA) by the Flagler County Board of County Commissioners. The Commissioners appreciate your willingness to serve your fellow residents in a voluntary capacity. Please Note: members of the Industrial Revenue Authority (IDA) are required to file personal Financial Disclosure Reports with the Florida Commission on Ethics once appointed. Further, members must abide by Sunshine and Public Records Laws and the Florida Code of Ethics as it pertains to IDA business.

NAME: R. Donald Turlington

ADDRESS: 85 Avenue De La Mer, # 806

CITY: Palm Coast STATE: Florida ZIP: 32137

PHONE: 386-283-4604 EMAIL: dturlington48@gmail.com

I am a registered voter in Flagler County.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? 14 Years

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

I am a retired Attorney at Law and Certified Public Accountant

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS

Retired Member of the Florida and New York Bar Associations

Retired Member of the Florida Association of Certified Public Accountants

PAST WORK EXPERIENCE

Partner in Major New York City Law Firms from 1975 through 2005

Professor at New York University College of Law, Tax Department from 1977 through 1995

PLEASE LIST THE LOCATION & SIZE OF ALL PARCELS OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP:

Residential condominium unit in Hammock Dunes, Tuscany 806

INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST:

Managing Member of Millennium Partners which owns interests in producing oil wells in New Mexico, Texas and Oklahoma

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. James L. George 917-929-2630
2. William Wasserman 213-399-8453
3. Dale Hortenstine 281-782-7578

OTHER SKILLS THAT ARE RELEVANT TO THE IDA

Basic knowledge of Municipal Bond Financing

PLEASE ATTACH A RESUME OR CURRICULUM VITAE (CV) WITH YOUR APPLICATION See Resume Attached

All information provided will become a matter of public record and will be open to public inspection. If you require special accommodation because of a disability to participate in the application/selection process, you must notify the Board of County Commissioners in advance for reasonable accommodation. This application will be kept on file for one year, at which time you must notify the Board of County Commissioners of your intent to remain an active applicant and update your application accordingly or it will be removed from the active file.

I hereby authorize Flagler County or its representatives to verify all information provided and I further authorize the release of any information by those in possession of such information which may be requested by the County. I certify that all information provided herein is true and accurate to the best of my knowledge. I understand that a volunteer position provides for no compensation except that as may be provided by Florida Statutes or other enabling legislation, and that if appointed, I shall serve at the pleasure of the Flagler Board of County Commissioners.

Signature 

Date April 30, 2025

R. Donald (Don) Turlington

Ralph Donald Turlington (Don) was born in 1948. He attended the University of Florida and earned his undergraduate degree in accounting in 1970. Upon graduation, he worked for a year in the tax department of Arthur Andersen, then a major worldwide accounting firm. He took and passed the CPA examination in 1971 and was licensed to practice public accounting. In 1971, Don began law school at the University of Florida, became a member of the Law Review (which is limited to students in the top 10% of the class), and graduated with honors in 1974. Immediately thereafter, he entered the LLM Masters Tax Program at New York University School of Law. The NYU LLM program is the premier advanced tax law program in the United States. Don graduated from the NYU LLM program in 1975, ranking first in his class with a 4.0 grade point average.

Following graduation from the NYU LLM Program, Don was a partner in several very large New York law firms for 30 years. During that time he specialized in taxation of partners and partnerships, advising individuals, partnerships, and corporations in connection with their business and investment activities. His primary tax clients were Goldman Sachs, Merrill Lynch, Verizon, Prudential Insurance, American Express, Honeywell, and ITT.

As well as being a practicing attorney, for eighteen years Don was an adjunct Professor of Law in the NYU LLM Tax Program, teaching Taxation of Partnerships and Partners as well as courses in Income Tax Accounting and Taxation of Natural Resources.

In addition to practicing tax law and teaching, Don has testified a number of times before the United States Congress about partnership income tax matters. He has also written numerous articles, and made dozens of speeches on partnership taxation, including speeches to the American Bar Association and many state and local bar and CPA associations.

He retired from the active practice of law in 2005.

R. Donald (Don) Turlington

Ralph Donald Turlington (Don) was born in 1948. He attended the University of Florida and earned his undergraduate degree in accounting in 1970. Upon graduation, he worked for a year in the tax department of Arthur Andersen, then a major worldwide accounting firm. He took and passed the CPA examination in 1971 and was licensed to practice public accounting. In 1971, Don began law school at the University of Florida, became a member of the Law Review (which is limited to students in the top 10% of the class), and graduated with honors in 1974. Immediately thereafter, he entered the LLM Masters Tax Program at New York University School of Law. The NYU LLM program is the premier advanced tax law program in the United States. Don graduated from the NYU LLM program in 1975, ranking first in his class with a 4.0 grade point average.

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He retired from the active practice of law in 2005.



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

Digitally signed by Luci Dance
Date: 2025.05.06 12:29:24
+04'00'

Date Received by Flagler County

Thank you for expressing interest in being considered for an appointment to the Industrial Revenue Authority (IDA) by the Flagler County Board of County Commissioners. The Commissioners appreciate your willingness to serve your fellow residents in a voluntary capacity. Please Note: members of the Industrial Revenue Authority (IDA) are required to file personal Financial Disclosure Reports with the Florida Commission on Ethics once appointed. Further, members must abide by Sunshine and Public Records Laws and the Florida Code of Ethics as it pertains to IDA business.

NAME: Guy Rizzo
ADDRESS: 1 Monterey Circle
CITY: Ormond Beach STATE: FL ZIP: 32176
PHONE: (386) 383-0848 EMAIL: guy.rizzo@svn.com

I AM ☐ AM NOT ☒ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? Not a Flagler County Resident

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

- | | |
|---|---|
| <input type="checkbox"/> ATTORNEY AT LAW | <input type="checkbox"/> BUSINESS LEADER AT LARGE |
| <input type="checkbox"/> COMMERCIAL BANKER | <input type="checkbox"/> C.P.A. / FINANCIAL |
| <input checked="" type="checkbox"/> COMMERCIAL REAL ESTATE BROKER | <input type="checkbox"/> OTHER |

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS Michigan Builders License

Florida Real Estate License & Michigan Real Estate License

EDUCATIONAL BACKGROUND: Oakland University, Rochester, MI

PAST WORK EXPERIENCE: See Attached Resume

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: None

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: None

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Carl Lentz- SVN Alliance Managing Director (386) 566-3726
2. John Phillips-Flagler Chamber of Commerce President (386) 316-0738
3. Craig McKinney-Palm Coast Economic Development (386) 986-2471


YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA



PLEASE ATTACH A RESUME OR CURRICULUM VITAE (CV) WITH YOUR APPLICATION

All information provided will become a matter of public record and will be open to public inspection. If you require special accommodation because of a disability to participate in the application/selection process, you must notify the Board of County Commissioners in advance for reasonable accommodation. This application will be kept on file for one year, at which time you must notify the Board of County Commissioners of your intent to remain an active applicant and update your application accordingly or it will be removed from the active file.

I hereby authorize Flagler County or its representatives to verify all information provided and I further authorize the release of any information by those in possession of such information which may be requested by the County. I certify that all information provided herein is true and accurate to the best of my knowledge. I understand that a volunteer position provides for no compensation except that as may be provided by Florida Statutes or other enabling legislation, and that if appointed, I shall serve at the pleasure of the Flagler Board of County Commissioners.


Signature

05/06/2025
Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov



To whom it may concern,

As a commercial real estate advisor in industrial, office, and retail properties focusing on Flagler County, I understand the unique opportunities and challenges facing our region and am committed to driving strategic growth that benefits both businesses and the community.

Over the course of my career, I have facilitated site selection, leasing, and acquisition efforts over a wide range of asset classes, helping attract new investment and support job creation. My experience working with developers, investors, and municipal stakeholders has given me a deep appreciation for the critical role the Industrial Development Authority will play in shaping Flagler County's economic future. My true passion is industrial development, warehousing, and manufacturing and I'd be honored to contribute my expertise, collaborative spirit, and results-driven mindset to your mission.

In addition to my personal experience, you will benefit from the support and resources of the top-ranked commercial real estate firm in East Central Florida. SVN is a nationally recognized brand providing unparalleled reach and strategic relationships—including those that support international expansion into Flagler County.

Thank you for considering my application. I would welcome the opportunity to further discuss how my background aligns with the Authority's goals and how I can support its success.

Sincerely,

A handwritten signature in dark blue ink, appearing to read "Guy Rizzo". The signature is fluid and cursive, with a large, stylized initial "G".

Guy Rizzo

Guy R. Rizzo

Commercial Real Estate Broker #SL3622940

(386) 383-0848 • guy.rizzo@svn.com

PROFESSIONAL SUMMARY

Licensed Florida real estate professional with over 10 years of experience in commercial real estate sales and leasing, property management, investment and market analysis. Proven track record of successfully managing multi-million dollar portfolios, to include negotiating high-value purchases, sales, and leases. Strong ability to drive business through extensive market knowledge while being committed to delivering experienced strategic solutions that maximize ROI and wealth generation for clients.

RELEVANT PROFESSIONAL EXPERIENCE

SVN Alliance Commercial Real Estate, Ormond Beach, FL

2025-Present

Advisor

- Palm Coast-Flagler Regional Chamber of Commerce- Ambassador Committee
- Area of focus- Flagler County industrial, retail, and office; sales, leasing, and development.

GTR Companies, Mount Clemens, MI

2019-2024

Vice President

- Managed approximately 500,000 square feet of office, industrial, and retail space.
- Negotiated, structured, and closed 115,000 square feet of retail space achieving 95% occupancy.
- Successfully managed the design, marketing, and sales of a 500 unit manufactured housing community.
- Principal planner for new retail, office, and industrial space construction.
- Applied for and secured needed zoning changes, variances, and special land use approvals to advance commercial real estate development.

Manager of Commercial Operations

- Developed annual operating budgets resulting in 15% savings.
- Primary commercial property manager responsible for developing tenant acquisition and retention strategies to maximize income, resulting in millions of dollars of revenue per annum.
- Redesigned online presence resulting in increased brand recognition and the marketability and valuation of current commercial holdings.

Columbia Homes, Inc. Clinton Township, MI

2015-2018

New Construction Sales and Project Manager

- Promoted to manage residential construction sales, scheduling, and closings for two new residential communities.
- Developed job cost projections and residential home pricing to ensure efficiency and maximum profitability.
- Board member of the Mount Clemens Downtown Development Authority.

Sales Associate

- Sold new construction units in Windemere Farms and Hillcrest on the Park developments.
- Company representative on several Homeowner Association boards to conduct onsite troubleshooting and improve community relations.

EDUCATION

Oakland University-Rochester, MI

QUALIFICATIONS AND LICENSURE

Residential Builder License (MI)

License Real Estate Agent (MI, FL)

Pursuing Certified Commercial Investment Member Designation (CCIM)



Flagler County Board of County Commissioners Industrial Revenue Authority Application

Luci Dance

Digitally signed by Luci Dance
Date: 2025.05.14 11:16:57
-04'00'

Date Received by Flagler County

Thank you for expressing interest in being considered for an appointment to the Industrial Revenue Authority (IDA) by the Flagler County Board of County Commissioners. The Commissioners appreciate your willingness to serve your fellow residents in a voluntary capacity. Please Note: members of the Industrial Revenue Authority (IDA) are required to file personal Financial Disclosure Reports with the Florida Commission on Ethics once appointed. Further, members must abide by Sunshine and Public Records Laws and the Florida Code of Ethics as it pertains to IDA business.

NAME: Elizabeth Rizzo

ADDRESS: 1 Monterey Circle

CITY: Ormond Beach STATE: FL ZIP: 32176

PHONE: 386-453-0525 EMAIL: elizabeth.rizzo@svn.com

I AM ☐ AM NOT ☒ A REGISTERED VOTER IN FLAGLER COUNTY, FLORIDA.

HOW LONG HAVE YOU BEEN A LEGAL RESIDENT OF FLAGLER COUNTY? N/A

The Industrial Revenue Board will be comprised of five (5) members in the following professions. Please indicate your area of expertise.

☐

ATTORNEY AT LAW

☐

BUSINESS LEADER AT LARGE

☐

COMMERCIAL BANKER

☐

C.P.A. / FINANCIAL

☐

COMMERCIAL REAL ESTATE BROKER

☒

OTHER

LIST ALL ACTIVE PROFESSIONAL LICENSES & CERTIFICATIONS *Florida Real estate License

*Pursuing CCIM (Certified Commercial Investment Member)

EDUCATIONAL BACKGROUND: Bachelor of Arts, BA

PAST WORK EXPERIENCE: NHL Detroit Red Wings Account Executive

PLEASE LIST THE LOCATION & SIZE OF ALL PARCEL OF PROPERTY IN FLAGLER COUNTY OF WHICH YOU HAVE OWNERSHIP: N/A

PLEASE INDICATE ANY COMPANIES/INDUSTRIES DOING BUSINESS IN FLAGLER COUNTY IN WHICH YOU HAVE A FINANCIAL INTEREST: N/A

LIST THREE (3) PERSONAL OR PROFESSIONAL REFERENCES WITH PHONE NUMBERS:

1. Carl Lentz (386)-566-3726
2. John Phillips (386)-283-4884
3. Richard Gibbons (386)-383-0601

YOU MAY USE THIS SPACE TO LIST OTHER SKILLS THAT ARE RELEVANT TO THE IDA

Operating systems (Microsoft office, G-suite, Adobe, CRM), Data Analysis, Content Marketing, Website Management



PLEASE ATTACH A RESUME OR CURRICULUM VITAE (CV) WITH YOUR APPLICATION

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Signature

5/13/2025

Date

Return application:

By mail:

Flagler County Board of County Commissioners
Attn: Administration
1769 E. Moody Blvd, Building 2, Suite 302
Bunnell, FL 32110

By Email:

LDance@FlaglerCounty.gov



Thank you for taking the time to consider my application.

I've tailored my resume to showcase my achievements and experience in commercial real estate, specifically highlighting my time as a Broker. I believe this experience—combined with my entrepreneurial mindset and people-first approach—makes me a strong applicant when it comes to applying for a supporting role within the IDA rather than the "Commercial Real Estate Broker" category.

My background includes a rigorous liberal arts education and the discipline of a collegiate athletic career, which have shaped me into a detail-oriented, analytical thinker who thrives under pressure. My transition from my career in Professional sports to commercial real estate was driven by my passion for building relationships, solving complex challenges, and delivering results that make an impact in the community.

If it would be helpful, I'd be happy to share a more comprehensive version of my resume that highlights a broader range of skills and accomplishments.

I appreciate your consideration and hope you see the value I can bring to the Flagler County IDA. I look forward to the opportunity to discuss how I can contribute to your team.

Sincerely,

A handwritten signature in blue ink that reads "Elizabeth Rizzo".

Elizabeth Rizzo



ELIZABETH RIZZO

Commercial Broker

✉ elizabeth.rizzo@svn.com

☎ +386-453-0525

📍 1275 West Granada
Blvd #5b, Ormond
Beach, FL 32174

💻 svnalliance.com

EDUCATION

Bachelor Of Arts; Psychology
and Business Minor

College Of The Holy Cross

2018 - 2022

High School Diploma

Seabreeze

2014-2018

CERTIFICATIONS/ ORGANIZATIONS

- Florida Real Estate License
- Actively pursuing the CCIM
Certification (Certified
Commercial Investment
Member)
- Ambassador for Flagler
Chamber of Commerce

About Me

Elizabeth Rizzo is a dedicated commercial real estate advisor specializing in retail and industrial properties.

Working with partner with a seasoned industry professional with over a decade of experience, whom understand clients' unique needs and deliver tailored solutions making her a trusted resource in the Flagler county commercial real estate market.

WORK EXPERIENCE

Commercial Real Estate Advisor

SVN Alliance | 1275 West Granada Blvd #5b, Ormond
Beach, FL 32174

2025- Present

- Partnered with a seasoned professional
- Specializes in Flagler county commercial real estate and development.

NHL Account Executive

Ilitch Sports and Entertainment | 2645 Woodward Ave.
Detroit, MI

2023 - Aug 2024

- Top Producer in Sales Class
- Gained invaluable leadership skills

REFERENCES

Carl Lentz

SVN Alliance/ Broker

Phone: 386-566-3726

Email: carl.lentz@svn.com

Richard Gibbons

US ARMY/ Lieutenant Colonel

Phone: 386-383-0601

Email: gibbonsthuk@aol.com

John Phillips

Palm Coast-Flagler Regional Chamber of Commerce/ President

Phone: 386-283-4884

Email: john@pcfchamber.com