

**SEMINOLE COUNTY GOVERNMENT  
AGENDA MEMORANDUM**

**SUBJECT:** Confirm Appointment of Environmental Services Director

**DEPARTMENT:** County Manager **DIVISION:** \_\_\_\_\_

**AUTHORIZED BY:** J. Kevin Grace **CONTACT:** J. Kevin Grace **EXT.** 7211

<b>Agenda Date</b> <u>07/26/05</u> <b>Regular</b> <input type="checkbox"/> <b>Consent</b> <input checked="" type="checkbox"/> <b>Work Session</b> <input type="checkbox"/> <b>Briefing</b> <input type="checkbox"/>
<b>Public Hearing – 1:30</b> <input type="checkbox"/> <b>Public Hearing – 7:00</b> <input type="checkbox"/>

**MOTION/RECOMMENDATION:**

Confirm appointment of John Cirello, Ph.D., P.E. as Environmental Services Director.

**BACKGROUND:**

In accordance with Section 2.3(b)(1) of the Seminole County Charter, I am requesting Board of County Commissioners' confirmation of the appointment of John Cirello, Ph.D., P.E. as Environmental Services Director at a salary of \$97,000.00. The effective date of employment will be July 28, 2005.

Mr. Cirello's resume is attached for your review.

<b>Reviewed by:</b>
Co Atty: _____
DFS: _____
Other: _____
DCM: _____
CM: <u>JKG</u>
<b>File No.</b> <u>CCM01</u>

# JOHN CIRELLO Ph.D., P.E.

540 Winding Creek  
Longwood, Florida 32779

## Summary

I am a proven leader and communicator, with over thirty years of experience in Utility and Business Management. I have been directly responsible for the effective management and efficient turnaround of utilities through budget focus and bottom line compliance, utilizing my knowledge and expertise in the operations, treatment, design and construction of utilities. I have managed hundreds of employees across the State of Florida, and thousands throughout the U.S.A., by providing creative leadership, focused direction and inspiration to employees to embrace the process of effective and efficient operations. I am a visionary, who translates goals into reality through teamwork and cooperation. An effective multi-media communicator experienced in obtaining and maintaining the trust of customers, agencies and the public.

**Expertise:** Water and Wastewater Utility Management  
Water and Wastewater Treatment, Design and Construction  
Solid and Hazardous Waste Management  
Environmental Assessment and Analysis  
Laboratory Analysis of Water, Waste and Wastewater

## Experience

### Vice President

*WRF Georgia LLC, a design, build and Operations Company* July 2002 to Present  
A startup wastewater design, build and operations firm serving small to medium size growth communities in the State of Georgia. (Consultant and Principal)

### President/CEO/Officer

*Allele Water Services/Allele Inc, an electric utility in Minn.* July 1995 to September 2001

#### ❖ President/CEO/Officer

*Florida Water Services, a water utility* July 1995 to September 2001

- Florida's largest investor owned water utility with over 150 water and wastewater facilities in 26 counties with over 450 employees.
- Turn around of this water utility from a net loss of \$2.4 million/yr to a profit of \$12 million/yr; growth of revenue from \$51 million/yr to \$93 million/yr.
- Reversal of cash flows from negative \$20 million to a positive \$10 million/yr.
- Growth of the utility customer base from 151,000 to over 245,000 customers. An internal growth rate of 10,000 customers/yr.
- Improved Customer Service/Billing Process to the praise of FPSC
- Rated one of the top 100 companies to work for in Central Florida 1998-2001 and one of the top 25 companies in 1999 and 2001(CF Business Magazine).

#### ❖ Chairman/CEO/Officer

*Heater Utilities, a water utility* July 1995 to September 2001

- Largest investor owned water utility in North Carolina with over 100 water and wastewater facilities in 35 counties and over 160 employees.
- Expansion of the water utility revenue from \$9.5 million/yr to over \$16 million/yr; more than doubling profit from \$1.25 million to over \$3.0 million.
- Growth of the customer base from 28,000 to over 49,000 customers.
- Improved and modernized Customer Service/Billing Process

#### ❖ Chairman/CEO/Officer

*AWS /ISI, service companies* March 1997 to September 2001.

- AWS - Contract operation water & wastewater with \$4.2 million in revenues.
- ISI - Instrumentation analysis and contract maintenance of water and wastewater facilities with \$5.8 million in revenues and 50 employees.

**President/CEO/Officer**

*Metcalfe & Eddy Services, Inc., a contract operations company September 1992 to January 1995*

❖ **President of M&E Services, Inc.**

- Developed and expanded contract operation services revenue from \$53 million to \$64 million with a profit growth of over 350% to \$10 million/yr
- Managed contract operations of over 50 public water and wastewater utilities, a public utility solid waste resource recovery power incineration facility, and groundwater remediation treatment facilities throughout the USA with over 400 employees.
- Developed, training and predictive maintenance management services that were provided nationwide
- Responsible Officer of a hazardous waste treatment, bulking and storage facility with a 40,000 gallon capacity bulk storage facility at Zecco, Inc.
- Oversaw Remediation Services and Emergency Response Contractor with over 50 employees and an EPA certified laboratory at Zecco, Inc.
- Turnaround of a hazardous waste services company (Zecco, Inc.) with \$4.5 million revenue to profitable operations at \$1 million profit.

**Vice President/Officer**

*Chemical Waste Management, a hazardous waste disposal company April 1988 to June 1992  
A subsidiary of Waste Management Inc.*

❖ **VP & Manager of Eastern Region Chemical Waste Management (CWM)**

- Established and developed the Eastern Region of CWM - a 14 state geographic area in the Northeast USA including two provinces of Canada.
- Revenue growth from \$45 million to over \$200 million with a profit growth of over 400% at \$85 million/yr
- Employee growth to over 1,000 employees
- Sales force of over 100 employees throughout 14 States and Canada
- Developed start-up Remediation division with \$100 million revenue
- Developed start-up Technical Services division with \$35 million revenue
- Developed start-up Transportation division with \$30 million revenue
- Turnaround of 3 treatment/disposal sites to over \$10 million/yr profit from annual loss of \$6 million/yr (deep well injection, waste-to-waste treatment and disposal, solvent and fuels blending)
- Established Model City N.Y. Hazardous Waste Landfill as the premier landfill in the Northeast USA for the disposal of hazardous waste, while obtaining regulatory and public approval of the expansion of the landfill facility
- Responsible for four treatment and disposal sites - landfill, waste-to-waste treatment, deep well injection and waste oil blending with over 400 employees
- Responsible for three transportation companies with over 120 tractors and 150 people
- Responsible for Technical Services division with over 150 employees at 8 sites
- Responsible for remediation division having over 250 employees with on-site experience in incineration and treatment

**Vice President/Officer**

*IT Corporation a national environmental eng / remediation company October 1985 to April 1988*

❖ **VP & Manager of Northern Region of IT Corp**

- Managed 4 engineering design offices, 3 laboratories, a hazardous waste remediation division, and a technical services division in a 26 state geographic area
- Over 300 employees with revenues of \$35 million/yr and profit of \$15 million

**President/CEO/Officer**

*Princeton Aqua Science an engineering and laboratory company* April 1972 to October 1985

❖ **Princeton Aqua Science acquired by IT Corporation in October 1985**

130 man environmental engineering and laboratory company providing environmental assessment, waste treatment design, hazardous and industrial waste management, remedial investigative feasibility studies, remediation management, and New Jersey ECRA studies

**Assistant Professor/Instructor**

*Cook College, Rutgers University, the State University of NJ* October 1971 to April 1980

❖ **Research and teaching** in Environmental Engineering of Cook College Department of Environmental Science.

Areas of expertise include Water, Wastewater, Hazardous Waste, Solid Waste, and Industrial Waste Treatment and Disposal.

**Researcher and Consultant**

*Water Resources Research Institute*

*September 1969 to April 1980*

*Rutgers University, the State University of NJ*

**Civil/Construction Engineer**

*Baltimore Gas and Electric Company, an electric utility*

*February 1968 to September 1969*

❖ **Resident Civil Engineer** for the construction of the \$250 million Calvert Cliffs Nuclear Power Station at Calvert Cliffs MD.

**Company Commander, First Lieutenant, and Construction Engineer**

*U.S. Army Corp of Engineers*

*February 1966 to February 1968*

*Army Engineer Training School*

**Civil/Environmental Engineer**

*Department of Water Resources*

*July 1965 to February 1966*

*State of California*

**Education**

Ph.D., Environmental Science, Rutgers University, 1975

M.S., Environmental Engineering, Rutgers University, 1971

B.S., Civil/Sanitary Engineering, Rutgers University, 1965

**Certifications**

Registered Professional Engineer in the states of New Jersey and Pennsylvania

**Affiliations**

*American Chemical Society*

*American Society of Civil Engineers*

*Water Environment Federation*

*American Waterworks Association*

**Achievements**

Leadership Orlando

Leadership Florida Class 16

Who's Who in America 1992-2005

Who's Who in Business and Industry, 1993-2005

Who's Who in the World, 1995-2005