

Demetrios Maroosis

7 Evansville Pl, Palm Coast, FL

386-569-7137

Dear Mayor and City Council,

I am excited to submit my application to the Palm Coast City Council District 4 Seat. I have spent over half of my life living in Palm Coast, from middle school, to building our first home with my wife, and as of May this year, welcoming our first child, a beautiful baby girl. I am proud to call Palm Coast home, and am eager to contribute to the community I grew up in a meaningful way. I believe my healthcare, analytics, and leadership experience have fully equipped me to make a positive impact on the city where I will continue to grow my family.

As a Director at a healthcare company with an extensive multispecialty footprint, I have the experience to ensure Palm Coast has all of the necessary healthcare resources to support its fast growing population. I am the head of both the analytics and population health implementations of the Epic electronic health record at Florida Health Care Plans, where I am chair of multiple committees. I will be able to identify and close gaps in healthcare as the City of Palm Coast continues to expand its boundaries. In addition to having the requisite healthcare providers, I will support expanding the city in a way that encourages healthy living with high quality local food options, open spaces that promote activity, and a community that fosters connections that improve the total wellbeing of the citizens. I will continue to support our MedNexus initiative with our partners at UNF, my alma mater, to attract health care professionals in training to our community.

As an expert in analytics, I will drive data-driven decision making in Palm Coast to ensure efficient use of our citizens' tax dollars. In my career, I routinely participate in the decision making process by bringing arguments supported by data. I am experienced in making decisions grounded in solid data, identifying inefficiencies, and implementing solutions. On the City Council, I will listen to the needs of our city staff and rigorously evaluate budget requests with a focus on data and outcomes.

I have a long leadership history in both my career and my church family. I welcome the opportunity to do this for my local community as well. Part of being a leader is building the right team. As a director at my company, I put into practice a framework for hiring that first spells out what you want your new hire to do, then selects the candidate that has accomplishments that support those goals, as well as the skills that are required. One of the most important tasks the city has coming up is to hire a permanent city manager. On the Palm Coast City Council, I will treat this task with the seriousness it deserves. This decision can influence the city for decades, and I am dedicated to ensuring we find the right candidate for this critical role.

In closing, I promise to dedicate myself to serving this city with integrity, to the best of my abilities. It would be a great honor to serve the City of Palm Coast on the District 4 City Council seat. I greatly appreciate the opportunity to put myself forward for this position.

Sincerely,

Demetrios Maroosis



APPLICATION

Thank you for your interest in serving the City of Palm Coast. This application is for the remainder of Council Member Cathy Heigher's term, which will end after the November 2026 election.

Applications are due by September 11, 2024 by 5 P.M.

Your completion of this application is necessary so that the members of the City Council can thoroughly review each application as part of their consideration for the appointment of District 4.

Please be advised that background screening of all applicants is required.

PLEASE ATTACH A RÉSUMÉ

- * Applicants must reside in District 4, maintain residency in District 4 for the duration of appointment, and must reside in District 4 for at least 45 weeks in the year.
- * Council Members are required to file a Financial Disclosure with the City Clerk at the time of appointment and **ANNUALLY** thereafter with the Flagler County Supervisor of Elections.

CITY COUNCIL MEMBERS ARE SUBJECT TO THE SUNSHINE LAW AND PUBLIC RECORDS LAW.

1. PERSONAL

Name: Demetrios Maroosis E-mail address dsmaroosis@gmail.com

Residence Address: 7 Evansville Pl District # 4

City: Palm Coast State: FL Zip: 32164

Mailing Address (If Different from Residence): _____

Home Phone 386-569-7137 Business Phone: 386-676-7100 x4189

Date of Birth: 06/17/1995 Place of Birth: Murrieta, California

How long have you been a permanent resident of Palm Coast? 17 Years

Do you reside in District 4 for at least 45 weeks in the year? Yes No

What year did you become a continuous resident of the City of Palm Coast? 2007

List all places of residence for the last five years.

Address	City & State	From	To
7 Evansville Pl	Palm Coast, FL	7/2021	Current
10 Princess Mari Pl	Palm Coast, FL	8/2020	7/2021
8 Zanzibar Ct	Palm Coast, FL	2013	8/2020

Are you a registered voter in Flagler County? Yes No

Have you ever used or been known by any other legal name? Yes No

If yes, explain: _____

Are you a citizen of the United States? Yes No

If no, explain: _____

If you are a naturalized citizen of the United States, date of naturalization: _____

2. EMPLOYMENT HISTORY If retired, please list your previous occupation and employment history.

If retired, please list your occupation before retirement: _____

Occupation: Director of Analytics Current Employer: Florida Health Care Plans

Current Business Address: 2450 Mason Ave

Daytona Beach FL 32114 386-676-7100
City State Zip Phone #

List all of your employment history during the last five years. Include employers' name, business address, type of business, occupation, or job title and period(s) of employment.

Employer & Address	Type of Business	Occupational Title	Period of Employment
Florida Health Care Plans	Healthcare	Director of Analytics	9/2023 - Current
Florida Health Care Plans	Healthcare	Analytics Manager	1/2022 - 9/2023
Florida Health Care Plans	Healthcare	Business Information Analyst	5/2019 - 1/2022

Have you ever been employed by any state, district, or local governmental agency in Florida? Yes No
If yes, identify the position(s), the name(s) of the employing agency and the period of employment.

Position	Employee Agency	Period of Employment

3. EDUCATION

High School: Home school Year Graduated: 2013
Name & Location

List postsecondary educational institutions or programs attended:
Name & Location Dates Attended Certificate/Degrees Received

University of North Florida Spring 2016 - Fall 2017 B.S. Statistics, Minor Mathematics
Daytona State College Fall 2011 - Fall 2015 Associate of Arts

4. MILITARY SERVICE

Are you or have you ever been a member of the Armed Forces? Yes No

Date of Service: _____

Branch or Component: _____

Date and Type of Discharge: _____

5. INTEREST/ACTIVITIES/COMMUNITY AND/OR CIVIC INVOLVEMENT?

Are you currently or have you ever served on any City Volunteer Board or Committee? Yes No

If yes, which Board or Committee? _____

List any business, professional, occupational, civic, or fraternal organizations or community groups of which you have been a member during the past five (5) years.

Name of Organization(s)

The Chapel Church Council, Ormond Beach FL

6. QUALIFICATIONS FOR APPOINTMENT

State your experiences and interests or elements of your personal history that qualify you for this appointment.

As the head of an Analytics department at FHCP, I was appointed the chair of the Analytics and Population Health councils. In addition, I use an objective framework for hiring. At

The Chapel in Ormond Beach, I was appointed to the council where we manage the budget

Have you received any degree(s), professional certification(s), or designation(s) related to the subject matter of this appointment? If yes, list below: Yes No

My degree in Statistics enables me to make decisions for the City of Palm Coast with an expert level understanding of population growth and identifying process inefficiencies

Do you currently hold any office or position (appointive, civil service, or other) with any government entity? If yes, list below: Yes No

Have you ever been elected or appointed to any public office? If yes, list below: Yes No

<u>Office Title</u>	<u>Date of Election or Appointment</u>	<u>Term of Office</u>	<u>Level of Government</u>
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Have you or a business of which you have been an owner, officer, or employee, held any contractual or other direct dealings during the last four (4) years with City government, including the City of Palm Coast to which you have been appointed or are seeking appointment? Yes No If yes, explain below:

<u>Name of Business</u>	<u>Relationship to the Business</u>	<u>Business Relationship to Agency</u>
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Have you held or do you hold any occupational or professional licenses(s) in the State of Florida? Yes No If yes, provide the information below. If any disciplinary action (fine, probation, suspension, revocation, disbarment, etc.) has been taken against you by the issuing authority, state the type and date of this action.

<u>License/certificate Title & No.</u>	<u>Original Date of Issuance</u>	<u>Issuing Authority</u>	<u>Disciplinary Action/Date</u>
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How do you believe that your education, experience, talents, and skills will benefit the work of the City Council and are you willing to act as a decision maker and not as an advocate, as required by law?

My education in Statistics and career in analytics gives me a framework to make decisions
in a data-driven manner. I have an end-to-end knowledge of healthcare that will assist
in assessing healthcare needs at Palm Coast continues to grow. With experience in technology
implementations and managing budgets, I am confident in making decisions on project budgets

7. REFERENCES – Please list three references (business and/or personal)

Ronald Barnard, VP of Business Operations, Florida Health Care Plans, 386-490-6932
Name, Address & Telephone Number

Chase Wilson, VP Chief Actuary, Florida Health Care Plans, 386-316, 8845
Name, Address & Telephone Number

David Sharp, Senior Pastor, The Chapel, 386-569-9960
Name, Address & Telephone Number


8. ACKNOWLEDGMENT

If required by law, will you file a financial disclosure statement? Yes No

I understand the responsibilities associated with being a member of the City Council and that I am subject to financial disclosure laws and ex parte communications rules and that I will be subject to the Code of Ethics for Public Officers and Employees and City rules of conduct.

I certify that I have adequate time to serve if appointed and that I will serve in accordance with the requirements of the City Council to which I am appointed.

Further, by executing this application below, I am authorizing City staff to perform a personal background screening, which shall include a general criminal records check and other checks relative to City Council for which I am applying.



Signature

9/10/24

Date

RETURN TO: City Clerk’s Office
City of Palm Coast
160 Lake Avenue
Palm Coast, Florida 32164

PHONE: 386-986-3713
FAX: 386-986-3714
EMAIL: kcook@palmcoastgov.com
WEBSITE: www.palmcoastgov.com

ALL CITY COUNCIL MEMBERS ARE SUBJECT TO THE SUNSHINE LAW AND PUBLIC RECORDS LAW.

***SUNSHINE LAW:** The primary purpose of Government in the Sunshine Law is to assure public access to the decision-making processes of public boards and commissions. The Sunshine Law extends to discussions and deliberations as well as to formal actions taken by boards and commissions.

DEMETRIOS MAROOSIS

Palm Coast, FL | (386)-569-7137 | dsmaroosis@gmail.com

Analytics leader with experience in building a team and taking charge of reporting and population health implementations for the Epic EHR. Extensive experience in assisting in decision making and process analysis by using analytics tools to share data in a clear and concise way. Experience in managing a budget at my local church on the council.

EDUCATION University of North Florida (Spring 2016-Fall 2017)

- Bachelor of Science in Statistics
- Minor in Mathematics

Daytona State College (Fall 2011-Fall 2015)

- Associate of Arts

RELEVANT FULL TIME EXPERIENCE Florida Health Care Plans

Director of Analytics - Daytona Beach, FL (September 2023 - Present)

- Lead of business analytics for the organization
- Responsible for monthly process for building insured group reporting
- Manages data warehouse in SQL Server
- Synthesizes report requests and delegates or assigns tasks to myself as needed
- Responsible for reporting portal on a Power BI Report Server instance
- Head of Cogito (reporting) and Healthy Planet (population health) application implementations for the Epic EHR
- Transitioned post-visit and insurance NPS survey lists and reporting from SurveyMonkey to Qualtrics
- Implemented new weekly goal process for the analytics team

Analytics Manager - Daytona Beach, FL (January 2022-September 2023)

- Manager responsible for the FHCP Analytics team, including the reporting portal used by the entire company
- Hires, mentors, and assigns work to data analysts
- Maintains analyst output as defined in the Business Information Analyst role

Business Information Analyst - Holly Hill, FL (May 2019-December 2021)

- Gathers requirements, compiles data, builds visualizations, and gives analysis for business problems for several departments across the company, including: quality, risk adjustment, practice management, claims, wellness and enrollment
- Assists new hires in acclimating to the data warehouse and the Power BI Report Server
- Documents processes, meetings, and other general information in order to centralize and easily disseminate knowledge
- Created COVID-19 reporting suite for tracking cases, vaccinations, and patients eligible for vaccination for calling
- Built API integration with Workfront in order to more effectively update tickets and track work output
- Built Power BI dashboard to visualize most common keywords in member survey feedback, allowing the company to take action on the greatest areas of opportunity
- Built Power BI dashboard to visualize trends in medical practice volume for all company owned facilities
- Identified over \$3mm in incorrectly paid claims, using CMS's MUE list
- Migrated SSRS reports from SSRS 2012 to an on-premises instance of Power BI Report Server
- Gathers data for reporting to NCQA and other regulatory agencies
- Manages Power BI Report Server instance, adding new KPIs and adjusting user permissions
- Converts several SAS processes into automatable SQL Server stored procedures

Luav, LLC / Digital Media Solutions (February 2018-May 2019)

Data Analyst and Software Engineer / Data Scientist - Remote

Transitioned to Digital Media Solutions after company acquisition, given title of Data Scientist

- Deployed Tableau Server instance and creates insightful worksheets with complex SQL data models
- Developed an account system for returning users, and performed analysis on the revenue generated from these users
- Devised, performed, and supervised A/B tests on both user flow and experience changes in order to optimize revenue per user
- Used ETLs to centralize revenue and cost metrics from several different databases into MySQL tables and built visualizations from the data using Pentaho
- Used JSON, XML, and form encoded API's to implement data feeds with several partners
- Developed web applications on both the back end and front end of financial services marketing site

Luav, LLC (September 2012-August 2015)

Intern Developer and Data Analyst - Remote

- Developer responsible for work on user interface design, back-end scripting, and reporting
- Extracted information from SQL database for use in conversion tests such as A/B tests
- Implemented new responsive website design, increasing conversions by 20%

ADDITIONAL EXPERIENCE

Church Council, The Chapel, Ormond Beach, FL (January 2023 - Current)

- Fully participates in the budget process for the year
- Consults and advises the senior pastor and fellow council members

IT Consulting Client - Healthcare (March 2021-July 2023)

Data Scientist

- Built model in order to predict overutilization of a particular drug class
- Building model to predict patient retention in a clinic
- Uses an XGBoost model in a Python/Keras framework

Confidential Litigation (September 2020-November 2020)

Data Expert

- Performed a day-long inspection of a database and reporting platform
- Extracted data from a MySQL database in order to build KPI's and support the claimant's case

TECHNICAL SKILLS

- Extracts, analyzes, and visualizes data with SSRS, Power BI, Tableau, and Excel
- Proficient in SQL (MySQL, PostgreSQL, SQL Server), PHP, Python, and SAS
- Experience building predictive models using SAS and TensorFlow / Keras
- Microsoft Office