

# Marc Anthony Cannata, MBA, P.E.



## EDUCATION

**Master of Business Administration**

**Executive MBA,**

University of Central Florida

**Master of Science, Environmental Engineering**

University of Central Florida

**Bachelor of Science, Environmental Engineering**

University of Central Florida

## FUNCTIONAL EXPERIENCE

- Analysis
- Bid Process
- Budget and Forecasting
- Capital Improvement Plans/Projects
- Confidentiality
- Construction Inspection/Management
- Consulting - Utilities
- Contracts
- Corporate Affairs
- Engineering Design
- Engineering Utility Management
- Executive Financial Management
- Executive Leadership & Management
- Financial Statements Assessments
- Human Resources
- Marketing
- Operations Management
- Program & Project Management
- Policies and Procedures
- Process Design & Improvement
- Profit & Loss Assessments
- Project Procurement
- Resource Management
- Resource Recruiting & Interviewing
- Strategic and Business Planning
- Sustainability and Resilience
- Technical Specifications
- Team Leadership & Management
- Treasury Management
- Utilities Management

## PROFESSIONAL SUMMARY

Results-oriented professional with diversified experience in utility/facility engineering and construction management, financial management, program management and operations. Demonstrated ability to streamline engineering operations and manage finances to maintain project and capital budgets while increasing efficiency and meeting schedules. Instrumental in working with different business units within the company to quantify the value of the current programs and resources therein to increase performance, manage budgets, manage personnel and increase profits. Possess solid leadership, communications, and interpersonal skills to establish rapport with all levels of staff, management and Public officials.

## PROFESSIONAL EXPERIENCE

### Corporate Leadership

- Board of Directors leadership, participation and responsibility.
- Utilities and Facilities executive-level leadership, mentoring, management, and vision.
- Led, managed, and mentored engineering teams to effectively communicate corporate goals, philosophy and culture.
- Led Finance Department to ensure accurate and timely financial reporting.
- Led Human Resources Department for recruiting, interviewing, personnel matters, orientation, company benefit packages, performance appraisals, and exit interviews.
- Management of corporate affairs, contract reviews, and risk mitigation.

### Utility and Facility Engineering and Construction Management

- Professional utilities and facilities engineering experience in the areas of engineering design and studies including preliminary and final design, master and capital planning, hydraulic modeling, pilot studies, capital improvement programs (CIPs), asset rehabilitation and replacement management, emergency responses, operation and maintenance analysis and support, facilities maintenance tracking and management, construction oversight, regulatory permitting, cost analysis, feasibility studies, and capital project management for a variety of municipal and government projects.
- Construction, utilities, and facilities management experience includes project solicitation/advertising, bidding, contractor bid evaluation and selection, vendor/contractor proposal & contract procurement, review and manage schedule, monitor schedule of values for compliance, shop drawing submittal review, request for information responses, pay application review and approval, record drawings, development of Construction Management Plan (CMP), and supervision of field/engineering inspection team.
- Sustainable operations and resiliency planning for projects, goals and objectives.
- Managed development of Request for Qualifications (RFQ), Request for Proposals (RFP), Scope of Work (SOW) and bid contracts for contractors and consultants.
- Water resource planning, water quality optimization and advanced treatment.
- Manage the coordination of the planning, assigning, and execution of day-to-day operations as well as led companywide staff meetings.
- Determining labor, resources, and financial needs of the engineering department.
- Provide training, mentoring, and educational development of departmental personnel.
- Coordinate to ensure maintenance and updating of corporate/engineering department policies and procedures (i.e. company standards forms and documents) and ensure compliance with firm's policies and procedures.
- Presentations to City and County municipal Boards and/or Commissioners.
- Extensive experience working with Planning and Zoning, Building Department, Public Works/Utilities, and State Regulatory Agencies.
- Extensive background working with customers, clients, engineers, architects, attorneys, and governmental agencies.

### Financial Management

- Manage financial department personnel and their fiduciary responsibility throughout the company to ensure accurate and timely financial reporting.
- Managed financial department to ensure efficient and accurate accounting, invoicing, and collections for the company.

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## INDUSTRY EXPERIENCE

- Construction
- Consulting
- Engineering
- Facilities Management
- Finance
- Management
- Operations
- Solid & Hazardous Waste
- Water Treatment
- Wastewater Treatment
- Utilities

## SYSTEM EXPERIENCE

- Axiom Ajera Portfolio (ERP for Finance)
- Infinisource (ERP for HR)
- Trimble Project Management
- Advanced Excel
- MS Project
- MS Word & PowerPoint
- AutoCAD/MicroStation
- Maximo (CMMS)

## PROFESSIONAL AFFILIATIONS

- American Water Works Association
- Florida Engineering Society
- National Society of Professional Engineers
- Water Environment Federation
- Florida Water Environment Association Utility Council Board Member

## REGISTRATIONS AND CERTIFICATIONS

Professional Engineer:  
Florida, No. 58570  
Dale Carnegie High Impact Presentations and Leadership  
PSMJ Financial Management and Project Management  
Mayors Executive Leadership Program '21  
I-Drive Chamber Leadership Program  
FEMA IS-100C and IS-700b Certifications

## HOBBIES

- Diving and fishing
- Running
- Photography
- YMCA Coaching & Volunteering

- Develop financial models to evaluate and monitor company financial performance, annual budgets, profitability, as well as to assess key industry performance metrics. Develop and implement annual budget to ensure efficiency of operations and effectiveness of human resources, facilities and capital process.
- Prepare monthly financial management presentations and the interpretive analysis of company's financial position as well as financial results versus budget.
- Oversee accounting systems, safeguarding corporate assets involving internal operational control systems to properly mix and protect cash, accounts receivable, inventory and capital purchases.
- Oversee all employee insurance programs, which include group medical, vision, dental, life, and accidental/death program for renewals and recommended changes.
- Analyzed cash flow, cost controls, and expenses to guide business decisions.
- Led management of invoicing and collections activities for multiple affiliated companies including an international office.
- Manage periodic internal audits to ensure proper closeout of corporate books on a monthly basis, maintain integrity of bookkeeping practices and associated monitoring and control procedures to ensure compliance with company policies.
- Manage IT Department to provide efficient, timely, and reliable IT services to the company and responsive internal client services for maximum network system uptime.
- Establish budget for IT supplies, computers, and network/server equipment, and make capital purchase recommendations and decisions.

## Treasury Management

- Serving as Corporate Secretary and Treasurer, seeking alternative solutions to financing transactions including financial institutions, forms, pricing and reporting.
- Negotiate with various lending institutions regarding line of credit renewals.
- Oversee daily cash management functions such as cash reporting, cash transfers and line of credit transfers in order to conserve the Company's cash position.
- Ensure timely and proper preparation of all federal and state tax returns as well as various state filings and property tax returns in concert with tax accountants.

## RELEVANT CAREER EXPERIENCE

<b>Orange County Government, Orlando, FL</b> <i>Deputy Director, Utilities Department</i>	<b>7/2019 -Present</b>
<b>Orange County Convention Center, Orlando, FL</b> <i>Manager, Capital Planning and Building Systems</i>	<b>3/2015 -7/2019</b>
<b>Reiss Engineering Inc., Winter Springs, FL</b> <i>Vice President, CFO, and Engineering Management</i>	<b>9/2000 -2/2015</b>
<b>Willa Properties LLC, Winter Springs, FL</b> <i>Manager and Property Management</i>	<b>2/2010 -2/2015</b>
<b>AOK Networking LLC, Orlando, FL (Minority Ownership)</b> <i>Finance and Corporate Affairs</i>	<b>1/2006 - 6/2010</b>
<b>Parsons Engineering Science, Winter Park, FL.</b> <i>Environmental Engineer</i>	<b>8/1998 - 9/2000</b>
<b>University of Central Florida, Orlando, FL.</b> <i>Graduate Research Assistant</i>	<b>1/1997 - 5/1998</b>
<b>Montgomery Watson, Lake Worth, FL.</b> <i>CAD Designer/Construction Inspector</i>	<b>4/1989 -8 /1993</b>
<b>Florida Aerospace, Delray Beach, FL</b> <i>Draftsman</i>	<b>6/1988 – 4/1989</b>
<b>Florida Power &amp; Light Company, West Palm Beach, FL</b> <i>Draftsman and Graphics Designer</i>	<b>9/1987 - 6/1988</b>