

CDR. John N. Lund USN (ret)
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Pensacola, FL 32502
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Date: 7/20/2011

Mr. Gene M. Valentino
Commissioner Escambia County, District Two

Regarding: "At Large" Position Opening with the Escambia County Board of Adjustment

Dear Commissioner Valentino,

Please accept the attached resume' as an application for the "at large" position that recently came open with the Escambia County Board of Adjustment (BOA).

As we discussed I am a recently retired Navy O-5, who has chosen to make Pensacola and Northwest Florida his permanent home. As a 26 year military veteran currently living in the Pensacola Historic District and having lived through the aftermath of Hurricanes Ivan and Dennis, I have developed a great appreciation for this County and its inhabitants. With that in mind, I would welcome the opportunity serve Escambia County and the city of Pensacola as a member of the Escambia County BOA.

During the past two years that I have been in Pensacola I have started and sold a Construction Management / High Voltage Electrical Contracting company and served as its President and Chief Financial Officer. Immediately prior to that I worked directly for the Assistant Secretary of the Navy (FM&C) as the Lead Program Manager / Budget Analyst for the US Marine Corps' Personnel and Operations and Maintenance Budgets; for fiscal year 2010 these budgets combined, exceeded \$21B.

I am confident that my professional and military experience has provided me with the analytical ability, common sense, leadership and financial analysis skills to professionally serve the Commissioners and inhabitants of Escambia County as a member of the BOA. Additionally, the fact I live in Escambia County and the city of Pensacola provides the motivation to serve in proudly this capacity.

I welcome the opportunity to discuss this position with you and the other County Commissioners.

If you have any questions about my background, or if I need to submit further information please contact me.

Thank you for your consideration and I look forward to hearing from you.

Sincerely,

A handwritten signature in black ink, appearing to read 'JNL', with a long horizontal line extending to the left.

John N. Lund
CDR USN (ret.)

CDR. JOHN N. LUND USN (RET.)

106 S. TARRAGONA ST. ♦ PENSACOLA, FL 32502

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Extremely experienced, goal-oriented Director with multiple graduate degrees and a 20 plus year record of successful leadership in both military and municipal environments. An accomplished Executive with a history of identifying and analyzing complex issues and problems in management areas, designing and implementing solutions. A proven Financial Administrator with direct experience managing budgets in excess of \$21B and staffs ranging in size from 15 to 75 members. Talented leader directing highly skilled management teams to support the achievement of overall corporate goals and objectives. *Core competencies include:*

- Leadership
 - Strategic Planning
 - Project/Program Management
 - Budgeting
 - Team Building
 - Financial Management
 - Practice Management
 - Regulatory Compliance
 - Systems Management
-

SECURITY CLEARANCE

Top Secret/SCI (Updated August 2008)

EDUCATION

- Masters in Business Administration, Financial Management (2007), Naval Postgraduate School
- Master of Science, Industrial Management (1996), Northern Illinois University
- Bachelor of Arts, Political Science (1983), University of Illinois

CAREER EXPERIENCE

Financial Management and Budgeting

A qualified Financial Manager. Developed financial statements and constructed, analyzed and executed budgets ranging from \$60K to \$21.5B. Personally conducted a comprehensive analysis of a military Personnel Budget that uncovered a shortfall of \$47M.

Strategic Planning

Adept at strategic corporate personnel growth. Restructured and grew organizations. Participated in the development of a practical and executable plan for growing an organization from 175K to 202K personnel in less than three years.

Project Management Leadership

Over 20 years of experience in Project Management, Leadership, Coordination, and Analysis working with diverse budgets, assets and personnel. Managed a diverse community of 300 people. Handpicked to lead the Centennial Navy Marine Corps Relief Society fund drive for all Department of the Navy organizations in Northwest Florida. Result: Highest grossing fund drive in history.

Practice Management

Experienced personnel recruiter with extensive experience in training, team development, professional standards and work product quality control.

Team Building

Experience in leveraging knowledge of change management and organizational behavior to improve organizational practices during periods of significant realignment and change. Fully versed in corporate ethical standards. Led the transition from an open community to a secure military base following the events of 9/11. Result: No security incidents during two year tenure.

Systems Management

Conducted a complete analysis and replacement of all computer and security systems for an organization of 300 personnel. This analysis included operational audits, cost/benefit analysis, systems design and development, and overall productivity.

CAREER HISTORY

INTEGRATED POWER SOLUTIONS, LLC, President and Chief Financial Officer

- Developed and initiated a Start-up Small Business providing contracting services in the fields of high voltage power distribution, renewable power, and electrical infrastructure construction.
- Directly responsible for all business development and corporate financial management. Other responsibilities included overseeing corporate investor relations, building and analyzing corporate financial statements, creating corporate performance objectives.
- Results: Due to its success, the corporation was purchased by its Mentor Corporation after two years.

OFFICE OF THE ASSISTANT SECRETARY OF THE NAVY (OASN), FINANCIAL MANAGEMENT AND COMPTROLLER (FM&C), Program Manager / Lead Financial Analyst

- Lead Financial Management Analyst working directly for the Deputy Assistant Secretary of the Navy overseeing the US Marine Corps' Military Personnel and Operations and Maintenance accounts. Provided Program Management, Variance Analysis, Forecasting, Budget Planning, and Auditing for the \$13.5B and \$8B accounts.
- Conducted a complete analysis of planned future budgets based on planned increases in end strength and identified underfunding of both budgets by a total of \$47M. Result: Completely funded and executable budgets through Fiscal Year 2015.

NAVAL POSTGRADUATE SCHOOL, MBA in Financial Management

- The Financial Management concentration emphasized Strategic Vision and Budgeting, Funds Management, Cost Management and Analysis, Control, and Auditing. Specifically this coursework resulted in the ability to acquire and analyze financial data and communicate the results to a diverse audience, including maintaining an integrated financial information systems and appropriate internal controls to ensure timely, accurate, and consistent financial information, and assure the completeness and integrity of financial reports.

NAVAL AVIATION SCHOOLS COMMAND, NAS Pensacola, FL., Head Administrator, Director of Advanced Officer Training

- Directed all administration efforts for the changing needs of an organization responsible for the training of 500 students annually with a staff of 50 personnel.
- Responsible for formulating, implementing and managing all aspects of internal organization policy, resulting in a 20% reduction in personnel costs during a time of military to civilian transition.

COMMANDER FLEET ACTIVITIES, Chinhae, Republic of South Korea, Chief of Staff, Deputy Base Commander

- Deputy Mayor Equivalent. Supervised a staff of 80 personnel. Responsible for the daily operations, morale and security for a community of 300 residents on an 80 acre post. No significant personnel or infrastructure issues during two year tenure.
- Planned and executed a \$4.5M budget, not including personnel costs. Conceived, negotiated and constructed a \$500K Force Protection Center and \$1.4M Dining and Conference Center.
- Planned and implemented major infrastructure improvements to include: A new base communication and warning system and the under grounding of the towns entire electrical distribution system.

NAVAL AIR RESERVE CENTER, Great Lakes Naval Training Center, Executive Officer, Chief Operating Officer

- Coordinated the successful mobilization of 500 reserve forces worldwide, to include combat operations in the Balkans and training exercises in Thailand, Korea and Europe.
- Evaluated the overall deployment results through the effective implementation of Personnel Assessment tools and Cost Analysis, achieving a significant increase in the effectiveness of future deployments.