Print

Advisory Board & Committee Interest Form - Submission #24983

Date Submitted: 4/6/2024

Last Name*	First Name*	District # You Live In.*
McCune	Nathan	5

Home Address*	City*	State*	Zip Code*
2320 N 61st terrace	Hollywood	FL	33024

Home Phone	Cell Phone	Email Address*
5014005050		mccune28@gmail.com

Owner or Renter *	Number of years as city resident*	Are you registered to vote in Broward County? *	Education (highest degree / level)
Owner	8	Yes	Masters

Occupation*	Work Phone
Business owner	15014005050

Business Name*

Hollywood Cardconnect and Clover

Business Address	City	State	Zip Code
2320 N 61st terrace	Hollywood	FL	33024

Identify the board / committee(s) to which you request appointment (Please rank in order of preference)

Selection (1)*	Selection (2)*
Affordable Housing Advisory Committee	Sustainability Advisory Committee

Selection (3)*	Selection (4)*
Parks, Recreation & Cultural Arts Advisory Board	None

Affordable Housing Advisory Committee - Questions*

1. I have seen a great reduction in affordable housing areas since my time living in Hollywood. I am very passionate about representing and ensuring that lower income families, especially ones who have lived in Hollywood multiple generations, are able to continue living here and enjoying our community. The biggest obstacle right now might be a bit of over development of some areas of hollywood.

2. Honestly, I am not skilled in any of these areas

3. Which of the following disciplines are you most passionate?
Ownership Housing Affordability, • Rental Housing Affordability, Fair Housing.

4. What (if any) life experience motivated you toward volunteerism?

My grandfather was Mayor of a town in Louisiana. I am passionate about serving people and representing those who lack a voice

5. What role does housing diversity play in Hollywood's economic health?

We need diversity in housing because we have all level of income families in Hollywood. If we do not have affordable housing for hospitality/restaurant workers, teachers, and other civil servants then we can't incentive them to stay in Hollywood

Please answer these five questions above. 1. In your opinion what is the greatest challenge to keeping housing affordable in Hollywood? 2. Which of the following disciplines are you most skilled? • Home Purchase Education, • Housing Market Employment. • Housing Market Stability. • Affordable Housing Construction. * Affordable Housing Activism. 3. Which of the following disciplines are you most passionate? • Ownership Housing Affordability, • Rental Housing Affordability, • Housing Market Stability, • New Housing Construction, * Fair Housing. 4. What (if any) life experience motivated you toward volunteerism? 5. What role does housing diversity play in Hollywood's economic health?

African American Advisory Council - Questions*

Please answer these five questions above. 1. What is the greatest challenge facing the African American Community in Hollywood? 2. How many hours per month can you dedicate to AAAC initiatives? 3. Which of the following disciplines are you most skilled? * Education, * Employment, * Economics, * Cultural Awareness, * Housing. 4. Which of the following disciplines are you most passionate? * Education, * Employment, * Economics, * Cultural Awareness, * Housing. 5. What (if any) life experience motivated you toward volunteerism?

Artwork Selection Committee - Questions*

Please answer these five questions above. 1. What are your primary interest in City Government and City Services? 2. Why do you want to join the Artwork Selection Committee? 3. What other relevant organizations, clubs, or associations were you previously, and/or currently are involved in? 4. Are you available to attend regular committee board meetings scheduled for the Second Monday each month at 5:30pm? 5. What is your one area of highest interest related to the Arts within the City of Hollywood?

Civil Service Board - Questions*

Please answer these five questions above. 1. Describe your involvement with establishing, reviewing and interpreting policies and procedures? 2. Describe your involvement in employment practices including interviewing, testing, hiring, selection and promotion, demotions, transfers, etc. 3. Describe your knowledge of Civil Service and its purpose. 4. Why do you want to serve on this Civil Service Board? 5. Are you a continuous resident of and continuous registered elector in the City of Hollywood?

Community Development Advisory Board - Questions*

Please answer these five questions above. 1. Do you reside in a low and moderate income (LMI) neighborhood in Hollywood per the most recent US Census data? A Hollywood LMI Map is located at www.hollywoodfl.org on the Community and Economic Development webpage. 2. What Community Development issues do you believe are the most important to Hollywood? 3. What is your definition of a healthy neighborhood? 4. What do you believe is the vision and primary work of the Community Development Advisory Board? 5. What do you believe uniquely qualifies you to serve on the Community Development Advisory Board?

Education Advisory Committee - Questions*

Please answer these five questions above. 1. What are the current challenges facing education? 2. What is your vision for education in Hollywood? 3. What do you see as the primary work of the Education Advisory Committee? 4. With only one meeting a month, the Committee is limited in what it can do. How does/should the Committee decide what's most important? 5. How can the Committee know if its mission and goals are being accomplished?

Employees' Retirement Plan - Questions*

Please answer these five questions above. 1. Are you familiar with the State's Sunshine Laws (Chapter 119 of the Florida Statutes)? 2. Are you available to attend in person regular monthly Board meeting (typically held the 4th Tuesday of each month)? 3. What knowledge, skills and/or abilities will you bring to the Employees' Retirement Plan? 4. What do you believe are the responsibilities of a trustee on a municipal retirement plan board? 5. Are you familiar with municipal defined benefit retirement plans and/or have previous experience serving on a municipal retirement plan board?

Firefighters' Pension Board - Questions*

Please answer these five questions above. 1. What knowledge, skills and abilities would you bring to the meetings? 2. What experience do you have with firefighter pensions? 3 What is your financial background? 4. How many years have you lived in Hollywood? 5 How familiar are you with local retirement systems?

General Obligation Bond Oversight Advisory Committee - Questions*

Please answer these four questions above. Why do you want to join the GO Bond Oversight Advisory Committee? 2. Explain how your personal and/or professional experiences will contribute to the meeting the goal(s) of the Board or City. 3. Which Bond interests you the most? Public Safety? Parks/Golf/Open Space or Neighborhoods & Resiliency? 4. What is your perspective on city quality of life, healthy neighborhoods, economic development & a strong tax base?

Historic Preservation Board - Questions*

Please answer these five questions above. 1. How have you prepared yourself to serve on the Historic Preservation Board? 2. Explain how your personal and/or professional experiences will contribute to the meeting the goal(s) of the Board or City. * Personal experiences, * Professional experiences. 3. What is your perspective on balancing growth of the City's tax base, within the Historic Districts, while maintaining neighborhood stabilization? 4. How would you balance historic architecture with modern architectural styles? 5. What do you like about the City's different Historic Districts?

Hollywood Centennial Celebration Committee*

Please answer these five questions above. 1. What is your primary interest in serving on the Committee? 2. What is your financial/accounting background? 3. What knowledge, skills and abilities would you bring to the meetings? 4. What other organizations and/or associations were you previously, and/or currently involved with? 5. Are you available to attend regular committee meetings? (dates to be determined by all members)

Hollywood Housing Authority - Questions*

Please answer these five questions above. 1. In your opinion what is the greatest challenge to keeping housing affordable in Hollywood? 2. Which of the following disciplines are you most skilled? * Property Management, * Affordable Housing Administration, * Housing Market Stability, * Affordable Housing Construction, * Affordable Housing Activism. 3. Which of the following disciplines are you most passionate? * Property Management, * Rental Housing Affordability, * Housing Market Stability, * New Housing Construction, * Fair Housing. 4. What (if any) life experience motivated you toward volunteerism? 5.What role does housing diversity play in Hollywood's economic health?

Marine Advisory Board - Questions*

Please answer these five questions above. 1. What is your involvement with the City of Hollywood's Waterways? 2. What will guide your decisions on this board? 3. Are you able to dedicate 2-3 hours a month to attend the meetings? Attendance is paramount to this Board being able to get things done. 4. Are you currently or have you been a boater, marine industry professional or involved in any other marine related industry? 5. What is your vision for the city of Hollywood's Waterway system?

Parks, Recreation & Cultural Arts Advisory Board - Questions*

1. How many events have you attended in the past year at any of the parks and athletics facilities in the City?

I attend almost every month. Especially the music events in the Arts Park. I also volunteer at community gardens like Highland gardens

2. How many City-sponsored special events have you attended for the past year?

10

3. Are you available to attend regular Board meetings? Regular meetings are on the 1st Thursday of the month for 8 months per calendar year.

yes

4. What is your one area of highest interest related to the parks, recreation and cultural arts for the City?

I am interested in developing food forests and areas of parks where people can garden. Also I want to beautify and maintain parks

5. What other relevant organizations, clubs, or associations were you previously, and/or currently are involved in?

Director in BNI, Hollywood chamber,

6. How does parks, recreation and cultural arts contribute to quality of life?

I go to the parks at least 2 or 3 times a week. green space is important for human emotional health and also for our collective social activities

Please answer these six questions above. 1. How many events have you attended in the past year at any of the parks and athletics facilities in the City? 2. How many City-sponsored special events have you attended for the past year? 3. Are you available to attend regular Board meetings? Regular meetings are on the 1st Thursday of the month for 8 months per calendar year. 4. What is your one area of highest interest related to the parks, recreation and cultural arts for the City? 5. What other relevant organizations, clubs, or associations were you previously, and/or currently are involved in? 6. How does parks, recreation and cultural arts contribute to quality of life?

Planning & Development Board - Questions*

Please answer these five questions above. 1. How have you prepared yourself to serve on the Planning and Development Board? 2. Explain how your personal and/or professional experiences will contribute to the meeting the goal(s) of the Board or City. * Personal experiences, * Professional experiences. 3. What is your perspective on balancing growth of the City's tax base while maintaining neighborhood stabilization? 4. What recent developments within the City are most proud of? 5. What is a Comprehensive Plan?

Police Officer's Pension Board - Questions*

Please answer these five questions above. 1. What is a fiduciary? And what is your responsibility to the police pension plan as a fiduciary? 2. What is the Sunshine Law? 3. What is Asset Allocation & Diversification? 4. Explain the history of Chapter 99-1 and Chapter 185? 5. Define the role of the Actuary and the Auditor?

Sister Cities Advisory Committee - Questions*

1. Do you speak more than one language? If so, what languages do you speak? 2.Do you have experience in travel, cultural exchange, and/or fund-raising? Please describe. 3. Which Sister City focus areas are you most passionate about: a. Art and Culture; b. Business and Trade; c. Community Development; d. Youth and Education. 4. What (if any) life experience motivated you toward volunteerism? 5. Please describe why you are interested in serving on the Sister Cities Advisory Committee.

Sustainability Advisory Committee - Questions*

Please answer these five questions above.

1. Why do you want to join the committee?

I am passionate about environmental issues

2. Have you attended any committee meetings? If so, how many?
none

3. What knowledge, skills, and abilities would you bring to the committee if appointed?

I have business acumen as a business owner, i am organized, collaborative and cooperative,

4. What other organizations, clubs, or associations are you involved in? BNI,

5. Are you available to attend regular committee and subcommittee meetings?

Yes, i am self employed and flexible

6. What types of projects would you like to see the committee work on?

Improving our environmental endeavors and policies, protecting wildlife

Please answer these five questions above. 1. Why do you want to join the committee? 2. Have you attended any committee meetings? If so, how many? 3. What knowledge, skills, and abilities would you bring to the committee if appointed? 4. What other organizations, clubs, or associations are you involved in? 5. Are you available to attend regular committee and subcommittee meetings? Regular meetings are held monthly with subcommittee meetings held as needed. 6. What types of projects would you like to see the committee work on?

Young Circle ArtsPark Advisory Board - Questions*

Please answer these five questions above. 1. What are your primary interest in City Government and City Services? 2. How many ArtsPark events have you attended within the past year? 3. What other relevant organizations, clubs, or associations were you previously, and/or currently are involved in? 4. Are you available to attend regular committee board meetings scheduled for the Second Tuesday each month at 5:30 pm? 5. What is your one area of highest interest related to the ArtsPark at Young Circle?

Are you interested in serving on more than one board/committee?*

No

If so, how many?*

1

Applicant must attend at least one board/committee meeting prior to consideration of application for every board applied. Please list board/committee meetings you attended in the last year?*

none yet

Are you currently on a County or City Board?*

No

If yes, please describe

If you are applying for a board / committee, which has specific requirements / categories, please detail how your background and/or experience meets the required criteria.*

no

Please describe your professional and/or volunteer experience or background, which best qualifies you for selection to the board / committee.*

I am a director in BNI and work with many business owners in the Broward area. I volunteer in the community garden: highland gardens.

Are you presently employed by the City of Hollywood?*

No

If so, in what capacity?*

Hollywood

Attach Resume (only .doc and .pdf files)*

Nathans Resume 2023.pdf

Nathan McCune

2320 N. 61st terrace
Hollywood, Fl 33024

501 400 5050

mccune28@gmail.com

SUMMARY

Senior sales leader and top performer in B2B sales within credit card and payment processing. Proven success in leadership, operational excellence and organizational development with keen understanding of success driving sales behaviors. Recognized for inspiring team members to excel and encouraging creative work environments. I am always driven to find more innovative and efficient ways of handling tasks and doing so in a profit driving manner.

EXPERIENCE

Sales Executive, Fiserv/CardConnect

Remote – June 2022 – Present

- Develop and maintain long term relationships with partners.
- Focus in healthcare industry and providing streamlined payment processing through integrated software solutions.
- Enhance ROI for Integrated Software Vendors, and play integral role in ongoing business development
- Emphasize importance of ISV partners' needs, paying attention to detail, a sense of urgency, and commitment to deliver as promised.

Sales Relationship Manager, Heartland Payment Systems (Global Payments)

Remote — January 2020 – June 2022

- Solution selling for small and mid-market businesses for these products and services:
    - **a)** payments processing **b)** payment gateways, **c)** ecommerce solutions **d)** payroll services **e)** time and attendance **f)** human capital management **g)** integration and automation of patient payments into electronic medical records and other software **h)**Work opportunity tax credits and Employee retention tax credits
- Developed and maintained a network of referral partners including CPAs, insurance brokers, web developers, and ISVs
- Coaching and development of new hires in sales prospecting strategies and software integrations

Awards and Recognition:

- 2021 #1 Stronger together partner for referring the most closed leads out of 5000 sales consultants

Senior Middle Market Team Leader and Corporate Sales Consultant, Global Commercial Services, American Express

Sunrise, Florida — January 2018 – January 2020

Team leader duties:

- Conducted sales training: taught best practices, procedures and sales strategies to achieve sales quota surpassing results
- Led morning and afternoon meetings regarding sales strategy and daily results including how to optimize productivity.
- Developed team communications and presentations for sales meetings.

Sales consultant duties:

- Delivered the value proposition for AMEX corporate accounts tailored to the needs of CEOs, CFOs, COOs, and controllers.
- Consulted with middle market companies with annual revenues up to $150M on turning B2B & T&E payments into opportunities to contribute profit to the bottom line with tailored suite of solutions to help: **a)** Reduce costs **b)** Maximize process efficiencies **c)** Optimize working capital. **d)** Provided solutions for foreign exchange (FX) payments and payroll options
- Interdepartmental collaboration: working with underwriting, technical, and account development teams in order to streamline processes
- Grew market penetration and sales figures by leveraging supplier relationships and personally overseeing negotiations resulting in revenue increase.

Awards and Recognition:

- #1 Sales Consultant of the year 2018: 650% to new accounts acquisition quota.

- #1 Sales Consultant of the year 2019: 800% to new accounts acquisition quota..
- #1 Sales Consultant Charge Volume for Q1,Q2, Q3, 2019: $5,000,000, $6,100,000, $4,500,000
- Centurion status (highest level of sales) for 2016 Q4
- Centurion Status all business quarters of 2017-2019
- 2019 #2 Sales consultant partner for FXIP & payroll wire $17.7MM
- 2019 Award for innovative thought leadership by peers and leadership team

Small Business Consultant, American Express

Plantation, Florida — August 2016 – January 2018

- Engage in phone consultations with small business owners to identify needs.
- Recommend appropriate American Express small business products: Business Platinum, Gold, or Plum Card for business's needs.

Awards and Recognition:

- #1 Sales Consultant each month of 2017 in new acquisitions
- #1 Sales consultant partner 2018 for FXIP & payroll wire $15.4MM

Consumer Sales Consultant, ATT

Doral, Florida — May 2014 – July 2016

- Consulted consumers to determine appropriate bundle of services for Uverse, Directv, ATT wireless and Digital Life Home Security.

Awards and Recognition

- #1 Sales Consultant 2015 for Uverse product 475% to quota: ATT Summit Award
- #1 Sales Consultant 2015 Q2,Q3,Q4 and for 2016 Q1 for wireless products nationwide
- #1 Sales Consultant 2015 for Digital Life: 560% to quota
- Award for innovative thought leadership

Manager Technical Support and Technical Support Specialist, ATT

Little Rock, Arkansas — November 2012- April 2014

- Analyzed and developed service goals for in-bound call center.
- Helped streamline repair processes and update procedures for support action consistency.
- Coached agents' on sales strategies and best practices
- Advising agents on technical troubleshooting
- Handling supervisor calls for customer escalations.
- Developed and implemented training initiatives for new hires.

Awards and Recognition:

- Top Sales Team Leader for 24 consistent months
- #1 Center of Excellence Sales Consultant: Upselling customers to Uverse services Top
- #1 Sales conversion ratio out of 183 agents for all 2013 and Q1 2014
- Led Top Sales Team for 24 consistent months
- #2 Uverse sales agent out of all Center of Excellence agents (3,000+) nationwide for October 2013

Assistant Manager of Sales Enablement and Sales Fulfillment

Vacation Tour and Travel

Conway, Arkansas — October 2010- June 2012

- Led team of highly motivated agents to lock-in and confirm dates for travel agency and timeshare company.

- Duties: legal document management, preparing sales fulfillment reports, sales lead management, database management. Processed credit card charges and refunds. Booked hotel reservations, emailed cancellation reports to headquarters of Carnival, Bluegreen and Wyndham worldwide

EDUCATION

University of Edinburgh

MSC (Master of Science) Epistemology, Ethics, and Mind— 2017-2022

University of Central Arkansas Honors College

B.A. Philosophy — 2004-2009

- B.A. Philosophy and Linguistics - Overall GPA: 3.824 / magna cum laude. Graduated with university honors and departmental honors from the Honors College
- President UCA Philosophy and Religion Club 2008-2009
- Organizing university-wide conferences, and weekly departmental seminars

REFERENCES

Matthew Shippey – Heartland, Human Capital Management and Payroll consultant: 786 344 6868

Robert Harzer – Liquid Payments, VP of Sales: 732 330 2807

Carlos Torres - CardConnect, Sales Executive: 305 979 6909

Jennie Aurelus - American Express, Middle Market Sales Manager: 561 503 8502

David McPherson: VP, Small Business Banking at Bank of America: 954 609 0973