



MEMORANDUM

Agenda Item 15(C) 2

TO: Honorable Chairman Jose "Pepe" Diaz and
Members, Board of County Commissioners

DATE: October 5, 2021

FROM: Honorable Harvey Ruvin, Clerk
Circuit and County Courts

SUBJECT: Nominations for
Appointment to the Clean
Technology Task Force

A handwritten signature in blue ink, reading "Melissa Adames".

Melissa Adames, Director
Clerk of the Board Division

It is recommended that the Board consider the following nominees to serve on the Clean Technology Task Force:

- Lisa Kennedy - Nominated by Commissioner Eileen Higgins for the transportation category
- Justin Schultz - Nominated by Commissioner Sally A. Heyman for the energy generation/storage category
- Alexandre Moreira - Nominated by Commissioner Eileen Higgins for the environmental finance category

The Miami-Dade County Board of County Commissioners' adoption of Resolution R-764-21 provides for the creation of a Clean Technology Task Force for the purpose of advising this Board and the County Mayor on issues related to clean technology and the transition to a low-carbon economy with deployment of clean technologies in Miami-Dade County, in an effort to improve economic development and procurement.

The resolution provides that the Clean Technology Task Force shall be comprised of thirteen (13) members, nominated by members of the County Commission. The resolution further provides that the Clerk of the Board shall place an item on the agenda of the Board's next regularly scheduled meeting upon receipt of at least (2) nominations.

The resumes of each nominee have been attached for your review.

MA/sj

Attachments

Professional Summary

Management consulting with wide range of industry experience: automotive, logistics service providers, aerospace, machine tools, materials and industrial manufacturing. Expertise in global business strategies, acquisition due diligence, organizational design, logistics, process re-engineering, change management, benchmarking, competitive positioning and growth strategies resulting in profitable growth, efficient operating platforms and customer satisfaction for clients. Spearhead business development including proposal generation, content marketing, white papers, articles and case studies. Ability to understand complex client challenges, demonstrate critical thinking, provide leadership and implement practical solutions. Led and developed content for client specific and industry conference workshops including Tompkins Leadership Forum and Eye for Transport. Passion for cleantech industry through offering volunteer mentoring services for M-Corps, a New York based organization supporting cleantech startups.

Tompkins International

Senior Manager (2018-present)
Manager (2010-2018)

Successfully led over 30 projects to completion on-time and on-budget. Managed team of up to 3 consultants per project. Through relationship development and understanding client needs, continually worked with client resulting in new streams of work and additional opportunities for Tompkins. Senior Manager responsibilities included a focus on business development and assigned client development. Recent Engagements:

Core capabilities and diversification strategy: Burgess Norton-Tier 2 automotive parts supplier

- Analyzed current operations to develop 7 key core competencies to leverage in the automotive industry, adjacent industries or unrelated industries. Evaluated 96 possible product categories, narrowed to 2 based on complex manufacturing and high growth

Process Reengineering: Valassis-mass mailing collator

- Created as-is and to-be process maps by value stream, recommended best practices to implement throughout all facilities, technology investments, aligning operations with overall business objectives and goals
- Estimated total annual reclaimed revenue of \$4.7 million

Growth Strategy: Aerospace, Defense, Space

- Sourced relevant information through industry research, primary interviews and internal knowledge to advise Italian-based parts manufacturers targeted product areas for market entry
- Presented findings to manufacturer groups in multiple regions throughout Italy

Growth and Operations Strategy: UPS

- Analyzed the UPS Logistics market identifying aligning industries to pursue for revenue growth and distilling comprehensive source data into cohesive, meaningful, executable conclusions
- Resulting plan required capital investment over three years of \$3-8M with expected revenue and direct margin growth of \$2.382B FY2019 and \$476M.

Corporate Business and Growth Strategy: Carpenter Technologies-specialty metal manufacturer

- Analyzed powder and tool steel market determining optimum distribution strategy and portfolio strategy
- Recommended divesting operations in select regions and strengthening automotive and oil/gas operations

Acquisition Identification and Due Diligence: Kemira-water membrane manufacturer

- Identified reverse osmosis membrane manufacturers profiling final selections based on acquisition interest, capabilities and competitive positioning

Technical Capabilities: Netsuite, Microsoft Teams, Microsoft Office, Visio

Education and Activities

- DePaul University, **Chicago, IL**-Master of Business Administration, International Business
- University of Illinois, **Champaign-Urbana, IL**-Bachelor of Science, Mechanical Engineering
- Adjunct Faculty, Strategic Management and Marketing Management, Aurora University
- Director, Chicago Engineering Foundation

Justin Schultz

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8866 Abbott Avenue, Surfside, FL 33154

Professional Experience

▪ Combined Energy Partners, LLC

Managing Member | Miami Beach, FL, November 2020 – Present

- Managing partner of start-up renewable energy company specializing in commercial cogeneration systems and the development of renewable natural gas extraction projects.
- Execution of new business development opportunities, creation of all customer deal structures, financial modeling, and project management methods/systems.

▪ H3 Hospitality, LLC

Managing Member | Miami Beach, FL, June 2013 – Present

- Partner/Co-Owner of boutique commercial real estate brokerage firm servicing the hospitality, food & beverage, and specialty retail sectors, for both landlords/property owners and operators/tenants.
- Negotiation of deal structures for space leases involving complex land use and construction issues, particularly in South Florida.

▪ Gadinsky Real Estate, LLC

Vice President of Development | Miami Beach, FL, September 2008 – Present

- Worked with founding partner to expanded development platform for established Miami-area commercial real estate firm to include comprehensive third party “fee development” services vertical.
- Oversight of development services project management methods/systems/staff with focus on urban adaptive reuse projects in the Miami area.

▪ Interra Development Partners

Vice President of Development | Chicago, IL/Miami Beach, FL, March 2006 – August 2008

- Identified and executed retail real estate development opportunities for national development company funded by Prudential Real Estate Investors; opened/managed Florida office.

▪ Sierra Realty Advisors – Chicago, IL

Real Estate Broker | Chicago, IL, January 2005 – February 2006

- Created/serviced retail listing opportunities for start-up retail real estate firm.

▪ Preferred Equities – Chicago, IL

Vice President | Chicago, IL, June 1997 – December 2004

- Asset/project manager for developer of Chicago-area commercial buildings and parking garages.

▪ Inland Real Estate Sales, Inc. – Chicago, IL

Real Estate Salesperson | Chicago, IL, June 1995 – May 1997

- Represented clients seeking commercial real estate development/investment opportunities throughout the Chicago area.

Education

University of Wisconsin at Madison – Madison, Wisconsin

B.A. – History, 1995

Alexandre Moreira

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PROFILE

Climate, finance, and sustainability professional with 28 years of experience advising organizations, engaging with multidisciplinary teams, and delivering projects. Diverse skills in climate action, financial services, management consulting, renewables, and project origination and management. Passionate about the transition to the low carbon economy while managing risks and capitalizing on opportunities. Current work focuses on sustainable finance, impact investing, development finance, and public policy. Tri-lingual English, Portuguese, and Spanish. Business experience in all continents. SASB Level 1 and GRI-trained.

Values: People-Profit-Planet Balance. Sense of Purpose. Environment. Sustainable Business is Good Business.

Traits: Diplomatic. Systems thinker. Collaborative. Good humored. Resourceful.

KEY SKILLS AND ACCOMPLISHMENTS

Development Finance

-) Senior position in international climate and development consulting organization enabling the financing of the Sustainable Development Goals (“SDGs”) by development banks, multilateral financial institutions, agencies, and governments.
-) On-going projects include feasibility study for municipal credit guarantees in support of sustainable investments; revamping of disaster management agency; country readiness program for accessing climate finance funds; and evaluation of financial infrastructure program in developing markets.

Climate Mitigation

-) Originated climate-positive projects in renewables, nature-based solutions, land restoration, and carbon capture
-) Designed and executed training programs resulting in tangible generation of climate business in financial services
-) Collaborated with the Miami-Dade County Public Schools and civil society resulting in landmark board resolution committing to 100% clean energy by 2030 and setting over 400 schools serving 350,000 students on a net zero path

Financial Services

-) Restructured credit processes and implemented risk-based pricing in major European auto group’s captive finance entity enabling a return to profitability in a 2 billion Euro portfolio
-) Designed end-to-end financial crimes compliance processes and company-wide training in the US operations of international banking group culminating with the lifting of Cease-and-Desist order on the part of regulators
-) Devised and implemented company-wide risk program in support of the acquisition of regional US banking operations by international group

Project Management

-) Successfully executed global multidisciplinary projects and programs within budget, timing, and quality benchmarks resulting in client satisfaction and repeat business.
-) Designed project management architecture in line with business goals allowing the successful implementation of global projects
-) Assembled and oversaw project teams to successful implementation in large, global accounts

Policy

-) Lobbied US Congress representatives for carbon pricing on behalf of Citizens’s Climate Lobby, an international climate advocacy organization with 200,000 members
-) Delivered speeches to trade organizations and schools on climate change policy, risks, and opportunities
-) Engaged with large US-based financial services companies on behalf of Business Climate Leaders garnering institutional support for carbon pricing

WORK EXPERIENCE

International Financial Consulting Ltd - Climate and development finance <i>Managing Director</i>	Ottawa, ON 2021-Present
Aska Impact – Sustainable finance advisory <i>President and Founder</i>	Coral Gables, FL 2020-Present
Genesis International—Successor to Genesis Corporation <i>President</i>	Coral Gables, FL 2017-2019
Genesis Corporation—Global risk learning and consulting firm serving the world’s 30 largest banks <i>Managing Director</i>	Boston, MA 2013-2017
<i>Director of Marketing & Business Development; Brazil Country Manager</i>	2001-2013
<i>Consultant</i>	1996-1997
Chen Hsong Machinery CO., Ltd.— Leading industrial machinery manufacturer for the plastics industry <i>International Sales Executive</i>	Hong Kong, China 1998-1999

EDUCATION

University of Miami Herbert Business School <i>Master of Science in Sustainable Business</i>	Miami, FL May 2020
Hult International Business School <i>Master of Science in Management</i>	Boston, MA June 2000
Fundação Getúlio Vargas <i>Bachelor of Arts in Public Administration</i>	São Paulo, Brazil May 1995

SKILLS, ACTIVITIES & INTERESTS

Languages:	English – Spanish – Portuguese (<i>trilingual</i>)
Certifications:	Fundamentals of Sustainability Accounting, SASB Level 1; GRI Certified Training Program
Activities:	ICFA – International Climate Finance Accelerator (<i>Luxembourg, 2020</i>); UNEP-FI Regional Roundtable and Global Landscapes Forum (<i>Luxembourg, 2019</i>); CCL bi-annual Conference and Lobby Day (<i>Washington DC, 2019</i>); Launch of the Principles for Responsible Banking – UNEP-FI (<i>New York, 2019</i>); Sustainable Investment Forum – UNEP-FI (<i>New York, 2019</i>); Money 4 Good (<i>Miami Beach, 2019</i>); World Strategic Forum (<i>Coral Gables, 2019</i>); Companies vs. Climate Change Conference (<i>Ft. Lauderdale, 2017</i>); Conference on Climate, Nature & Society (<i>2016</i>); Climate Reality Leadership (<i>2015</i>); Two-time President at Miracle Mile Toastmasters Club; Various social and environmental volunteer activities.
Interests:	Mountain biking, EVs, renewables, traveling, movies, and climate advocacy