

Thomas J. Willi
1023 Lagoon Drive
Summerland Key, FL 33042
305-744-9958 home * 305-395-9869 cellular
thomas-willi@hotmail.com

December 29, 2009

Jack Green, Interim Town Manager

Town of Fort Myers Beach

RE: Interim Town Manager

Dear Mr. Green,

I recently became aware of this interim opportunity in Fort Myers Beach and would like to be considered for the position of Town Manager.

I truly enjoy helping people and our communities realize their full potential and would be interested in the unique and numerous challenges this position brings.

My past government experience, along with my private development and construction industry experience make me uniquely suited for the role of Manalapan Town Manager. I have a strong record of accomplishment with 17+ years of local government experience. I have significant experience in the areas of building, planning and zoning as well as emergency management. I have lobbied successfully for funding at local, state, and federal levels on behalf of city and county governments.

As a manager with local CEO experience, I am familiar with the issues affecting our economy, our workforce, and the constituency served by Florida's local governments. I am aware of the present and future challenges local governments face as service providers. I think I would be a good fit in this particular position and could serve the Town well. I am excited about the opportunity.

I am available for interview at your convenience.

Thank you for your consideration,

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Interim Town Manager
Strategic Management, Continuous Improvement, Policy Implementation

PROFILE & VALUE

Transformational leader - Effective at bringing cultural change throughout the organization. Practices constant improvement and utilizes benchmarking to measure performance and set organizational goals. Task-driven focus while maintaining a big picture perspective.

Effective and accountable in high-profile roles - Overcomes complex challenges and makes decisions using experience-backed judgment and integrity. Problem-solver who constantly seeks stakeholder input.

Strong orientation in operations and strategy – hands-on experience in high-level operational initiatives in infrastructure development, funding and legal strategies, reorganization and process reengineering. Practices MBWA

Respects and leverages human resources – Strong proponent of empowerment and accountability. Respected as a mentor and leader of professionals. Lives and breathes corporate culture, leading by example. Utilizes cross-functional teams for day-to-day operational issues as well as special projects.
Strong work ethic and irreproachable integrity.

QUALIFICATIONS & EXPERTISE

Visionary, Strategic, Execution & Leadership

Performance Improvement

Capitalization Strategies

Due Diligence & Negotiation

Financial & Legal Transactions

Risk Management

Cost Analysis, Reduction & Control

Growth Management & Business

Development

Quality & Continuous Improvement

Stakeholder & Board Relations

Product Development & Rollout

Recruitment & Retention

Emergency Management

Strong executive level manager seeks rewarding manager position where my diverse skill set is utilized for the benefit of the community and the advancement of my career.

PROFESSIONAL EXPERIENCE

New Ventures, LLC

Development Consulting Firm

Primary force behind development of client base, marketing program, and business structure
Assist clients with growth management initiatives relative to infrastructure development and investment property. Negotiate with regulatory agencies (local, state and federal) to secure funding, project approval and provide input on pending legislation affecting client goals.

2008 to Present

County Administrator – Monroe County, FL

2004 – 2008

CEO of full-service county government

- Quickly overcame the negative financial and operational impacts from three hurricanes in one fiscal year – county response was a “model to follow” according to state EM officials
- Successfully negotiated collective bargaining labor agreements with multiple unions over successive years
- Through delegation and proper oversight, implemented a number of Board of Director initiatives including the establishment of an emergency air trauma helicopter program
- Proven ability to work cooperatively with members of the public, staff and employee unions, volunteers, and board of directors in the promulgation of legislation and board and administrative policy
- Coordinated legislative efforts at the federal, state, and local level. Worked to secured 50+ million dollars of federal and state funding as well as favorable legislative outcomes
- Successfully designed, constructed and funded \$60 million dollars of capital improvements
- Full responsibility for annual operating and capital budgets to \$389 million (\$55 million capital)
- Staff oversight experience of 550+ employees spread out over 100+ linear miles (professional, technical and administrative employees)

Town Manager – Town of Davie, FL

1998 – 2004

CEO of full-service city government

- Successfully negotiated the purchase of 110 acres of land utilizing state and private financing and grants
- Coordinated the design, funding and installation of the largest storm water utility project in the city’s history
- Full responsibility for annual operating and capital budgets to \$93 million (\$22 million capital)
- Staff oversight of 840+ employees offering full municipal services

Division Director/Building Official – City of Hallandale, FL

1995 – 1998

Assistant Director Growth Management

- Responsible for the issuance of development approvals, building permits and code enforcement
- Coordinated major redevelopment agreements and assisted in the development of land development regulations
- Staff oversight of 16

EDUCATION

B.S., Professional Management – Nova Southeastern University
A.S., Business Administration and Management - Palm Beach College

REFERENCES

Mario DiGenarro
Monroe County BOCC
9400 Overseas Hwy, Suite 210
Marathon, FL 33050
305-289-6000 office

Ken Cohen
10800 SW 30 Place
Davie, FL 33328
954-452-9050

William Owens
3019 Dunlin Road
Delray Beach, FL 33444
954-415-0079