

Beau Falgout

January 5, 2019

City of Palm Coast
160 Lake Avenue
Palm Coast, FL 32164

Dear City of Palm Coast:

I am writing to express my interest and to apply for the City Manager. I am excited about continuing to work in a dynamic, growing, and innovative organization and City. Palm Coast is not only the place where I have grown professionally, but also a community that my family calls home. I look forward to working with the dedicated team of elected officials, stakeholders, citizens, partners, and staff at the City of Palm Coast to move important priorities and projects forward.

For the past 12 years, I have gained a broad variety of experience in many aspects of municipal operations at the City of Palm Coast. During that time, I have been recognized as a creative and effective leader garnering multiple promotions. I am currently the Interim City Manager and most recently served as the Assistant City Manager. I am proud to lead a premier municipal organization comprised of 9 departments, with 450 full-time, 4 part-time, and 70 seasonal/temporary employees with a budget of \$143.7 million. I believe my experience at the City of Palm Coast sets me apart from other candidates, since I am familiar with the community, organization, and City Councils' goals and objectives.

I have managed complex projects in a team environment and delivered results that exceed expectations. I have managed a wide variety of teams and projects over my career, from leading the \$10 million City Hall project to leading improvements to the City's purchasing and contract management processes that included transition to 100% paperless bidding and contract execution. I managed the State Road 100 Corridor Community Redevelopment Agency with an annual work plan of \$5.4 million while managing the City's multiple housing programs. I served as the Deputy Incident Commander in two major Hurricanes in one year (Hurricane Matthew and Hurricane Irma) and was fully involved in the response and recovery. I believe these examples and my resume show the breadth of my experience.

More importantly, I am dedicated to serving the City of Palm Coast, its citizens, and City staff. As Interim City Manager, I am already leading the team of dedicated staff members in moving the important City Council priorities and projects forward, which are outlined in the candidate profile. I believe my qualifications and experience make me the leading candidate for this opportunity. I look forward to speaking with you about this position further. Thank you for your time and consideration.

Sincerely,

Beau Falgout

Beau Falgout

Palm Coast, FL 32164

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www.linkedin.com/in/bfalgout

Cell: [REDACTED]

Recognized as a creative and effective leader in multifaceted public sector environments with a variety of stakeholders and challenges. Consistently recognized for an ability to manage teams and complex projects in a team environment and meet or exceed expectations.

Areas of Expertise

*Public Administration
Project Management
Community Development*

*Business Assistance
Employee Development
Housing Programs and Policy*

*Policy Development & Analysis
Media Relations
Legislative Affairs*

Professional Experience

CITY OF PALM COAST — Palm Coast, FL

2/2007 to Present

Palm Coast is a city with a population of 86,516 covering approximately 95 square miles. It is located in Northeast Florida on the Intracoastal Waterway between St. Augustine and Daytona Beach. Palm Coast is a full service City with annual budget of \$156 million. Of note, the City was the fastest growing metropolitan area in the United States from 2000-2010.

Interim City Manager, 9/2018 - Present

Assistant City Manager, 2/2018 - Present

Interim Information Technology Director, 7/2018 – 9/2018

Administrative Services & Economic Development Director, 5/2016 – Present

City Administration Coordinator, 3/2014 to 5/2016

Senior Economic Development Planner, 7/2010 to 3/2014

Senior Planner, 7/2007 to 7/2010

Planner, 2/2007-7/2007

Selected Contributions:

- Named Interim City Manager after the termination of the previous City Manager. Lead a premier City organization comprised of 9 departments, with 450 full-time, 4 part-time, and 70 seasonal/temporary employees with a budget of \$143.7 million.
- As Assistant City Manager, acted as the City Manager in their absence to ensure appropriate coverage of important administrative functions.
- Manage and coordinate complex administrative projects that cross departmental functional responsibilities and/or issues that involve other governmental entities in conjunction with the City Manager and the City Attorney.
- Lead and manage the Administrative Services & Economic Development Department with the functional divisions of the City Clerk, Communications & Marketing, Central Services (Budget, Purchasing, Contract Management), and Innovation and Economic Growth. Department has staffing of 12 full-time employees, an annual operating budget of \$1.9 million, with total budget responsibility of \$13.8 million.
- Served as the Deputy Incident Commander in emergency events. Assisted in managing the City's response and recovery to two major Hurricanes in one year (Hurricane Matthew and Hurricane Irma).
- Consistent presenter to City Council of major policy and project initiatives, especially those involving multiple City departments or other governmental agencies. Developed and guided over 170 agenda items for City Council consideration.
- Created and presented to City Council the plan to build City Hall in the City's new downtown using existing funding sources. In addition, while the City Hall was under construction, negotiated a lease extension with the current landlord by outlining and exploring alternative solutions.
- Led improvements to the City's purchasing and contract management processes that included transition to 100% paperless bidding and contract execution.
- Led a cross-departmental Economic Development Team to develop a City strategic economic development plan, entitled "Prosperity 2021," and implement identified projects. Since development, the local economy's

unemployment rate has dropped from 15.7% in 2010 to 6.1% in 2015. In addition, taxable sales in Palm Coast have risen 28% and bed tax collections have risen 45% during that same period.

- Served as the point person for all economic development projects within the City, including negotiation and management of all economic incentive agreements. Championed the estimated \$40 million Island Walk Redevelopment project and negotiated incentives to ensure this important project moved forward.
- Led the negotiations for the annexation and master planning for over 12,000 acres, consisting of two major projects: Neoga Lakes and Old Brick Township.
- Spearheaded the creation of Airport Area Master Plan, an award winning multi-jurisdictional plan to foster economic development in and around the Flagler Executive Airport.
- Established the City's Business Assistance Center (BAC) through a partnership with the Small Business Development Center at the University of Central Florida to assist existing businesses. Since the BAC was established, the BAC has generated over \$26 million in economic impact to the local economy.
- Advocated for relocating and expanding businesses engaged in the City's various regulatory processes.
- Led a cross-departmental team to develop and launch a new employee development and training program. Through an annual survey, employees express a 76% satisfaction rate with employee development and training.
- Managed the SR 100 Community Redevelopment Agency, led a consultant team to update the Master Redevelopment Plan, helped to secure \$4 million in bond financing, implemented the annual work plan with a budget of \$5.4 million, and acquired numerous private properties for future redevelopment.
- Promoted City interests to both state and federal legislative delegations and lobbyists. Facilitated departments in applying for grants in excess of \$40 million with over \$7 million being awarded.
- Established the City's housing programs, including the Neighborhood Stabilization Program 1 and 3, a Small Cities Community Development Block Grant (CDBG), and the Entitlement CDBG Program. The total grant funding for these programs exceeds \$5 million.
- Frequent and professional interaction with media including television, radio, and newspaper on high profile policy and project initiatives.

ST. JOHNS RIVER WATER MANAGEMENT DISTRICT — Palatka, FL 2/2004 to 1/2007

Independent Planning Consultant, 12/2005 to 1/2007

Policy Analyst Intern, 2/2004 to 12/2005

Selected as an outside self-employed consultant in order to provide technical assistance to local governments after working as an intern. Created technical assistance documents for local governments to use in complying with the updated legislative requirements for linking land use and water supply planning. Completed comprehensive plan and development of regional impact reviews and drafted comment letters.

Education and Training

UNIVERSITY OF FLORIDA — Gainesville, FL

Master of Urban and Regional Planning, all completed except thesis

Bachelor of Science in Business Administration, degree awarded 7/2003

Professional Associations and Continuing Education

American Planning Association Member, member since 2007

Federal Emergency Management Agency

National Incident Management Systems, ICS-100, ICS-200, IS-700

Florida Planning Association, member since 2007

International Economic Development Council, member since 2015

Economic Development Marketing & Attraction Course, 6/2013

Business Retention & Expansion Course, 11/2012

Economic Development Credit Analysis Course, 7/2011

Real Estate Development & Reuse Course, 11/2010

Basic Economic Development Course, 11/2009

International City/County Management Association, member since 2015

Published in PM Magazine, September 2018, *Change the Perception of Local Government*

Florida City/County Management Association, member since 2018

Member, 3/2018 to Present

I have taught the following courses: **Human Resources Management, Principle of Business Administration, Business Law, Introduction to Public Administration, Public Finance and Budgeting, Marketing Management, Seminar in Business Management, Organization Theory and Behavior, Governmental employer-Employee Relations, Urban Administration & Social Change, Comparative Public Administration, Public Policy Analysis, Management of State and Local government, Intergovernmental Relations in the United States, Federal Corporation Income Tax, Entrepreneurial Studies, Principle of Marketing, Labor Relations, Business Government and Society, Organization Behavior and Development, Continuous Quality Management, International Management, Information Management System, Organization Theory, and Strategic Management.**

I have proven skills and experience in Membership development, Strategic Planning & implementation, Marketing, Public Relations, Financial Development, Board Development, Staff Development, Program Development, Major Gift, Marketing, Annual & Capital Campaign, Hospital Partnership Collaboration and Facility Management.

I have run successfully Annual Campaigns and secured funds (\$125,000 for DCYMCA in 1999 and 2000). The Capital Campaign I ran raised over \$725,000.00 from July 2000 to December 2000. I am a mission driven experienced Executive Director that model character values.

As ambassador for the mission and vision of life my most significant accomplishment was completing a PhD, Doctor of Philosophy with a major in Education on June 28, 2000 and at the same time originating a start up YMCA Association to charter status in five months as CEO.

I can be the your eyes and ears for that team player you are looking for to get the job done. I am considered by others to be articulate, motivating, decisive, organized, role model and visionary.

In the Southampton Roads Metro (\$22 Million Y) I started my career with the YMCA in December 1995. I received operational experience with multiple facilities throughout the city, extensive multi-site childcare program, youth sports, Aquatics, Before & after Care, Pre-School, Fitness, Aerobics, Dance, Judo, Summer Camp and Fund-raising Annual Campaign. I have as a Director and CEO recruited members to the Board, Mentored Board Development, proved record of successful membership growth

in Southampton Roads (Effingham Branch in a community of 100,000 people) and Executive recruitment. I gained extensive experience in capital campaigns there, (\$850,000.00 Renovation Addition completed in 1997) and with the multi-million dollar capital campaign at the Dillon County YMCA.

I served from 1968 - 1995 in other Senior Operations positions. The Senior Operations experience was in the functional areas of (Marketing, Customer Service, Finance & Accounting, Fiscal Management of Equipment, Vehicles, Property and Lodging Management, Planning, Public Relations & Staffing) while serving with the Active Army and Army Reserve, The Postal Service and as an Associate Professor teaching at colleges in Public and Business Administration with a Budget responsibility of 100.0 millions dollars. (Army Major, Reserve retired)

On December 21, 1983 I received official recognition for Negotiating Leadership from Reverend O'Clee Lewis, Antioch Baptist Church, Goldsboro, NC, for raising successfully \$600,000.00 while serving as Financial Chairman. The deed to Antioch Baptist Church was burned on April 2, 1995 at a 1.2 million-dollar value with a celebration.

I use my people skills in the community to establish partnerships. I enjoy developing relationships and work well with the Board, Staff, Volunteer, Member and Participants. My opinion were valued by the Board, Staff and Employees. I am committed because of the passion I have for people, instructing young men, women and the gratification one receives out weights the money you receive for salary. My hobby are sharing my time with people teaching, listening, reading, playing golf when time permit, raising flowers, surf fishing and restoring old cars when I can find one.

Today I am available for a personal interview. My home number is 352-787-2196 and cell number is 352-255-3317. Please leave a message on my answer machine.

Sincerely,

Bobby J. Parker, Ph.D
9910 Canterbury Drive
Leesburg, Florida 34788