

## Application Form

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### Profile

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Julianne

First Name

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Lacour

Last Name

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1594 Madison Ave

Home Address

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North Port

City

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FL

State

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34286

Postal Code

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jmdlacour@yahoo.com

Email Address

### Please list three references (name only)

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Tim Conlon, John Novotny, Stephanie Wang

All board appointees shall have resided within the City for a period of one year and residency must be maintained throughout the term of office. A nonresident may serve provided that the individual currently owns and has owned real property in the City of North Port for at least one year prior to appointment pursuant to City Code, Chapter 4, Article I, Section 4-3(b). Have you lived in North Port for 12 months or longer?

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☒ Yes ☐ No

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### Interests & Experiences

#### Which Boards would you like to apply for?

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Community Economic Development Advisory Board: Submitted

Are you currently serving on any other City Board/Committee? Citizens may serve only on one Advisory Board or Committee pursuant to City Code, Chapter 4, Article I, Section 4-3(h).

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☐ Yes ☒ No

#### Were you ever removed from a City Board/Committee due to lack of attendance?

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☐ Yes ☒ No

Do you have any relatives currently serving on a City Board/Committee or relatives that are currently serving on the same City Board/Committee for which you are applying? Relatives shall not serve on the same Advisory Board or Committee pursuant to City Code, Chapter 4, Article I, Section 4-3(i).

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☐ Yes ☒ No

## Educational Background:

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College graduate BA in Visual Communications

## Are you retired?

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☒ Yes ☐ No

See resume attached

Employer

Supply Chain Manager

Occupation

[Resume\\_JLaCour\\_2022.docx](#)

Upload a Resume

## Please list any Civic organizations to which you belong.

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Moose North ort Lodge 764

## Why do you desire to serve on the above Board/Committee? Please list any relative experience, if applicable.

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With most of my career spent in Purchasing/Supply Chain from manufacturing to construction to utilities industries, I feel my experiences can contribute to the development of business in North Port that will serve it's citizens, provide jobs and tax income for city services. I've worked closely with chemist and engineers in these industries in support of the company objectives. I'd be happy to discuss my qualifications further at your earliest convenience.

Question applies to Community Economic Development Advisory Board

## Please indicate for which position you are applying. \*

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- ☒ Real estate
- ☒ Development, engineering, or planning
- ☒ Diversified light industrial/manufacturing

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## Demographics

### Ethnicity \*

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- ☒ Caucasian/Non-Hispanic

### Gender \*

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- ☒ Female

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## Acknowledgements

**Please Agree with the Following Statement**

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**I agree that if appointed, I will serve on the above board without compensation and at the pleasure of the City Commission.**

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☒ I Agree

**Please Agree with the Following Statement**

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**I agree to abide by the Sunshine and Public Records Laws and attend all mandatory training sessions.**

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☒ I Agree

**Please indicate if any information provided on this application is exempt under Florida Statutes Chapter 119.07.**

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None

## **SUMMARY OF QUALIFICATIONS**

Strategic procurement professional with extensive experience in a widely varied arena; from manufacturing to construction to indirect spend. Utilize teamwork methodologies to create synergism between procurement and internal and external customers. Able to flex priorities to business climate changes for optimum results. Adapt experience and professional knowledge to current situations. Experience supervising up to 5 employees.

## **PROFESSIONAL EXPERIENCE**

### **AGL Services Company (and AGL Resources Company) Naperville, IL**

#### **Senior Category Manager – Strategic Sourcing – March 2012 – March 2016**

Responsible for >\$100M of construction services and other spend related to installation, repair and service of gas mains and service lines, nationally. Promoted to this position when AGL acquired Nicor Gas.

- Supported merger of Nicor with AGL through education, implementation, and support of Business Units on new procurement policies and procedures
- Saved \$7M over next 5 years through bidding pipeline locate services for Illinois and Georgia locations
- Saved \$1.2M of \$17M spend for spoils disposal of MGP remediation waste through negotiation of bid proposals
- Establishing synergies of supplier base among all divisions through research, analysis, and user buy-in

### **Nicor Gas Company (an AGL Resources Company) Naperville, IL**

#### **Strategic Sourcing Category Manager – Direct Services – May 2010 – March 2012**

Management of ~\$80M services spend directly affecting pipeline activities, including construction, engineering, environmental, health, and safety services. Report to Strategic Sourcing Senior Manager

- Established and led internal team to determine best way to organize approved vendors into specific categories using existing, technology
  - o Resulted in new, improved process of spend analysis
- Enhanced automated bid process to include Business Units in review of bid results, pre-bid and post bid meetings with significant bidders, and team negotiations
  - o Of seven multi-million dollar construction bids for 2010 season, improved process produced >\$1M in savings from budgets
- Accepted transfer of responsibility for stalled 'courier services' bid, revised scope of work to actual activity, eliminated 3 inactive routes
  - o Generated \$20k savings on \$200K yearly spend
- Developed strategy for sourcing new suppliers for 3 year, \$60M project for pipeline replacement.
  - o Developed questions and issued RFI to 12 potential bidders
    - Analyzed results through measured scoring with input from Business Units
    - Narrowed field to 3 new potential bidders, added to 6 current approved sources
  - o Issued \$20M bid for Year 1
    - Analyzed results and presented to Team for review and comment
    - Bid awarded to one of new sources because of competitive, strategic process
- Wrote new procedure for contract processing with tracking methodology for improved information cycling
- Extended 4 environmental consultant contracts, totaling \$13.2M spend for year 2011, with no fee increases (historic increases averaged 3% for each of 5 previous years)

### **Panduit Corp Tinley Park, IL**

#### **Corporate Category Manager - March 2007– May 2010**

Management of ~ \$150M indirect spend for MRO, construction and facility services for global Panduit locations. Reported to Corporate Director of Indirect Spend

- Engaged General Contractor, coordinated, monitored procurement aspects for construction of a new 250,000 sq. ft. global headquarters to be completed in early 2010

- o Achieved savings of \$1.5M on \$79M spend working with GC through bid process, utilizing many of Panduit's down-line customers as trade vendors
- Developed and implemented standardized bid process for services contracts, reducing bid cycle time from 4 months to 4-6 weeks
  - o Implemented electronic reporting structure that tracked progress of bid projects for users to readily access 24/7
- Consolidated more than 150 suppliers of MRO into one distributor for improved service, better spend leverage

**Neumann Homes Inc.** Warrenville, IL

**Corporate Supply Chain Category Leader** - June 2004 – March 2007

Management of ~\$35M in material and labor spend for HVAC, Electrical, Plumbing, and Appliances categories in Mid West Region. Reported to VP of Procurement

- Developed strategic plan to separate purchases of materials from labor in 3 mechanical categories of HVAC, Electrical and Plumbing (\$28M spend) for better cost control
- Implemented standardized bid packages for major phases of construction for accurate and level bid comparisons
- Achieved 1 year total savings of \$2.6M calculated on initial "market basket" bids
- Developed price index of key commodities affecting the category spends as a measure of performance and forecast of price movement
- Replaced two key concrete contractors, improved quality and service, saving \$400K on a \$8M yearly spend

**Budget Rent A Car Systems** Lisle, IL

**Corporate Purchasing Manager** - Jan 2000 - Nov 2003

Management of ~ \$40M in yearly purchases of fuel oils and lubricants, automotive and truck repair parts, collateral and forms print management, and P-card program. Reported to Vice President of Purchasing

- Maintained key vendor relationships and continuity of supply through Budget corporate bankruptcy and acquisition by Cendant Corp
- Implemented P-Card program that reduced invoice volume by 30% in first 6 months with savings of \$684K in operating costs the first year
- Established 'dollar cost averaging' system for \$25M annual bulk fuel spend
- Reorganized the \$1.3M commercial print purchases generating a first year save of \$190K
- Created electronic Purchasing Manual of specifications, approved suppliers, and standardized purchasing procedures
- Expanded the \$2M fulfillment warehouse program to include Internet ordering and reporting resulting in savings of 14% in warehousing and distribution charges over a two year period

## **EDUCATION**

- Bachelor of Arts degree, DePaul University, Chicago, IL - focus in Visual Communication 2000
- Certified Purchasing Manager (C.P.M.) July 1990 – 2010
- Certified Professional in Supply Management (CPSM) July 2011 - 2016

## **SKILLS**

- Incorporation of the Internet as a tool in strategic and tactical procurement
- Proficient in Microsoft Office, WORD, EXCEL, and PowerPoint software



North Port, FL

## Community Economic Development Advisory Board

### Board Roster



#### Sean Burroughs

**1st Term** May 10, 2022 - May 10, 2024

**Position** Member

**Category** Medical/Healthcare



#### John K Dalton

**1st Term** Jun 07, 2022 - Jun 07, 2024

**Position** Member

**Category** Development, Engineering, Planning



#### Richard P Gortz

**1st Term** Jan 11, 2022 - Jan 11, 2024

**Position** Member

**Category** Public Relations



#### David Pankiw

**2nd Term** Sep 24, 2019 - Sep 28, 2023

**Position** Vice Chair

**Category** Financial Services



#### Duane Sautbine

**1st Term** Dec 14, 2021 - Dec 14, 2023

**Position** Member

**Category** North Port Resident



#### Thomas Van Bergen

**2nd Term** Oct 08, 2019 - Oct 12, 2023

**Position** Member

**Category** Real Estate



**George A Van Salisbury**

**1st Term** Feb 01, 2022 - Feb 01, 2024

**Position** Member

**Category** North Port Resident

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**Nicholas Worden**

**2nd Term** Oct 08, 2019 - Oct 12, 2023

**Position** Chair

**Category** Financial Services

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**Vacancy**

**Position** Member

**Category** Diversified Light Industrial/Manufacturing

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**Vacancy**

**Position** Member

**Category** Tourism, Sports, Entertainment

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**Vacancy**




North Port, FL

# Community Economic Development Advisory Board

## Board Details

The board shall serve in an advisory capacity and shall work with the city manager and staff as appointed by the city manager in researching, developing and recommending business and economic development policies necessary to direct the orderly economic growth of the city.


## Overview


 **Size** 11 Seats


 **Term Length** 2 Year

 **Term Limit** 2

## Contact

 **Name** Susan Hale

 **Email** boardapplications@cityofnorthport.com

 **Phone** (941) 429-7061

## Additional



**Membership Requirements**

It is preferred that a majority of the regular and alternate members of the board shall be city residents. However, in cases where local residents are unable or unavailable to fill a specific category, applicants who are not city residents will be considered for membership. The board shall work with the city manager and staff as appointed by the city manager to support the city's business and economic development activities as follows: (1) Make recommendations on any updates to the city's business and economic development strategic plan with long-term goals and objectives. (2) Provide recommendations on any city commission short-term action plans and measurements. (3) Make recommendations on resources allocated for economic development activity of the city. (4) Provide recommendations on policies and ordinances affecting economic development. The community economic development advisory board shall consist of up to 11 regular members comprised of: (1) No more than two members from each of the following categories: (a) Financial services. (b) Real estate. (c) North Port Resident. (2) No more than one member from each of the following categories: (a) Medical and health care. (b) Development, engineering or planning. (c) Higher education/school board member. (d) Tourism, sports, or entertainment. (e) Diversified light industrial/manufacturing. (f) Public Relations. (g) Land use attorney. An unelected Sarasota County representative may serve as an ex officio non-voting member. There shall be no alternate members.

**Meetings**

Meets the third Tuesday of every month at 10:30 a.m.

**Enacting Legislation**

City Code Chapter 4 Article I - Boards Generally and Article VI - Community Economic Development Advisory Board

**Enacting Resolution Website**

n/a