



**Flagler County Board of County Commissioners**  
**General Application for Volunteer Advisory Boards and Committees**

Please Return to: Christie Mayer, CPS/CAP  
1769 E. Moody Blvd., Building 2, Suite 302, Bunnell, FL 32110  
fax: (386) 313-4101; phone (386) 313-4094 ♦ email: [cmayer@flaglercounty.org](mailto:cmayer@flaglercounty.org)

Name: Paul Manning Date: Oct. 14, 2011

Mailing Address: 7 Flintstone Ct. Palm Coast, FL 32137

Physical Address: \_\_\_\_\_

County of Residence: Flagler Voter ID: \_\_\_\_\_

Home Phone: 386.597.2002 Cell Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: PFMVenture@aol.com Years in Flagler: 3 part-time now full time

Advisory Boards or Committees Applying For: E.O.A.C. -  
france category

Describe your training and / or experience that would make you a good fit for this position: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_ Bio. previously Submitted \_\_\_\_\_

\_\_\_\_\_

Education: \_\_\_\_\_

Business (name & type): \_\_\_\_\_

Business Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Position: \_\_\_\_\_

Professional Organizations: \_\_\_\_\_

Have you ever served on a Flagler County appointed board or committee?

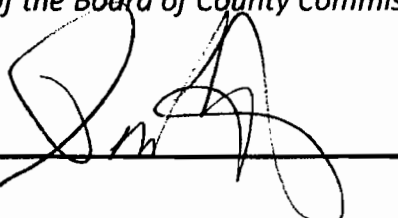
YES \_\_\_\_\_ NO X If so, please identify those on which you have served.

Advisory Board / Committee	Dates Served
_____	_____
_____	_____
_____	_____

References may be secured from the following individuals:

1. Name: Perry Troina Phone: 386.445.3715
2. Name: Jeanne & Jeff Rafter Phone: 386.447.2940
3. Name: Sig Mosley/Imlay Investments e-mail ismosley@imlay.net
4. Name: C. Meade Sutterfield e-mail meade@sutterfield.net

*If appointed, I will attend meetings in accordance with the adopted policies of Flagler County. If at any time my business or professional interests conflict with the interests of the advisory board or committee, I will not participate in such deliberations. I understand that if appointed, I will serve at the pleasure of the Board of County Commissioners.*

Paul Manning  
Signature of Applicant 

**Paul F. Manning**  
Biographical Summary  
[pfmventure@aol.com](mailto:pfmventure@aol.com)

7 Flintstone Ct.  
Palm Coast, FL 32137  
386.597.2002

B-201 Links North  
Ponce Inlet, FL 32127  
678.697.8258

### **Professional**

- Formerly, as Co-Managing Partner of Oconee Ventures Capital Fund I, LLC (the “Fund”) Mr. Manning participated in the evaluation and selection of Angel round private equity investments. The Fund’s objective is long-term capital appreciation from venture investments in start-up technology companies. Of the Fund’s eight portfolio companies, three failed to achieve viability; four were acquired for cash and or stock; and one, Overture Networks ([overturenetworks.com](http://overturenetworks.com)) remains a stand-alone operating company.
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- Mr. Manning directed the funding, development, operation and eventual sale for cash of an 81 room limited service franchised hotel on Lake Oconee, Eatonton, GA ([thelodgeonlakeoconee.com](http://thelodgeonlakeoconee.com)). Unique for properties of this type, the Hotel featured guest suites overlooking the Lake and amenity features that propelled the Property to an Overall Guest Satisfaction Rating (OGSR) of 96.05%, ranking the Property 28<sup>th</sup> out of 634 properties in the Brand and 67<sup>th</sup> out of 2,667 properties in the System just prior to the sale.
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- As Co-Founder, Mr. Manning served as a Director and Officer of Wireless Cable of Florida, Inc. SWCC., and Digital Wireless Cable, Inc. During a seven year period Mr. Manning assembled wireless cable channels covering nearly one million homes in Ft. Pierce, Sarasota, Pensacola, and Tallahassee, Florida and Savannah, Georgia.
  - He has acquired and sold various Licenses and Markets and led or participated in negotiations with Wireless Broadcasting Systems of America, Suncoast Communications, Videotron, Wireless One, ATI, Ruralvision/Heartland, Peoples Choice TV, and other public and private wireless cable companies including an Oppenhiemer & Co. led IPO between Wireless Cable of Florida and National Telsat which failed to come to market.
  - He has raised equity and debt from high net worth individuals including Imlay Investments and others in multiple rounds.
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- Mr. Manning served in the positions of Secretary and Treasurer, Chief Financial Officer, Vice-President and ultimately President of Johnson Communications Corporation (JCC) from 1988 to 1993. JCC was ranked fifth in the Specialized Mobile Radio (SMR) Industry with operations in Atlanta, Tampa, Miami, Orlando and Memphis, four of the top fifteen SMR markets in the country.
  - JCC experienced rapid expansion during Mr. Manning’s tenure through a series of acquisitions including selected E.F. Johnson, Co. branch locations. Integral to the expansion were equity funding rounds with Noro-Mosley, Battery Ventures and Inter-West venture capital funds and the placement of a senior debt facility with C&S Bank, a regional communications lender headquartered in Atlanta.

- Mr. Manning was intimately involved with the development and implementation of JCC's market consolidation and ESMR strategy. He participated in negotiations with American Mobile Systems/TCI, Comcast, Dialpage, Nextel and The Southern Company. He was the lead negotiator in the ultimate sale of JCC to Transit Communications/Nextel.
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- For seven years Mr. Manning held positions of progressive responsibility with Storer Cable Communications, Inc., then the nation's third largest cable operator, including corporate staff and regional positions culminating with Regional Vice-President of Administration and Finance. He directed accounting, finance, and administrative matters for the region headquarters in Atlanta comprised of operating systems in Missouri, Arkansas, Florida, Alabama, Georgia and South Carolina consisting of 535,000 subscribers and revenues in excess of \$128 million.
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- Mr. Manning was General Partner for Rocktel Associates, a partnership formed to participate in the Federal Communication Commission (FCC) Rural Statistical Area (RSA) cellular license lottery.
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- Mr. Manning served as the senior financial officer for Striker Yachts, the builder of diesel/aluminum sport fishing vessels.
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### **Key qualifications**

- Creative, entrepreneurial skills
  - Decision maker, effective leader
  - Proven track record in high growth, fast paced industries of cable TV, wireless cable, mobile communications and private equity
  - Senior manager in decentralized organizations ranging to 1,000 employees
  - Negotiator of vendor, third party, acquisition and divestiture contracts
  - Effective communicator with investors, directors, senior managers, clients and subordinates
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### **Education**

- Bachelor of Science, Canisius College – Buffalo, New York, 1969
  - MBA, Nova Southeastern University – Ft. Lauderdale, Florida, 1984
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### **Personal**

- Mr. Manning resides in Ponce Inlet, FL and Palm Coast, FL with his wife Debra and their three children.