

Janet Watermeier

Resume

CURRENT EMPLOYMENT:

President, Watermeier Consulting & Property Services, LLC, Ft. Myers, FL
Manager and licensed Florida real estate broker of a consulting and real estate resources firm providing market information, project feasibility analysis, economic and development consulting services, property management, meeting facilitation, public speaking and community presentation services. Select clients include Lee, Charlotte, Sarasota, Manatee, Highlands, Hendry and Clay Counties; Cities of Fort Myers, Punta Gorda and North Port; State of Florida Agency for Workforce Innovation, Enterprise Florida, and Department of Community Affairs; Florida Economic Development Council, Florida Gulf Coast University, The News-Press, and numerous private investment, business and real estate development clients. Select studies and presentations:

- Florida Economic Development Strategic Plan
- Florida Gulf Coast University Satellite Campus Study
- Charlotte County Economic Development Marketing Plan
- Charlotte County Meeting and Conference Center Study
- Southwest Florida Growth Trends
- News-Press Market Watch Annual Presentation and Information Publication
- Hurricane Economic Impact Presentations "After the Storms"
- Florida's Transportation Plan, New Corridors, and Funding Challenges
- Economic Development Site Readiness Study, Clay County Florida
- City of North Port Business and Economic Development Strategic Plan

EMPLOYMENT EXPERIENCE:

Director, Economic Development, Lee County, FL - 1996 to 2003

Responsible for the economic development programs in a community of 475,000 citizens and 12,500 businesses. Assisted 105 target industry expansions and locations producing 4,750 new jobs at 140% of county average wage with a \$350+ million annual economic impact.

- Programs: Target Industry Recruitment; Business Assistance; Community Redevelopment
- Organizations: Horizon Council & Horizon Foundation - private/public advisory board and fundraising; Industrial Development and Education Facilities Authorities - tax exempt bonds
- Responsibilities: 15 member staff; \$1.5 million annual operating budget; \$1.5 million annual business incentive fund; \$9 million CRA capital improvement projects; \$440 million in bonds.

Vice President, WCI Communities, Inc., Bonita Springs, FL - 1989 to 1996

Responsible for Southwest Florida commercial operations for upscale community development subsidiary of Westinghouse Electric Corp.

- Land development, residential parcel sales to developers (\$10 million annually)
- Commercial office and industrial park development, commercial construction, land and building sales, office space leasing.
- Developed 3 business parks (105 acres), built, leased and sold 10 office buildings, located 6 manufacturers, 2 back office operations, and 28 local or regional offices.

Realtor, Coldwell Banker & Five Star Realty, Charlotte County, FL - 1987 to 1989

- Sold and leased commercial land and buildings.
- Sold residential lots and new custom single family homes
- Director, Charlotte County Board of Realtors and Chair, Education Committee.
- Licensed Real Estate Broker and Mortgage Broker, State of Florida.

President and Director, Proprietary Schools, Virginia - 1979 to 1987

- Restructured three unprofitable operations and opened new facilities.
- Tripled sales volume in less than one year.

Manager, Stretch & Sew Fabric Center, Buffalo, NY - 1976 to 1979

- Opened and managed retail knit fabric and teaching center.
- Grew business from new start-up operation to one of top 10 of 200 in first year.

Paralegal, Williams, Worrell, Kelly & Greer, Norfolk, VA - 1974 to 1976

- Created paralegal position for law firm of 18 attorneys
- Specialized in bankruptcies, collections, real estate closings, trusts and legal research.

- EDUCATION:** Old Dominion University, School of Business, Norfolk, VA 1970-1974
 B.A. in Economics, Graduated Magna Cum Laud,
 A.D. Morgan Scholarship recipient, International Honor Society, Research Assistant.
 University of Buffalo, School of Law, Buffalo, NY – 1978
 Professional Courses, Classes and Seminars:
 A wide variety including 4-CCIM, 3-CED, 2-ULI, Finance, Real Estate Development,
 and Research Park Development.
- GUBERNATORIAL
 & COMMISSIONER
 APPOINTMENTS:** Florida Transportation Commission, 2001-2008, Vice Chair, 2005-2008
 Airport Special Management Committee, SWFL International Airport 2004-2008, Chair 2007-2008
 Southwest Florida Regional Planning Council, 1997-2009
 Enterprise Florida International Trade and Economic Development Board, 1996-1999
- ECONOMIC
 DEVELOPMENT
 ORGANIZATIONS:** Enterprise Florida (EFI) Partners Council, 1999-2003
 Chair, EFI Marketing Committee & Team Florida Marketing Committee, 1999-2003
 Florida Long Range Economic Strategic Plan Task Force, 1999-2004
 Board Member, Southwest Florida Regional Workforce Board, 1997-2002
 Executive Committee, SWFL Economic Development Coalition (6 Counties) 1997-2003
 Florida Chamber of Commerce, Economic Development Committee 1998-2004
 District Director, Florida Economic Development Council (FEDC), 1996-1998
 Executive Committee, Vice President of Programs, FEDC, 2001-2002
 Member, International Association of Research & Development Parks, 2000-Current
 Member, International Economic Development Council (IEDC), 2002-Current
 Member, American Economic Development Council (AEDC), 1996-2001
 Member, Southern Economic Development Council (SEDC), 1996-2000
 Member, Community and Urban Economic Development (CUED), 1996-1999
- BUSINESS
 ORGANIZATIONS:** Director, Radiation Therapy Services, Inc. (publicly traded as RTSX) 2007-2008
 Charlotte County Chamber of Commerce, 2005-2008
 North Port Chamber of Commerce, 2007-2008
 Florida Chamber of Commerce, 1998-2006
 Associated Industries of Florida, 2000-2004
 Director, Real Estate Investment Society (REIS), 2004-2005, 1995 (Member 1989-2008)
 Greater Fort Myers Chamber of Commerce Member, 2003-2005
 Horizon Council Member, Economic Advisors to Lee County Commission, 1991-1996
 Vice Chairman, Horizon Council Marketing Committee, 1991-1993
 Trustee, Chamber of Commerce for SW Florida, 1989-1995
 Business Office Managers Association (BOMA), 1989-1995
 Executive Committee, Certified Commercial Investment Member (CCIM), 1988-1995
 Director, Business Development Corporation (BDC), 1993-1995
- MEMBERSHIPS &
 COMMUNITY
 SERVICE:** Floridians for Better Transportation, Chair, 2008-Current
 SWFL Regional Stewardship Alliance, Executive Committee 2005-Current
 Habitat for Humanity, Board Member, 2005-Current
 Junior Achievement Board of Directors, 2003-2007
 Lee County Human Services Council, 2003-2005
 Leadership Southwest Florida, 1993
 Leadership Lee County, 1989
 Chairman, Youth Connection, Teen Leadership Program, 1990-1991
 Director, Coalition for a Drug Free Lee County, 1990-1993
 United Way Volunteer Training Steering Committee, 1995-1996
- AWARDS:** Urban Land Institute Pathfinder Award, 2008
Gulfshore Business Magazine – Southwest Florida's 50 Top Power Players List, 2008
Gulfshore Life Magazine - Men & Women of the Year, 2002
 Southwest Florida Distinguished Leadership Award, SWFL Chamber of Commerce, 1998
 Westinghouse Communities, Inc. – President's Award, 1995