

## **JAMES ANDREW “ANDY” EDWARDS**

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Seasoned and successful manager with over 20 years of experience in forging and strengthening key partnerships, directing large-scale projects, resolving business problems, and building consensus around critical issues for major organizations. Directed strategic and operational planning initiatives to drive fulfillment of business objectives, generate revenue, and ensure superior financial management. Optimized multi-million-dollar budgets by performing cost benefit analysis and maximizing resource utilization. Proven team leader committed to ensuring outstanding customer service, driving performance and fostering stakeholder relations.

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### **PROFESSIONAL EXPERIENCE**

#### **AG HOLLEY STATE HOSPITAL, Lantana, Florida • January 2010 - present**

Hospital is a center of excellence in the diagnosis, treatment and cure of tuberculosis.

**Administrative Services Director/CFO** Direct the day-to-day financial, contractual and administrative functions and serve as the Chief Financial Officer. Responsible for the financial performance and accuracy of all clinical and clinical support services reporting. Develop, implement and monitor operating/capital budgets and business plans. Manage performance improvement initiatives including the re-engineering of patient billing saving \$300k annually. Oversee compliance with Federal, State, and Local standards, guidelines and regulations that govern the hospital; ensuring delivery of safe patient care and services. Manage personnel through strategic alignment, conflict resolution, problem-solving and staff development; resulting in a cultural of accountability and quality assurance

#### **TAMPA BAY WORKFORCE ALLIANCE, INC., Tampa, Florida • June 2009 - December 2009**

Regional workforce board that provided work force development programs and business services.

**Project Director** Provided project management of various leadership initiatives for economic development and job creation. Participate in the conceptual development of strategic projects, research and analyze communications, issues, regulations, and data. Collaborate with vendors and external partners and represent TBWA in various external forums. Prepare specialized reports and status briefings on projects, such as those related to TBWA Metrics. Implement continuous improvement to operations, decrease turnaround times, streamline work processes, and work cooperatively and jointly to provide quality seamless customer service. Serve as the Co-team lead Strategic Plan Imperatives Group, Customer Satisfaction Team.

#### **ACTION LABOR LLC & STAFFING CONNECTION, West Palm Beach, Florida • August 2008 - December 2008**

Provides skilled and unskilled temporary labor; fifteen offices with 2008 annual sales of \$28 million.

**Chief Financial Officer** Managed the accounting department and implemented fiduciary control including financial reporting, cash management, credit policy and tax management. Established good working relationship with financial institution, financial auditor, insurance broker and certified public accountant; analyzed financial data and provided strategic recommendations.

- Managed bank reconciliation backlogged over twelve months bringing current and implemented an electronic reconciliation process maintaining reconciliation to prior day banking activity within three months.
- Based lined outstanding tax liability recognizing past due payroll taxes and income taxes of approximately \$2 million. Secured IRS agreement to freeze enforcement action and opened communications regarding settlement agreement.
- Secured compromise with bank regarding credit line default resulting in cash inflow of \$257,000

**FLORIDA DEPARTMENT OF BUSINESS & PROFESSIONAL REGULATION (DBPR), Tallahassee, Florida • February 2005 - November 2007**

Regulatory organization overseeing over 200 professions and industries in the State of Florida.

**Deputy Secretary** Directed licensing, regulatory compliance and revenue collection for over 200 professions and businesses; managed \$83M budget and 857 employees through 4 division directors; orchestrated operations of 16 boards and 2 commissions and led department policy and strategic direction. Directed performance measures and process improvement initiatives reducing regulatory cost, led Legislative Budget Request, Long Range Program Plan and Annual Report and delivered presentations to legislative committees. Coordinated with local and federal government to ensure the successful implementation of state law. Drove reductions in unlicensed businesses and underage drinking by directing outreach programs and marketing campaigns.

- Ensured fulfillment of 272 professional standards and administered initial law enforcement accreditation resulting in more effective and efficient delivery of services.
- Slashed delinquent elevator inspections 76% in 12 months by leading the reengineering of the enforcement process.
- Contributed to garnering \$96.2M revenue in 1 year by directing implementation of slots gaming rules and establishing regulatory infrastructure within the authority delegated by the legislature.
- Secured compromise in Florida Real Estate Appraisal Board and U.S. Appraisal Subcommittee disagreement involving Certified Property Appraisers standards, which avoided multi-million dollar loan losses

**SOUTH FLORIDA WATER MANAGEMENT DISTRICT, West Palm Beach, Florida • 1989-2005**

A government water managing water resources throughout 16 Florida counties.

**Senior Business Analyst (1995-2005)** Led cross-functional teams in executing major performance improvement and benchmarking initiatives, performed data analysis for strategic policy development, and drove fulfillment of Board directives across agency. Managed \$150M budget and oversaw forecasting, cash flow, and alternative/probability analysis. Spearheaded integration of Oracle platform with agency financial system by leading 6 direct and 4 indirect reports. Developed business cases and performed cost benefit analysis to accommodate growing population demands through cost-effective measures. Delivered cost benefit analysis training and make-and-buy decisions to 20 managers. Leveraged land management plans, inspections, and tenant/owner relationships to ensure compliance with best practices in agriculture management. Reviewed complex land lease terms and conditions, analyzed government land leasing tax implications, and fostered stakeholder relations.

- Contributed to land leasing revenue growth from \$200K to \$3M+ annually in 6 years and avoided \$5M+ taxpayer costs annually as member of leadership team.
- Drove fulfillment of tenant tax obligations by building relationships with county property appraisers and tax collectors.
- Avoided hundreds of thousands of dollars in costs by resolving delinquent tax issues and tax liens against district land.
- Garnered \$2M savings by leading re-engineering effort for agency centers delivering outreach and localized services.
- Saved \$85K annually by introducing computerized system for Governing Board agenda creation and distribution.
- Saved \$1M+ annually for 5 years by harnessing outsourcing opportunities.

**EDUCATION**

**Bachelor of Arts in Finance**

Florida Atlantic University, Boca Raton, Florida

**Lean Six Sigma Certificate**

Villanova University, Villanova, PA

## **Board Service**

**Lake Worth Drainage District Board of Supervisors (LWDD)**, (1999 to 2002) elected in 1999, served as President in 2002. LWDD is a water control district created by the Florida Legislature, which provides flood control and conservation of water supply for approximately 700,000 people with a budget in excess of \$12 million. Responsibilities included strategic direction, overseeing policy implementation, establishing budget and tax rate, and facilitating relations with other public entities.

**Palm Beach County Library Advisory Board (LAB)** appointed in 1999, served as chair in 2005. The LAB serves over 450,000 people with an operating budget in excess of \$27 million. Duties included advising the Palm Beach County Commission on capital expansion, budget, and strategic direction for the County Library system. In 2003 served as the Legislative Committee Chair for the Board.

**South Florida Fair Director** (2003 to 2004) served on the Master Planning Committee responsible for capital expansion, property acquisition, long term transportation planning with the Metropolitan Planning Organization and water resource permitting.

**Solid Waste Authority Citizens Advisory Committee** (2002 to 2004) responsibilities included proposed agenda and budget development for the Palm Beach County Commission and providing citizen oversight of operations.

**Take Stock in Children, Leadership Council Palm Beach County** (2002 to 2003) responsible for raising funds for the program and recruiting new mentors.