
Profile

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Mr

Prefix

Oscar

First Name

Seguban

Last Name

Middle Initial

oseguban@gmail.com

Email Address

2600 65th Avenue North

Street Address

Suite or Apt

St. Petersburg

City

FL

State

33702

Postal Code

Home: (352) 410-3031

Primary Phone

Business: (800) 753-9104

Alternate Phone

A1 Teletronics Inc.

Employer

Senior Account Manager

Job Title

Sales

Occupation

Which Boards would you like to apply for?

Lealman Community Redevelopment Area Advisory Committee: Submitted

Are you currently a Pinellas County resident?

Yes No

If you are a Pinellas County resident, for how long?

Are you registered to vote in Pinellas County?

Yes No

Are you currently serving on any Pinellas County boards, councils, or committees?

Yes No

If you are currently serving on any Pinellas County boards, councils, or committees, please name.

Do you have or hold any employment or contractual relationship with any business or any agency which is subject to the regulation of or is doing business with Pinellas County?

Yes No

If you have or hold any employment or contractual relationship with any business or any agency which is subject to the regulation of or is doing business with Pinellas County, please explain.

Do you serve on any state, regional or local government boards, councils or committees?

Yes No

If you serve on any state, regional or local government boards, councils or committees, please explain.

Are you current with all taxes and any other financial obligations?

Yes No

If you are not current with all taxes and any other financial obligations, please explain.

Have you been convicted of a Public Entity Crime? Public entity crime is defined by Florida Statute, sec. 287.133 as a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

Yes No

If you have been convicted of a Public Entity Crime, please explain.

Have you been convicted of a financial felony?

Yes No

If you have been convicted of a financial felony, please explain.

Have you ever been convicted of a crime against children or seniors?

Yes No

If you have ever been convicted of a crime against children or seniors, please explain.

Are you currently, or have you ever sued Pinellas County?

Yes No

If you currently, or have ever sued Pinellas County, please explain.

Have you ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation or ordinance? (Exclude traffic violations for which a fine or civil penalty of \$150 or less was paid)

Yes No

If you have ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation or ordinance, please explain.

Interests & Experiences

State your background, including your education, work experience, civic or community organization memberships and positions, and any professional licenses or memberships, and explain how this applies to the function of the board, council or committee.

Upload a Resume

Demographics

Ethnicity

Asian or Pacific Islander

Gender

Male

05/18/1958

Date of Birth

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I Agree *

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Mr.

Prefix

Roger

First Name

L

Middle Initial

Byrd

Last Name

letrogerdoit@gmail.com

Email Address

5044 Panther Drive

Street Address

Suite or Apt

Spring Hill

City

FL

State

34607

Postal Code

Home: (636) 262-5564

Primary Phone

Home: (636) 219-9137

Alternate Phone

Self Employed

Employer

President LRDI L.L.C.

Job Title

Designer Builder Developer

Occupation

Which Boards would you like to apply for?

Lealman Community Redevelopment Area Advisory Committee: Submitted

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Yes No

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Yes No

If you have been convicted of a Public Entity Crime, please explain.

Have you been convicted of a financial felony?

Yes No

If you have been convicted of a financial felony, please explain.

Have you ever been convicted of a crime against children or seniors?

Yes No

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Yes No

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Yes No

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Interests & Experiences

State your background, including your education, work experience, civic or community organization memberships and positions, and any professional licenses or memberships, and explain how this applies to the function of the board, council or committee.

I am an experienced design build general contractor. Developer. I have been working for some time after moving to Florida developing plans, costing, studying land use requirements, developments costs, possible relationships with governmental, charitable, for profit providers, and not for profit providers like The Florida Coalition for the Homeless. My goal was to consult and or build safe, affordable, low income housing up and down the Florida gulf coast. I have made several attempts already to meet with the county to be involved. Given my efforts, I am surprised I was not invited to apply. I have purchased, designed, and developed both residential and commercial developments personally. Besides my personal professional experience my brother owned one of the largest Civil Engineering companies in the Midwest for 25 years. I have been involved with, studied, or contributed to many more projects than I personally built or owned, either as a consultant or as a liaison. I have worked with Planning and Zoning Commissions, Construction departments, Met with boards both privately and publicly. Attending public hearings and addressed concerns of citizens. Worked with multiple vendors in disciplines in the process.

Upload a Resume

Demographics

Ethnicity

Prefer not to Answer

Gender

Male

10/04/1959

Date of Birth

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I Agree *

ROGER BYRD

OBJECTIVE

To use the skills and experience I have acquired over my career to assist others in achieving their business objectives.

EXPERIENCE

2011-2015 Roger Byrd Residential Services Saint Charles, MO/
Spring

Hill, Fl

Owner / Operator

- Residential Rehab and Remodel Services
- Residential Property Management.
- Foreclosure Restoration and Remarketing.

2007-2011 Space Builders Saint Charles, MO

Owner / Operator

- Design Build Commercial General Contractor.
- 10 Million in personal sales revenues in this period.
- Performed all duties required to complete projects from design to occupancy.

2003-2007 Space Builders Saint Charles, MO

Project Manager / Commercial General Contractors

- Hired and managed all sub-contractors.
- Completed all bid work and client submittals for permits.
- Purchase windows, doors, hardware, accessories to complete projects.

2001-2003 HMI Concrete and Excavation Saint Charles, MO

Owner / Operator

- Commercial and residential concrete services.
- Commercial and residential grading and hauling services.
- Successful start up that leads to Space Builders acquisition.

EDUCATION

1978 Graduate Central High School
Florissant, MO

- Some college course work completed at community college.
- Self taught Microsoft office products word, excel, PowerPoint.
- Self taught computer construction requirements.

INTERESTS

Local volunteer in housing improvement charity. Faith based group with a focus on minorities and the physically challenged.

Lead consultant to "The Mission Continues" a national non-profit empowering veterans to improve their community and social skills.

Outdoorsman and former hunter education volunteer.

CONTACT

5044 Panther Drive, Spring Hill, FL. 34607

3822 Towers Road, St. Charles, MO. 63304

636-262-5564

rogerbyrd@hotmail.com

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Mr

Prefix

Edward

First Name

Haylock

Last Name

edyhay03@gmail.com

Email Address

6040 Dunbeath St N

Street Address

Suite or Apt

St. Petersburg

City

FL

State

33709

Postal Code

Mobile: (727) 479-8415

Primary Phone

Business: (813) 344-6210

Alternate Phone

MCC Brokerage

Employer

Regional Sales Director

Job Title

Sales

Occupation

Which Boards would you like to apply for?

Lealman Community Redevelopment Area Advisory Committee: Submitted

Are you currently a Pinellas County resident?

Yes No

38 years

If you are a Pinellas County resident, for how long?

Are you registered to vote in Pinellas County?

Yes No

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Yes No

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Yes No

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Yes No

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Yes No

If you have ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation or ordinance, please explain.

DUI, 1999 Poss of Marijuana 1999

Interests & Experiences

State your background, including your education, work experience, civic or community organization memberships and positions, and any professional licenses or memberships, and explain how this applies to the function of the board, council or committee.

Bachelor of Science - St. Petersburg College (Currently Pursuing - Spring 2019 Graduation) Holy Cross Catholic Church - Stewardship Committee Chair (2014-2017) Finance Committee (2014-2017) Campaign Manager - Pinellas County Commission Candidate William Walz, District 7 - 2012 See Professional Experience in attached Resume As a native of Lealman, my professional and civic experience will contribute to the area I have called home my entire life. My professional background in Sales and my Education in Business will contribute in promoting the area as a safe, convenient, and beautiful place to call home. For the last 10 years, I have specialized in community based insurance programs (Medicare and Medicaid) focused on low income Medicare Beneficiaries and have worked with various community based organizations throughout Lealman to help our vulnerable residents. My experience as a 38 year member of Holy Cross Catholic Church, also located within Lealman, helps me gain insight into the needs of other Lealman residents. Lastly, my time working as a Campaign manager allowed me to develop a better understanding of the issues affecting Pinellas residents in the years to come.

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Demographics

Ethnicity

Hispanic

Gender

Male

03/11/1979

Date of Birth

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I Agree *

EDWARD R. HAYLOCK

6040 DUNBEATH STREET NORTH □ ST. PETERSBURG, FL 33709 □ 727.479.8415

EDYHAY@TAMPABAY.RR.COM

SUMMARY OF QUALIFICATIONS

- Successful health and life insurance sales professional with over 13 years of experience and a proven track record to surpass company sales goals and maintain the highest levels of customer relationship management
- Developed new business opportunities utilizing exceptional prospecting, marketing, public speaking, and relationship building skills
- Advanced abilities in negotiation, presentation, recruiting and compliance; with a thorough knowledge of the industry's regulatory guidelines
- Recognized as a highly productive, dependable and efficient problem solver
- Managed the training, production, and support of several direct producer teams, while integrating these skills with an entrepreneurial work ethic to increase production

WORK EXPERIENCE

2016-Present Regional Sales Director - MCC Brokerage MCC Brokerage | Tampa, Florida

Established Regional Sale Director role at MCC by consolidating agent recruitment and broker development into a single new position. This role focuses on increasing direct agent production by building a career agent distribution channel. Other duties and accomplishments include: internal trainings, colleague development, event management.

- Secured over 25 Marketing Locations in Tampa Bay area
- Developed Grassroots Medicare Sales Strategy
- Created Best Practice Series Training Program
- Secured Provider Marketing Contract resulting in over 100 - 2016 Q4 enrollments.

2012-2016 Benefit Consultant - WellCare Health Plans WellCare Health Plans | Tampa, Florida

Provided outside marketing activities for WellCare Health Plans in Pinellas County Fl. Responsible for providing compliant in home and group Medicare sales presentations to Medicare beneficiaries. All leads are self-generated through outside informal and formal marketing events. Created and maintained relationships with Primary Care providers through regular meetings and activities. Managed provider and member relationships with effective problem solving techniques. Other duties and accomplishments include:

- Achieved 100k Presidents Club 2013, 2014, and 2015
- Provide coaching and counseling to new colleagues
- Managed back office material logistics
- Enrolled over 600 members in 4 years
- Awarded Top Retention Rate 2014, 2015

2010-2012 Field Sales Representative - United Healthcare Medicare Solutions

United Healthcare | Tampa, Florida

Currently providing sales consultations to Medicare beneficiaries through group seminars and in-home presentations. Also responsible for educating

EDWARD R. HAYLOCK

6040 DUNBEATH STREET NORTH □ ST. PETERSBURG, FL 33709 □ 727.479.8415

EDYHAY@TAMPABAY.RR.COM

beneficiaries on Medicare programs and United Healthcare products. Other duties and accomplishments include:

- Providing ongoing support to Medicare book of business
- Providing Medicare training to new colleagues
- Top 10 Sales 2010 and 2011 AEP
- Generated over \$1,000,000 in annual premiums in 2011

2007-2010 Account Executive - Consumer Segment Aetna | Tampa, Florida

Responsible for individual medical and Medicare products in Citrus, Hillsborough, Marion, Pasco, Pinellas and Polk counties. Developed a team of 150 individual medical brokers and 115 Medicare brokers who represented approximately \$10 million in premiums. Other responsibilities and achievements included:

- Averaging 115% of production goals
- Hosted recruiting seminars which increased primary producing broker levels by 300% in 2009
- Established a Medicare retail kiosk which provided a 20% boost in AEP sales
- Awarded Percentage of Quota Leader for Florida

2005-2007 Account Executive - ACEC Life Health Trust

Health Plan Services | Tampa, Florida

Managed a small group Engineering Association Health Plan. Also handled sales in seven states with additional duties including lead generation, quoting, underwriting and closing. Additional responsibilities and accomplishments included:

- Adding over 1,000 new members
 - Recruited, trained and supported agents in territory, which led to a result of over 50 new agents recruited
 - Developed an agent bonus program, which increased sales by approximately 25% in the fourth quarter of 2006
-

EDWARD R. HAYLOCK

6040 DUNBEATH STREET NORTH □ ST. PETERSBURG, FL 33709 □ 727.479.8415

EDYHAY@TAMPABAY.RR.COM

EDUCATION AND PROFESSIONAL DEVELOPMENT

- **Associates of Business Administration Degree** - 2014
St. Petersburg College | St. Petersburg, FL
- **Bachelor of Science in Business Administration - Management** - In Pursuit
St. Petersburg College | St Petersburg, Fl.
- 2-15 Life, Health, and Variable Annuity License
- Forum Consultative Sales Skills Course
- AHIP Medicare Certification
- Richardson Consultative Sales Course

ADDITIONAL QUALIFICATIONS

- Fully functional use of Microsoft Office Suite and Adobe Acrobat Professional
 - Excellent written and verbal communication skills
-

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Ms.

Prefix

Iris

First Name

Parrish

Middle Initial

Last Name

iparrish13@gmail.com

Email Address

5165 42nd place N

Street Address

Suite or Apt

St. Pete

City

FL

State

33709

Postal Code

Mobile: (727) 488-1079

Primary Phone

Home:

Alternate Phone

FIS

Employer

Implementation Analyst

Job Title

Finance

Occupation

Which Boards would you like to apply for?

Lealman Community Redevelopment Area Advisory Committee: Submitted

Are you currently a Pinellas County resident?

Yes No

15 yrs

If you are a Pinellas County resident, for how long?

Are you registered to vote in Pinellas County?

Yes No

Are you currently serving on any Pinellas County boards, councils, or committees?

Yes No

If you are currently serving on any Pinellas County boards, councils, or committees, please name.

Do you have or hold any employment or contractual relationship with any business or any agency which is subject to the regulation of or is doing business with Pinellas County?

Yes No

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Yes No

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Have you been convicted of a financial felony?

Yes No

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Have you ever been convicted of a crime against children or seniors?

Yes No

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Yes No

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Interests & Experiences

State your background, including your education, work experience, civic or community organization memberships and positions, and any professional licenses or memberships, and explain how this applies to the function of the board, council or committee.

Talented and accomplished professional, with extensive background in Project Management, Business Development, Production Control, Quality Assurance, and Operations Management. Have the ability to communicate with all levels of the team, both internally and externally.

Upload a Resume

Demographics

Ethnicity

American Indian/Alaskan Native Aleutian

Gender

Female

10/02/1957

Date of Birth

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I Agree *

Professional Profile

Talented and accomplished professional, with extensive background in Project Management, Business Development, Production Control, Quality Assurance, and Operations Management. Have the ability to communicate with all levels of the team, both internally and externally.

AREAS OF EXPERTISE

- Process Evaluation & Improvement
- Policy documentation review & writing
- Relationship manager across teams
- Project Manager
- Risk assessment & management
- Consulting/Sales
- Client advocate
- Driving results
- On-time reporting

EDUCATION

Bachelors' Degree Business Management - National Louis University – Tampa, FL
Masters Certification: Stevens University – Project Management – Morristown, NJ
Associates Degree: Tampa Technical Institute – Computer Engineering – Tampa, FL

Computer Skills and Qualifications

Proficient with Microsoft Outlook, Word, Excel, Power Point, MS Project, Lotus Notes, Rent Manager, Sales Force, SMIS, SOI, PeopleSoft – 360 & NorthStar, Tree Tab, Master Tax, Client View, Mainframe, and other Dashboard tools.

Relevant Experience

FIS / Implementation – Deconversion Analyst

St. Petersburg, FL

Act as the primary liaison between clients and the technical staff and the deconverting financial institution's.

- Currently managing 42 deconverting projects
- Handle moderately complex issues
- Use MS Project for each project to track time, cost and timeline requirements.

IPC Consulting / Tax Compliance Specialist

Bradenton, FL

Employed to reduce TriNets backlog of SUTA's (State Unemployment Tax Act) forms and worked as a Tax Compliance Specialist.

- Created SUTAs for Passport and SOI clients
- Completed the POA documents for the client's approval and signatures
- Assisted in the mapping out the first phase of the Stage 5 process
- Initiated the first of several SUTA/CSS/Stage 5 process documents
- Supported the maintenance team with the major back-log and cleanup of the CA-EDD notices
- Reviewed and validated the clients /state rate notices on a daily basis.

Express Employment Services / Administrative Assistant/ Property Management

St. Petersburg, FL

Responsible for the enforcement of the property management company's policies, procedures, in addition to the community's rules and regulations. Achieved the goals and objectives established for each property. Studied and stayed with-in the state of Florida's Residential Landlord & Tenant Act as well as other low income governmental laws and regulations. Worked with the First Housing team to ensure that the documentation submitted was in compliance.

- Monitored upcoming resident renewals/re-certifications on a monthly basis.
- Responsible for completing resident worksheets for upcoming 30, 60, 90 day timeframes.
- Responsible for contacting residents to schedule renewal/recertification appointments.
- Worked with the resident and third-party entities to verify sources of income.
 - Back ground checks
 - Credit report & I9 reports to confirm US Citizenship

IPC - Consulting_Client Personal Care Support

St. Petersburg, FL

Adept at providing accurate and detailed care to clients as per instructions ability to carry out individualized care of clients irrespective of social, economic, and cultural groups. Comprehensive knowledge of performing household services and running errands.

- Coordinated appointments to show homes to prospective buyers for my client's home.
- Conferred with escrow companies, lenders, home inspections and other subcontractors as needed.
- Arranged meetings between buyers when details of transaction needed to be negotiated.

IPC Consulting/ Sales Tax Consultant

Clearwater, FL

It was discovered that my client needed to obtain either the sales tax dollars or a tax certificate for each invoice they had created over the past 21 years of operation. I was brought in as a consultant to help relieve the burden of their current employees. My responsibilities were to reduce the company's long overdue sales tax debit of \$80 million dollars.

- Generated a data base by using MS Excel / Pivot tables. Sorted my information from the highest dollar invoices to the smallest, then grouped the data by look back periods based on the IRS regulations.
- Wrote and created the new sales income tax compliance process and procedures.
- Reduced my customer's sales debit from \$80 million to \$6 million by collecting the required back dated sales tax certificate's and or collected the sales tax dollars.

Johnson Controls – Account Executive

Tampa, FL

Sold Energy Conservation Measures, with minimal supervision, while utilizing the JCI offerings persuasively, persistently and confidently to building owners at the C-level while reaching optimal profit levels. Sold \$22 million dollars in Energy Performance Contracts.

- Managed the ongoing sales process, developed and maintained relationships while responding to and anticipating my customer needs.
- Particularly focusing on selling HVAC Control Systems. Equipment, and building automation technology.
- Demonstrated technical expertise and business acumen to develop credibility, loyalty, trust and commitment.
- Pursued customers and consultants that are responsible for the decision making of systems purchases in new and renovated buildings.
- Addressed customer's operational and environmental objectives, needs and requirements.
- Positively and credibly influenced design and construction with contractors and consultants.
- Obtained several new clients and was able to bring a combined profit of over \$7.8 million energy related projects to the corporation.

NORESCO - Project Developer

Cary, NC

As the PHA – Public Housing Project Developer it was my responsibility to oversee the development of each energy efficiency project by assessing and structuring the whole package. From the concept phase to completion of the customer's energy solutions.

Technical / Financial Support of Sales Activities:

- Conducted preliminary walk-through of customer's facilities to determine project viability
- Assisted in the preparation of PowerPoint slides for customer presentations
- Presented the business case portion of the proposal for oral interviews and customer board meetings used to select the ESCO – (Energy Savings Company)

Financial Modeling of Energy Performance Contracts:

- Gathered all of the energy savings calculations, sub-contracted costs, and purchased material cost from the Energy Engineers and populated NORESCO's financial model called the "deal board".
- Teamed up with the Measurement & Verification Engineers to develop the best cost effective, risk appropriate M&V plan for our customer.

Proposal Writing and Review / QC:

- Responsible for assisting the Proposal Administrator (PA) with the review, edits, and assembly of the RFP – proposal details and audit documents.

Water & Energy Savings Corporation (W&ESCO) / Account Executive

St. Petersburg Beach, FL

Responsible for selling Energy Performance contracts to the local HUD Public Housing facilities in the following states FL, GA, MS, AL, TN, Ark, & NC. A valued road warrior only home five days a month. I sold the very first EPC in the state of Arkansas.

Coastal Construction- Project Manager – Tenant Improvement

Safety Harbor, FL

Pursued new tenant improvement job opportunities in the Tampa Bay area where we could create new work spaces. As the Project Manager, was accountable for project costs, profitability, and client relationships. Worked with both internal and external customers in order to complete project goals.

- Managed multiply projects and served as primary liaison between client and multiple internal groups to ensure clarity of project goals and deadlines.
- Established rules and regulations to ensure that our subcontractors acted in accordance with local and state insurance requirements.

This is the end of my resume