



# APPLICATION FOR APPOINTMENT COUNTY BOARDS, COMMITTEES, TASK FORCES

◆ **PLEASE PRINT** ◆

## NEIGHBORHOOD ADVISORY COMMITTEE

☐ Golden Gate  
☒ Old Palm City

☐ Hobe Sound  
☐ Port Salerno

☐ Jensen Beach  
☐ Rio

### Type of Member check all that apply:

- ☒ A resident of the respective Community Redevelopment Agency (CRA), as evidenced by being a registered voter in the respective CRA for at least one year, or may 2011
- ☐ A resident of Martin County, as evidenced by being a registered voter in Martin County for at least one year, who is also a business owner of a business located within the respective CRA; or
- ☐ A resident of Martin County, as evidenced by being a registered voter in Martin County for at least two years, who is also a senior manager of a business located within the respective CRA; or
- ☐ A resident of Martin County, as evidenced by being a registered voter in Martin County for at least one year, who also owns real property within a half mile of the respective CRA.

☐ If a business owner/senior manager - **name & physical address of business:** \_\_\_\_\_

☐ If a resident of Martin County owning real property within a half mile of the respective the CRA – **physical address of property other than your residence:** \_\_\_\_\_

Check One: ☒ Mr. ☐ Mrs. ☐ Ms. ☐ Miss ☐ Dr.

Name: Mark Palazzo

**Incumbent**

**RECEIVED**

By dgordon at 7:17 am, Jul 25, 2018

Residence Address: 3029 SW Cornell Ave, Palm City, FL 34990

Street/City/Zip Code

Mailing Address: \_\_\_\_\_

(if different)

Street/City/Zip Code

Commission District in which you reside: 5 5<sup>th</sup> Staff will complete.

Are you available year round to attend meetings? ☒ yes ☐ no If no, what months are you available?

Telephone numbers: daytime: 600-5701 alternate: 210-2642 alternate: 770 331-2915

~Area Codes are considered 772 unless you note otherwise.

EMAIL: map.palazzo@gmail.com

Have you ever pled guilty or "no contest" to a crime, been convicted of a crime, had adjudication withheld, prosecution deferred, been placed on probation, received a suspended sentence or forfeited bail in connection with any offense (except minor traffic violations)? Please show all convictions, including driving while intoxicated (DUI) convictions. ☐ yes ☒ no If yes, please provide the following information:

→ CONTINUED →

TYPE OF OFFENSE	DATE	PLACE (City, State)	SENTENCE OR FINE

A conviction record does not necessarily disqualify you for consideration. Factors such as age at time of offense, nature of violation, and rehabilitation will be considered.

The Martin County Board of County Commissioners retains the right to remove, at will, any appointee to a Board or Committee with or without cause.

**EDUCATION/EXPERIENCE:** A resume is recommended to be attached containing this and any other information that would be helpful to the Board in evaluating your application. Resume or letter of qualifications attached? ☒ yes ☐ no

Education: MBA, Georgia State University

Employment Experience: See resume

Other experience you feel would be helpful to the Board in making this appointment: Local business owner - METCo - Marine Electronics of the Treasure Coast

Community Experience and Affiliations: OPN NAC, Martin County CRA Board

TC Hospice BOD, Stuart Sailfish Club, BOD

Other County Boards/Committees/Task Forces on which you have served: Martin County CRA

Do you or any member of your immediate family work for Martin County or hold a position that might conflict with your duties for this Board/Committee/Task Force? If yes, please explain: NO

**REFERENCES:** Please list two references:


Ed Campi, Martin Cty BOCC

Susan Korres, Martin Cty OCD

- Applicants may be required by State Law and County Ordinance to file a Financial Disclosure Statement as part of the appointment process.
- Under penalties of perjury, I declare that I have read the foregoing and that the facts stated in it are true. (Pursuant to Section 92.525 Florida Statutes, falsifying this application is a Third Degree Felony punishable by up to five years imprisonment and up to a \$5,000 fine.)
- Florida law prohibits an advisory board member from doing business with its agency (the County). Section 112.313(3) and (7), Fla. Stat.

⇒ Signature: 

Date: 7/24/18

Applications must be filed with Martin County Administration, 2401 SE Monterey Road, Stuart, Florida 34996 by Friday, July 27, 2018. All information submitted becomes public record. If you have any questions, please call (772) 221-1352 or send email to [dgordon@martin.fl.us](mailto:dgordon@martin.fl.us). ALSO, please submit a photo of yourself with your application. 

**Mark Palazzo**  
(772) 210-2642  
[map.palazzo@gmail.com](mailto:map.palazzo@gmail.com)  
[www.linkedin.com/in/markapalazzo](http://www.linkedin.com/in/markapalazzo)

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Passionate and innovative Global Business Leader who excels at building and leading high-performing and collaborative teams, delivering consistent financial results, superior customer satisfaction, expansion of market share and operational excellence.

### **Leadership Competencies**

- |                              |                           |                       |
|------------------------------|---------------------------|-----------------------|
| • Leadership                 | • Business Strategy       | • Global Experience   |
| • Collaboration              | • Problem Solving         | • Team Building       |
| • Execution                  | • Accountability          | • Results Oriented    |
| • P&L Management             | • Innovation              | • Disruption          |
| • Organizational Development | • Acquisition Integration | • Employee Engagement |

### **Professional Work Experience**

**TechCXO, LLC.** (Atlanta, GA / Stuart, FL)  
**Partner, Operations and Strategy**

(2014 - 2016)

Partner in the Operations and Strategy practice focused on assisting companies, from early stage startups to mid-market, growth stage and turn-arounds, achieve their operational, growth and profitability goals. Can engage as either an interim or fractional COO / CEO / CRO, driving the development of business strategy, operational process improvement, cost reductions, product strategy, business restructuring and transaction services. Engages with boards, founders, CEO's and investors to provide advisory services and strategic analysis.

**Cisco Systems, Inc.** (San Jose, CA)  
**Scientific-Atlanta, Inc.** (Acquired by Cisco in 2006)

(2006 - 2014)  
(1993 - 2006)

**Vice President, General Manager CABU** (Cisco)

(2008 - 2014)

VP, GM with full P&L responsibility for the 3 global product lines that comprise the Cable Access Business Unit, generating over \$1.4B in annual revenue. Lead global R&D, product management and marketing functions while collaborating with manufacturing operations, procurement and sales to achieve overall business results. Executive sponsor and senior board member of the Cisco Employer of Choice Board, tasked with promoting the development, engagement and retention of Cisco's 35,000+ WW engineering force. Member of corporate Integration Steering Committee which oversaw the integration of Cisco's \$7B acquisition of Scientific Atlanta and \$5B acquisition of NDS.

- Developed and instituted an IC-focused leadership development program resulting in a 45% reduction in attrition and a 13pt YoY improvement in Cisco's annual employee PULSE survey.
- Turned around underperforming business resulting in >15% market share growth and a global market leadership position with >62% global market share
- Led the transformation of the 450+ person SW development organization from a water-fall to Agile development methodology resulting in significant reductions in development cycle time and a 50% improvement in overall SW quality as measured by customer found defects
- Led corporate team that identified over \$1B in annual operational expense savings as part of Cisco's internal transformational program (ACT).
- Established multiple work streams across the company that delivered over \$350M in annual savings in first 18 months, with a roadmap for an additional \$300M in the next 2 FY's.

## Mark Palazzo Resume (cont.)

### **Vice President, General Manager ANBU (Scientific-Atlanta)**

(1998 – 2008)

VP, GM with full P&L responsibility for the Access Networks Business Unit, a global business generating over \$700M in annual revenue and >20% Operating Margins. Directly responsible for global R&D, product management and product marketing functions while collaborating with manufacturing operations, procurement and sales to achieve overall business results.

- Collaborated with manufacturing to reorganize the manufacturing processes from continuous-flow to configure-to-order which resulted in 25% reduction in non-material spending, a 65% reduction in product lead-times and 15pt. improvement in Gross Margins
- Led Scientific-Atlanta's expansion into the Chinese market by establishing in-country development for the local market. Sponsored, and ultimately acquired, one of the first JV's for S-A in Shanghai, China, leading to >10% reduction in annual R&D expense for BU
- Negotiated Scientific Atlanta's first supply agreement with Verizon Communications for exclusive supply of high powered optical video network in conjunction with their FiO's FTTH deployment. Contract value was in excess of \$275M over 4 years.

### **General Manager (Scientific-Atlanta)**

(1996 – 1998)

Full P&L responsibility for the RF Electronics Business Unit, generating over \$450M in annual revenue. Led the global R&D, product management and marketing organizations.

### **International Marketing Manager (Scientific-Atlanta)**

(1994 – 1996)

### **International Applications Engineering Manager (Scientific-Atlanta)**

(1993 – 1994)

### **Internet International, Inc. (Tampa, FL / London, England) Director of European Operations**

(1989 – 1993)

### **Telesat Cablevision, Inc. (Jacksonville, FL) Regional Manager**

(1987 – 1989)

### **Storer Cable Communications, Inc. (Miami, FL) Area Technical Manager**

(1980 – 1987)

## **Education**

MBA, Georgia State University, Executive Program, Atlanta, GA  
Mercer University, Atlanta GA  
St Thomas University, Miami FL

## **Associations**

Treasure Coast Hospice, Board of Directors  
Martin County CRA / OPC NAC  
Turnaround Management Association  
Association for Corporate Growth  
Florida Atlantic University, Tech Runway Incubator Mentor  
Furman University, Board of Trustees Advisory Board  
Multiple U.S. and International product design patents  
American Marketing Association  
American Management Association  
Society of Cable Television Engineers  
Cable Television Pioneers  
SCTE Foundation Board of Directors

# Martin County Property Information Lookup

## General Information

Parcel #	173841001012000100
Owner Name:	MARK PALAZZO REVOCABLE TRUST SHEILA PALAZZO REVOCABLE TRUST
Owner Address:	3029 SW CORNELL AVE PALM CITY, FL 34990
Site Address:	3029 SW CORNELL AVE PALM CITY, FL 34990-2934
Storm Surge Evacuation Zone:	CD,AB
Flood Zone:	AE
Base Flood Elevation:	8,7' NAVD
FIRM Panel:	12085C0142G
Urban Service District:	Primary
Municipality:	Unincorporated Martin County
Taxing District:	District 5
ISO-PPC Rating:	4
Subdivision infill applicability:	Yes

## Building Design Wind Speed

Occupancy Category I:	140
Occupancy Category II:	160
Occupancy Category III and IV:	170

## Land Use

\*NOTE: Land Use information can change frequently, please verify with the [Martin County Growth Management Department](#) at 772-288-5495

Zoning:	R-4
Zoning Details:	N/A
Future Landuse	LOW DENSITY
Landuse Details:	N/A

## Community Redevelopment

CRA:	Old Palm City
Zoning Overlay Zone:	N/A
Mixed Use Areas:	N/A

## Schools

School information obtained from the [Martin County School District](#) system. If there are any questions, please contact the Martin County School District at 772-219-1200

Elementary School:	Palm City Elem
Middle School:	Hidden Oaks Middle School
High School:	Martin County High School
Created:	July , 25th, 2018 7:17 AM

## Property Location Map



## Election Information

Election information obtained from the [Martin County GIS](#) system. If there are any questions, please contact the [Martin County Supervisor of Elections](#) at 772-288-5637

Voter Precinct	24	
Commission District:	5	
Commissioner:	Edward Clampi	772-288-5400
Clerk of Circuit Court:	Carolyn Timmann	772-288-5576
County Sheriff:	William Snyder	772-220-7000
Property Appraiser:	Laurel Kelly	772-288-5608
School Superintendent:	Laurie J. Gaylord	772-219-1200
Supervisor of Elections:	Vicki Davis	772-288-5637
Tax Collector:	Ruth Pietruszewski	772-288-5600

## Utilities & Solid Waste

Service:	Utility:	Availability:	Phone:
Water:	Martin County Utilities	NO	772-221-1434
Sewer:	Martin County Utilities	No	772-221-1434
Recycle Collection:	Tuesday		
Trash Collection:	Tuesday and Friday		

Print

Disclaimer: The Geographic Information System map product, received from Martin County, ("COUNTY") is provided "as is" without warranty of any kind, and the COUNTY expressly disclaims all express and implied warranties, including but not limited to the implied warranties of merchantability and fitness for a particular purpose. The COUNTY

\*Residence