



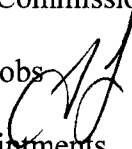
ORANGE COUNTY MAYOR  
**TERESA JACOBS**

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APPROVED  
BY ORANGE COUNTY BOARD  
OF COUNTY COMMISSIONERS

FEB 10 2015 KH/NA

January 29, 2015

To: Board of County Commissioners  
From: Mayor Teresa Jacobs   
Subject: Managerial Appointments  
Consent Agenda – February 10, 2015

I am pleased to present the following three managerial appointments for confirmation. These individuals will be outstanding additions to our management staff and each brings unique skills and experience to their roles.

**Capital Planning & Building Systems, Convention Center**

*Mr. Marc Cannata for the Manager of Capital Planning and Building Systems, Convention Center*

The Convention Center is approximately 7 million square feet with complex building systems and a five year CIP approaching \$200 million. In order to enhance efficiencies and coordination between the facilities and CIP functions, the positions of Capital Planning Manager and Building Systems Manager were combined. After a long search and recruitment process, I am pleased to appoint Mr. Marc Cannata to this new role.

Mr. Cannata has over 16 years of professional experience in engineering, construction and financial management. Mr. Cannata served as the Vice President, CFO, and Engineering Manager for Reiss Engineering Inc. in Winter Springs. Previously, he was an Environmental Engineer with Parsons Engineering Science in Winter Park. Mr. Cannata holds a Bachelor of Science Degree in Environmental Engineering, a Master of Science Degree in Environmental Engineering and a Masters of Business Administration all from the University of Central Florida. He is also a State of Florida Professional Engineer. His unique blend of experience and skill will be an asset to the Convention Center.

Mr. Cannata will begin his new role on March 2, 2015, at an annual starting salary of \$108,000. His resume is attached for your review.

**Orange County Regional History Center, Family Services Department**

*Mr. Michael Perkins for the Manager of the Regional History Center, Family Services Department*

I am pleased to appoint Mr. Michael Perkins to the position of Manager of the Orange County Regional History Center. Since 1995, Mr. Perkins has been serving as the Senior Program Coordinator for the Exhibitions and Collections Programs of the History Center. In this role, he is in charge of the exhibitions and collections units, the overall exhibition programming, installations and scheduling of exhibitions. Mr. Perkins holds a Bachelor of Arts Degree in History and a Bachelor of Arts Degree in Business Administration from Michigan State University, and a Master's Degree in Public Administration from the University of Central Florida.

Mr. Perkins will begin his new role on February 15, 2015, at a starting salary of \$75,000. His resume is attached for your review.

**Community Action, Family Services Department**

*Ms. Sherry Priester Paramore for the Manager of Community Action, Family Services Department*

I am pleased to appoint Ms. Sherry Priester Paramore to fill the position of Community Action Manager. Ms. Priester Paramore has over 20 years of Public and Community Service experience. She is the Area Development Director for the United Negro College Fund. Her past work experience includes Director of Corporate and Foundation Relations for Bethune-Cookman College, President/CEO for Specialized Grant Services, Director of Service Centers, American Red Cross and Project Director with the US Department of Justice. Ms. Priester Paramore holds a Bachelor of Arts in Political Science from Bethune-Cookman and a Master's Degree in Public Administration from the University of Central Florida. Her leadership and community partnership experience will be an asset for Community Action.

Ms. Priester Paramore will begin her new role on February 15, 2015, at a starting salary of \$85,000. Her resume is attached for your review

**ACTION REQUESTED: Confirmation of the following managerial appointments: Marc Cannata as the Manager, Capital Planning & Building Systems; Michael Perkins as the Manager, Orange County Regional History Center; and Sherry Priester Paramore as the Manager, Community Action.**

C: Ajit Lalchandani, County Administrator  
Eric Gassman, Deputy County Administrator  
Dr. George Ralls, Deputy County Administrator/Medical Director  
Kathy Canning, Executive Director, Convention Center  
Lonnie Bell, Director, Family Services  
J. Ricardo Daye, Director, Human Resources

# Marc Anthony Cannata, MBA, P.E.

14735 Capote Lane, Orlando, FL 32828

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## FUNCTIONAL EXPERIENCE

- Analysis
- Balance Sheet Assessments
- Bid Process
- Budget and Forecasting
- Capital Improvement Plans
- Confidentiality
- Construction Inspection
- Construction Management
- Consulting
- Contacts
- Corporate Affairs
- Engineering Design
- Engineering Management
- Executive Financial Management
- Executive Management
- Financial Reporting
- Human Resources
- Marketing
- Operations Management
- Program & Project Management
- Policies and Procedures
- Process Design & Improvement
- Profit & Loss Assessments
- Project Procurement
- Resource Management
- Resource Recruiting & Interviewing
- Technical Specifications
- Team Leadership &

## INDUSTRY EXPERIENCE

- Construction
- Consulting
- Engineering
- Finance
- Management
- Operations
- Facilities Management

## SYSTEM EXPERIENCE

- Axium Ajera Portfolio (ERP for Finance)
- Infnisource (ERP for HR)
- Advanced Excel
- MS Project
- MS Word & Powerpoint
- AutoCAD/Microstation

## PROFESSIONAL SUMMARY

Results-oriented professional with diversified experience in construction and engineering management, financial management, program management and operations. Demonstrated ability to streamline engineering operations and manage finances to maintain project and capital budgets while increasing efficiency and meeting schedules. Instrumental in working with different business units within the company to quantify the value of the current programs and resources therein to increase performance, manage budgets, manage personnel and increase profits. Possess solid leadership, communications, and interpersonal skills to establish rapport with all levels of staff and management.

## PROFESSIONAL EXPERIENCE

### Corporate Leadership

- Board of Directors leadership, participation and responsibility.
- Led and mentored engineering team to effectively communicate corporate goals, philosophy and culture.
- Led Finance Department to ensure accurate and timely financial reporting.
- Led Human Resources Department for recruiting, interviewing, personnel matters, orientation, company benefit packages, performance appraisals, and exit interviews.
- Management of corporate affairs, contract reviews, and risk mitigation.

### Engineering and Construction Management

- Professional engineering experience in the areas of engineering design and studies including preliminary and final design, master and capital planning, hydraulic modeling, pilot studies, managed capital improvement program (CIP), asset rehabilitation and replacement management, emergency responses services, operation and maintenance analysis and support, facilities maintenance tracking and management, construction oversight, regulatory permitting, cost analysis, feasibility studies, and capital project management for a variety of municipal and government projects.
- Construction management experience includes project solicitation/advertising, bidding, contractor bid evaluation and selection, vendor/contractor proposal & contract procurement, review and manage schedule, monitor schedule of values for compliance, shop drawing submittal review, request for information responses, pay application review and approval, record drawings, development of Construction Management Plan (CMP), and supervision of field/engineering inspection team.
- Managed development of Request for Qualifications (RFQ), Request for Proposals (RFP), Scope of Work (SOW) and bid contracts for contractors and consultants.
- Professional experience in client, program and construction management.
- Assist in management of coordinating the planning, assigning, and execution of day-to-day operations as well as led company staff meetings.
- Determining labor, resource, and financial needs of the engineering department.
- Provide training, mentoring, and educational development of departmental personnel.
- Coordinate to ensure maintenance and updating of corporate/engineering department policies and procedures (i.e. company standards forms and documents), and ensure compliance of firm policies and procedures.
- Presentations to City and County municipal Boards and/or Commissioners.
- Extensive experience working with Planning and Zoning, Building Department, Public Works/Utilities, and State Regulatory Agencies.
- Extensive background working with clients, engineers, architects, attorneys, and governmental agencies.

### Financial Management

- Manage financial department personnel and their fiduciary responsibility throughout the company to ensure accurate and timely financial reporting.
- Managed the financial department to ensure efficient and accurate accounting, invoicing, and collections for the company.
- Develop financial models to evaluate and monitor company financial performance, annual budgets, profitability, as well as to assess key industry performance metrics.

# Marc Anthony Cannata, MBA, P.E.

## PROFESSIONAL AFFILIATIONS

- American Water Works Association
- Florida Engineering Society
- National Society of Professional Engineers

## EDUCATION

### Masters of Business Administration Executive MBA,

University of Central Florida

### Master of Science, Environmental Engineering

University of Central Florida

### Bachelor of Science, Environmental Engineering

University of Central Florida

## REGISTRATIONS AND CERTIFICATIONS

Professional Engineer

Florida, No. 58570

Dale Carnegie High Impact Presentations  
and Leadership

PSMJ Financial Management and Project  
Management

## HOBBIES

- Diving and fishing
- Running
- Photography
- YMCA Volunteering

- Develop and implement annual budget to ensure efficiency of operations and effectiveness of human resources, facilities and capital process.
- Prepare monthly financial management presentations and the interpretive analysis of company's financial position as well as financial results versus budget.
- Oversee safeguarding of corporate assets involving internal control systems to properly mix and protect cash, accounts receivable, inventory and capital purchases.
- Oversee management of accounting systems and operational controls.
- Oversee all employee insurance programs, which include group medical, vision, dental, life, and accidental/death program for renewals and recommended changes.
- Analyzed cash flow, cost controls, and expenses to guide business decisions.
- Develop personnel billing rates through analysis of company overhead, fringe & profit.
- Managed accounting and project management software conversion.
- Led management of invoicing and collections activities for multiple affiliated companies including an international office.
- Manage periodic internal audits to ensure proper closeout of corporate books on a monthly basis, maintain integrity of bookkeeping practices and associated monitoring and control procedures to ensure compliance with company policies.
- Manage IT Department to provide efficient, timely, and reliable IT services to the company and responsive internal client services for maximum network system uptime.
- Establish budget for IT supplies and equipment, and make capital purchase recommendations and decisions for computer/Network/Printer maintenance or replacement.

## Treasury Management

- Serving as Corporate Secretary and Treasurer, seeking alternative solutions to financing transactions including financial institutions, forms, pricing and reporting.
- Negotiate with various lending institutions regarding line of credit renewals.
- Oversee daily cash management functions such as cash reporting, cash transfers and line of credit transfers in order to conserve the Company's cash position.
- Ensure timely and proper preparation of all federal and state tax returns as well as various state filings and property tax returns in concert with tax accountant.

## RELEVANT CAREER EXPERIENCE

<b>Reiss Engineering Inc., Winter Springs, FL</b> <i>Vice President, CFO, and Engineering Management</i>	<b>9/2000 -Present</b>
<b>Willa Properties LLC, Winter Springs, FL</b> <i>Manager and Property Management</i>	<b>2/2010 -Present</b>
<b>AOK Networking LLC, Orlando, FL (Minority Ownership)</b> <i>Finance and Corporate Affairs</i>	<b>1/2006 - 6/2010</b>
<b>Parsons Engineering Science, Winter Park, FL.</b> <i>Environmental Engineer</i>	<b>8/1998 - 9/2000</b>
<b>University of Central Florida, Orlando, FL.</b> <i>Graduate Research Assistant</i>	<b>1/1997 - 5/1998</b>
<b>Montgomery Watson, Lake Worth, FL.</b> <i>CAD Designer/Construction Inspector</i>	<b>4/1989 - 8 /1993</b>
<b>Florida Aerospace, Delray Beach, FL</b> <i>Draftsman</i>	<b>6/1988 - 4/1989</b>
<b>Florida Power &amp; Light Company, West Palm Beach, FL</b> <i>Draftsman and Graphics Designer</i>	<b>9/1987 - 6/1988</b>

**Michael J. Perkins**  
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(407) 529-8587

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### **Experience**

#### ***Orange County Regional History Center, Orlando, FL***

The Orange County Regional History Center is an AAM Accredited and Smithsonian Affiliated museum operated by Orange County Government with support from the Historical Society of Central Florida. The museum documents Central Florida's history and its role in nationally significant events.

#### **Curator of Exhibits/Program Manager**

09/2000 – Present

- Develop and manage all aspects of the museum's exhibit program, including permanent exhibit changes, temporary exhibit contracts and scheduling, and the traveling exhibit program.
- Manage a team of exhibit developers, interns, part-time assistants and volunteers. Supervise exhibit work shop and authorize all equipment purchases. Oversee training and shop safety.
- Serve as museum's marketing face and voice. Handle television and radio interviews, work with media, and write, produce, and host thirty-minute television show about the History Center, "Orange County Scrapbook," for Orange TV.
- Manage all aspects of museum building operations, including serving as project manager for facilities projects such as the re-roofing of building, oversight of building preventative maintenance, and control of the building maintenance budget. Also oversee all aspects of museum security.
- Manage and control museum's Orange County budget of approximately \$2.5M. Serve as controller for budget and make decisions regarding the expenditure of all funds related to exhibit work and building operations.
- To this date, curation of over 20 major exhibitions, including exhibits from the Smithsonian Institution, Berkshire Museum, Cincinnati Museum of History, and Burke. Managed all aspects including budgeting, exhibit design, fabrication and installation.
- Hire, interview, and train museum staff at all levels, including supervisory staff.
- Work with senior staff to develop long-term museum strategies and policies to improve museum performance and operations.
- Supervise all building event set-up work, including one full-time position and various part-time temporary staff. Coordinate all logistical work involving set-ups in the building and assure that they are done safely and with minimal impact to museum operations.
- Assist marketing with advertising design, planning, and placement, and work with staff on museum branding and marketing message.

### **Curator of Exhibits/Project Manager for Exhibit Installation – History Center**

04/1998 – 09/2000

- Served as project manager for all exhibit development, design and installation for new Regional History Center.
- Coordinated numerous site visits to exhibit design firm in Ohio and exhibit fabrication company in Chicago to approve work and solve problems and issues with the project as they arose.
- Coordinated work and scheduling of vendors and contracted exhibit design team. Supplied all information for exhibits, approved concepts and designs, and worked with exhibit installation team to assure exhibits were installed to specifications.
- Supervised staff of five on-site exhibit researchers for the project. Oversaw the acquisition of over six hundred images and movement of over 200 objects to the History Center for exhibit installation
- Supervised all museum exhibit work at Orange County Historical Museum.
- Worked with museum staff as needed in planning and design of new Regional History Center. Coordinated meetings and processed information for exhibit design team.

### **Museum Services Coordinator**

01/1995 – 04/1998

- Coordinated volunteer program at Historical Museum, including scheduling of over fifty active volunteers.
- Worked with education department giving tours of museum to school groups.
- Served as curator of Fire Station #3, refreshing exhibits and giving tours of facility.
- Managed Fire Fest, annual History Center event in Loch Haven Park adjacent to Historical Museum. All day event hosted over 3,000 in attendance and included historic fire trucks, vendors, activities, and fire fighter contests.

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### **Education**

1986	B.A., Business Administration, Michigan State University
1986	B.A., History, Michigan State University
1999	M.P.A., Public Administration, University of Central Florida

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### **Professional Activities/Training**

- Presenter, Florida Association of Museums Conference, 1997
- Graduate, Effective Supervisory Management, 2003
- Member, American Association of Museums Curator's Committee for Exhibits
- Graduate, Orange County Supervisory Training, 2004
- Graduate, Leadership Orlando, Class 51 (2005)
- Member, Board Source
- Member, National Trust for Historic Preservation
- Member, American Historical Association

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Windermere, Florida 34786

407.257.3794  
Sherryparamore@gmail.com

# Sherry Priester Paramore

**Career Summary** Recognized for building community programs and partnerships with customer-service orientation, fiscal soundness and overall quality. Established a proven track record developing outstanding community programs and top-flight board leadership and committees. A successful grants writer and fundraiser extremely knowledgeable about comprehensive fundraising campaign strategies.

## Professional Experience

2005 - Present United Negro College Fund Orlando, FL

### Area Development Director

- ❖ Develops & implements a comprehensive fund development program that includes annual giving, special events, foundation and corporate gifts
- ❖ Write and submit proposals to solicit foundation and corporate philanthropic support.
- ❖ Manages UNCF Advisory Committees to develop strategies to initiate and meet aggressive fundraising goals.
- ❖ Coordinates Moves Management process for Major Gift Solicitations
- ❖ Responsible for appropriate Stewardship of gifts
- ❖ Met and exceeded personal fundraising goals

2003 – 2005 Bethune-Cookman College Daytona Beach, FL

### Director of Corporate and Foundation Relations

- ❖ Developed & submitted proposals for foundation philanthropic support.
- ❖ Identified and cultivated prospects for gifts and grants from Alumni and Friends of Bethune-Cookman College
- ❖ Coordinated Moves Management process for Major Gift Solicitations
- ❖ Identified and cultivated prospects for gifts and grants from Corporations and Foundations.
- ❖ Responsible for appropriate Stewardship of foundation gifts and grants.
- ❖ Managed a personal portfolio of National foundation prospects.

2000 - 2003 Specialized Grant Services, Inc. Orlando, FL

### President / CEO

- ❖ Composed and submitted Grants on behalf on non-profit organizations.
- ❖ Conducted extensive research for grant projects.
- ❖ Performed statistical analysis.
- ❖ Established community collaborative and partnerships for submission of grants.
- ❖ Conducted community grant-writing workshops.
- ❖ Provided Technical Assistance to non-profit for strategic planning goal setting and program development.
- ❖ Managed grants and completed reports to conform with grant requirements.
- ❖ Produced weekly newsletter containing current grants and deadlines.



2001 - 2002 American Red Cross of Central Florida Orlando, FL

**Director of Service Centers**

- ❖ Established several pertinent community partnerships in Orange, Osceola, and Seminole Counties.
- ❖ Responsible for the Chapter's Strategic Planning and Operational Objectives.
- ❖ Ensured the service delivery of Emergency Services, Health and Safety Services, and Youth Services in Orange, Osceola and Seminole Counties.
- ❖ Developed and organized governing Board of Directors for the Service Centers in Orange, Osceola and Seminole Counties.
- ❖ Implemented a community awareness campaign.
- ❖ Identified and developed financial resources for the Service Centers located in the tri-county area.

1999 - 2001 U.S. Department of Justice Eatonville, FL

**Project Director - Weed and Seed Project**

- ❖ Managed budget, which consisted of Federal, State and private grant funds.
- ❖ Implemented strategies to address economic development issues which includes crime prevention, housing, neighborhood improvement, job training and youth development activities through grant funds such as CDBG, SHIP, HOME and DJJ.
- ❖ Developed and organized governing Board of Directors.
- ❖ Facilitated strategic planning sessions.
- ❖ Established collaborations with governmental agencies and community organizations.
- ❖ Developed quarterly community newsletter.
- ❖ Coordinated special events.
- ❖ Wrote successful grants to expand programs.

1997 - 1999 Parent Resource Center Orlando, FL

**Facilitator**

- ❖ Taught parents communication skills.
- ❖ Organized and set up classes for parents.
- ❖ Trained over 100 parents to better communicate with their children.
- ❖ Referred parents to other social service agencies to obtain assistance.

1995 - 1999 Center for Disease Control, Teen Pregnancy Prevention Program Orlando, FL

**Community Development Coordinator**

- ❖ Developed and implemented strategies to reduce the number of Teen Pregnancies in targeted areas of Orange County.
- ❖ Supervised four Community Liaisons.
- ❖ Responsible for educating and community building on Teen Pregnancy Prevention issues.
- ❖ Developed collaborations with government agencies and community organizations.
- ❖ Organized and promoted special events.
- ❖ Strengthened relations between community members and the Task Force.
- ❖ Solicited input from community residents via community forums for inclusion in the Community Action Plan for the prevention of teen pregnancies.
- ❖ Initiated and organized televised Teen Summits.
- ❖ Increased task force membership by 50% in two years.
- ❖ Wrote successful grants to expand programs.

1994 - 1995 Seminole County Government, Office of Management and Budget  
**Management and Budget Analyst / Grants Coordinator** Sanford, FL

- ❖ Administered the County's Grant Program which included CDBG, HOME, and SHIP grants.
- ❖ Initiated and organized the County's first Grants writing workshop.
- ❖ Evaluated, prioritized and made recommendations for funding of local community service agencies through the proposal review process.
- ❖ Prepared financial analysis.

1993 - 1994 Lee County Government, Office of Budget Services Ft Myers, FL  
**Budget Analyst**

- ❖ Analyzed, implemented and maintained assigned department budgets.
- ❖ Prepared financial analysis.

1990 Representative Alzo J. Reddick Orlando, FL  
**Legislative Intern**

- ❖ Researched and assisted with resolution of constituent dilemmas.
- ❖ Assisted in planning and hosting community forums for constituents and minority business owners.

**Community Involvement**

- ❖ Alpha Kappa Alpha Sorority, Inc., Connection Chair
- ❖ Association of Fundraising Professionals, Member
- ❖ Bethune-Cookman University Associate Trustee
- ❖ Bethune-Cookman University National Alumni Association, Reunions Chair
- ❖ City of Orlando Criminal Nuisance Abatement Board
- ❖ Links, Inc., Orlando Chapter
- ❖ NAACP, Third Vice President
- ❖ Orange County Arts & Cultural Affairs Council
- ❖ Past Orange County Community Development Advisory Council, Chair

**Education**

- ❖ University of Central Florida 1993  
Master in Public Administration
- ❖ Bethune Cookman College 1991  
Bachelor of Arts, Political Science