

# APPLICATION FOR APPOINTMENT – Martin County Construction Industry Licensing Board – Please Print

✓ **Type of Member:** ☐ Contractor ☒ Consumer

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

**RECEIVED**

By Donna Gordon at 8:01 am, Jan 31, 2020

Name: Cory Weiner

Residence Address: 6656 SE Woodmill Pond Lane Stuart FL 34997  
Street/City/Zip Code

Mailing Address: \_\_\_\_\_  
(if different) Street/City/Zip Code

Commission District in which you reside: 4<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: 561 613 3955 alternate: \_\_\_\_\_ alternate: \_\_\_\_\_  
Area Codes are considered 772 unless you note otherwise.

weinercorey@aol.com

EMAIL: weinercorey@aol.com

✓ Are you a Martin County registered voter? ☒ yes ☐ no

\* All **Contractor** members shall have been actively operating in the construction industry in Martin County for at least three consecutive years as a County-licensed or State-certified contractor.

**Please check which applies:**

- |   |  |
|---|--|
| <input type="checkbox"/> general, building, or residential contractor | <input type="checkbox"/> electrical contractor |
| <input type="checkbox"/> plumbing contractor                          | <input type="checkbox"/> HARV contractor       |
| <input type="checkbox"/> registered architect or registered engineer  |  |

Any disciplinary actions? \_\_\_\_\_ If yes, please explain: \_\_\_\_\_

\* No member shall hold elective public office or be a public employee or a public official, except in his or her capacity as a member of such board.

\* If applying for a **Consumer** position, have you ever been a contractor or a member of any profession regulated by the Board or a member of any closely related profession? ☐ yes ☒ no

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 OFFENCES: \_\_\_\_\_

DATES: \_\_\_\_\_

PLACES (city/state): \_\_\_\_\_

SENTENCES OR FINES: \_\_\_\_\_

*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: Political Economics FAU double.

~~Double~~ Six Sigma Project Management CE

Employment Experience: see attached

**Other experience** you feel would be helpful to the Board in making this appointment: \_\_\_\_\_

Advanced knowledge / familiarity with new FL statute  
7065. + contract law, procurement, Project  
management, financial analysis + risk management.

Community Experience and Affiliations: \_\_\_\_\_

Other County Boards/Committees/Task Forces on which you have served: \_\_\_\_\_

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.

→ CONTINUED →

REFERENCES: Please list two references:

Ted Astolfi - County EDC

Toby Overdorf Palm City

Kimberly Heroux, M.D. Palm City

Michael Bernard - IRSC Analyst - Stuart

- Board members *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:

27 January 2020

Applications must be filed with Martin County Administration, 2401 SE Monterey Road, Stuart, Florida 34996 **by Friday, January 31, 2020**. 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).

## Overview

Analyze - identify - recommend projects / systems to improve business within these functional domains: customer success, revenue, operational turnarounds. Reporting to EVP Finance, COO, Stakeholder, Revenue Chief.

**Past roles:** Project Manager, System Analyst, Sales Vice President, Internal Org. Development — New York Stock Exchange public corporations (3) & small business under \$9M revenues. **Industry exp:** Telecomm, IT, financial tech, risk / insurance, information publishing + data + analytics, private equity operating company / start-up (2). **Availability:** Six weeks notice within North America / English-speaking non-U.S. location.

## Technical Skill Set

- |  |   |
|--|---|
| ★ ERP - Salesforce, Dynamics, Oracle Platform, CRM / KPI Analytics / Interpreting + Manipulating Data Sets | ★ Flow / Run-Charting Project Status  |
| ★ Root-Cause + Economic B/E Analysis   | ★ Exp. Reporting to EVP – Finance, Sales Dir., EVP – Operations, General Manager, Shareholder / Partner |
| ★ Business Analyst Certified   | ★ <i>Six-Sigma</i> Project Management Certified   |

## Experience

**VP Projects, Atlantic Insurance** (\$30M transaction volume private equity group divided into three portfolio companies.) 2016 - 2018

- ★ Recommend – implement – follow-through on operational + customer success improvement opportunities for max customer ROI. Gap analysis + troubleshoot IT assets + revenue cycle to meet revenue targets + forecasts.
- ★ Applied *Six-Sigma* (DMAIC) to turnaround lagging revenue process + outcome mapping + **KPI measuring**. Flooded sales team w/ qualified leads (opportunities) @ **± 1:3 cost ratio**.

**Strategic Projects, Linear Intellectual Capital Project** (Analyzing medium-sized orgs < \$70M. Analyzing + recommending economic action items for business clients — 1) revenue cycle processes 2) resource management 3) customer ROI programs.) 2011 – Present

- ★ Cash flow savings **\$101K in first 30-day Kaizen** (sales retraining) event – 2017.
- ★ Calculate median customer lifetime value + **lower acquisition cost**. (Adopting affiliated consultant (IBM model) + "affiliate" (Amazon.com model) VS mass market spend.)

**Regional VP, National Financial Partners Highland (Formerly NYSE: NFP)** (New York Stock Exchange-traded \$1.3B financial technology provider.) 2002 – 2010

- ★ (Special Projects), IMG Capital Management, (\$24M transaction volume back-end fin-technology.)
- ★ (Project Mgr, Revenue Cycle, BISYS Group (NYSE: BSG – acquired by Citigroup), (\$550M risk / B2B services.)

**Project Manager, Citizens Telecomm (Present-Day Frontier Telecommunications NASDAQ: FTR)** (\$4.3B publicly-traded broadband, voice, TV services.)

### Education + Professional Development

- ★ Double Bachelor Arts, Schmidt College Arts & Letters – Social Science, Florida Atlantic University
- ★ Six Sigma Certification – IACET-Accredited Serial No. 5928 4182 802 51
- ★ Business Analysis Certification – IACET-Accredited Serial No. 5928 4182 629 22
- ★ Organizational Psychology Certification – IACET-Accredited Serial No. 444 921 930 6943
- ★ Sales Training Module I – Cumulus Media (NASDAQ: CMLS)
- ★ Northrop Executive Ed Program (Workbook / Non-Degree) – Harvard Business School
- ★ Direct Response Sales Seminar Series – Bly, Halbert
- ★ Member: International Institute Business Analysis (IIBA) Central Florida

### Ancillary

- ★ Acknowledged by Forbes.com contributors 12 times in three years – process improvement, IT efficiency, Published in Sales & Marketing Magazine, syndicated in Yahoo! Business Advisor:  
<https://salesandmarketing.com/node/5380>
- ★ Published Article: <https://www.linkedin.com/today/author/weinercorey>
- ★ Published Article: <https://www.business2community.com/author/corey-weiner>
- ★ Published Article: <http://blogs.forbes.com/people/coreyweiner/>



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