

# Wayne Weinberg

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- *Community development • Fundraising • Government relations • Leadership development*
  - *Special events • Brand development • Vision planning • Business development • Media relations*
  - *Strategic planning • Budget management • Community/business liaison*
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## **KEY ACCOMPLISHMENTS**

### **PRESIDENT, LEADERSHIP SEMINOLE**

- Exceeded membership benchmark set by the executive board for 2009 Leadership Class in just six months, resulting in second highest class enrollment in decade
- Retained funding for all six major program sponsorships and set foundation for reaching out to new sponsors
- Recruited class in collaboration with Leadership Seminole Executive Council, Envision Board and others
- Laid groundwork for collaborative partnership with Hispanic Chamber of Commerce Metro Orlando and others

### **PRESIDENT, HEALTH CENTRAL FOUNDATION/HOSPITAL VICE PRESIDENT**

- Eliminated six figure deficit raising \$1.3 million to fund School Nurse Program impacting nearly 40,000 students
- Secured corporate & individual sponsorships for Foundation's Annual Gala grossing \$445,000
- Designed and implemented board development strategy supporting new mission and capital campaign
- Initiated strategic relationship with UCF College of Medicine

### **DIRECTOR OF DEVELOPMENT, UNIVERSITY OF CENTRAL FLORIDA COLLEGE OF ENGINEERING & COMPUTER SCIENCE**

- Built and sustained collaborative relationships with area businesses, government and alumni
- College alumni chapter liaison assisted in successful High Tech "friend raising" events
- Led team securing \$2 million gift agreement from private individual and \$3 million gift from major corporation
- Secured major corporate and alumni gifts (from \$30K to \$100K) and generated long-term value for donors
- Managed college's first ever faculty staff campaign, raising nearly \$190K in three weeks
- Solicited annual giving resulting in more than \$750,000 for Florida FIRST Robotics over five years
- Created/executed multiple events and recruited/managed Dean's Executive Council;
- Co-founder College Leadership Institute- used strategic research methods to tap into new funding opportunities resulting in over \$355K in three years; implemented website
- Wrote college electronic newsletter with circulation of 7,000

### **PRESIDENT, GREATER SEMINOLE COUNTY CHAMBER OF COMMERCE**

- Significantly raised Chamber's community profile with relationship building, regional approach, improved communication, and enhanced programs/events (monthly)
- Utilized qualitative research methods, including focus groups, to determine membership priorities
- Led successful initiative to fund and build new Chamber headquarters
- Marketed Chamber's value resulting in 30% new member increase in one year (total membership 1,250)
- Brought in Leadership Seminole program/Established Women's Professional Network
- Partnered with Winter Park and West Orange Chambers to create annual Capitol Connection Tallahassee trip
- Launched collaborative community building initiative "Seminole Vision" which evolved into Envision Seminole and raised over \$200,000 to support it

### **SPECIAL ASSISTANT TO THE MAYOR OF ORLANDO**

- Advised Mayor on high-profile issues and opportunities including teen curfew, TCE contamination, MLB and re-use of Orlando Naval Training Center.
- Managed all local, national and international media inquiries and coverage for World Cup Soccer
- Speechwriter for Mayor at community, business and political events; produced internal/external videos

### **RADIO NEWS ANCHOR/DIRECTOR**

- Led award-winning news departments in Milwaukee, Memphis and Orlando
- Primary news anchor for live and breaking news stories on Orlando's WDBO-AM for more than a decade
- Anchored and reported on two U.S. Presidential elections from Washington, D.C.; covered over 24 NASA Space Shuttle launches and landings at KSC and Edwards Air Force Base

### **BROADCAST TALENT, WALT DISNEY WORLD CO.**

- Integral member of PR team that staged large-scale media events, including opening of Animal Kingdom and Hollywood Studios, theme park anniversary celebrations, Disney Cruise Lines, Town of Celebration
- Designed, scripted, produced and voiced audio press kits for new Walt Disney World attractions

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### ***PROFESSIONAL & CIVIC AFFILIATIONS (Partial List)***

- Florida FIRST Robotics Executive Advisory, Board Chair 2008 - Present
- Garden Theatre, Winter Garden, Board of Directors 2008 - Present
- Envision Seminole, Executive Committee 2003 - 2009  
Seminole Vision Chair 2008 - 2009  
Seminole Survey Task Force Chair 2005 - 2007  
Board Chair 2002 - 2003  
Developed and executed three county-wide visioning conferences 1996, 1997, 2004
- Central Florida Zoological Society, Board of Directors 1983 - Present  
Executive Committee 2003 - 2008  
President 1988, 1990
- Emcee - Seminole Regional Chamber's Lifetime Achievement Award 2006, 2007, 2008
- Seminole County Youth Commission, Co-Founder 2000  
Board of Directors 2000-2004, 2007- Present
- Oviedo/Winter Springs Chamber Creation Task Force 2006
- Myregion.org Strategic Communications Committee 2006 - 2008
- American Cancer Society Relay for Life Seminole County, Co-Chair 2001, 2002
- Orlando Regional Chamber WorkForce 2020 Academy Faculty 2000
- Seminole County School Readiness Coalition, Chair 2000 - 2001
- Florida Hospital Altamonte Foundation, Board of Directors 1999 - 2001
- UCF College of Arts and Sciences, Dean's Advisory Council 1999 - 2000
- UCF Nicholson School of Communication, Advisory Committee 1992 - 1997
- 1996 Summer Olympics (Soccer), Media Committee Chair, Orlando 1994 - 1996
- Heart of Florida United Way, Seminole County Advisory Board 1995 - 1997

### ***HONORS & AWARDS (Partial List)***

- Recognized by Seminole County with Proclamation for Contributions to Economic Development
- Recipient of Distinguished President's Award from Oviedo Winter Springs Regional Chamber of Commerce
- CASE winning entry for educational fundraising
- Co-recipient of International Edward R. Murrow Award for best radio news operation in North America

### ***EDUCATION***

Bachelor of Science, Illinois State University  
Graduate U.S Chamber Institute for Organization Management

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## **EMPLOYMENT HISTORY**

<b>Leadership Seminole, Inc. Lake Mary, FL</b> <i>President</i>	Feb '09-Present Short-Term Contract/Part-time
<b>Health Central Hospital, Ocoee, FL</b> <i>Foundation President/Hospital Vice President</i>	March '07-July '08 Position downsized
<b>University of Central Florida, Orlando, FL</b> <b>College of Engineering &amp; Computer Science</b> <i>Director of Development</i>	May '00 – March '07
<b>TRC Staffing Services, Altamonte Springs, FL</b> <i>Vice President, Orlando Division</i>	November '99 - May '00
<b>Greater Seminole County Chamber of Commerce, Altamonte Springs, FL</b> <i>President</i>	May '95 - November '99
<b>Freelance Media Professional, Winter Springs, FL</b>	November '94 - May '95
<b>City of Orlando – Mayor's Office, Orlando, FL</b> <i>Special Assistant to the Mayor</i>	March '94 - November '94
<b>Walt Disney World, Lake Buena Vista, FL</b> <i>Media Consultant</i>	February '85 - April '99, '05, '06
<b>University of Central Florida, Orlando, FL</b> Nicholson School of Communication <i>Adjunct Professor</i>	August '88 - April '99
<b>WDBO-AM, Orlando, FL</b> <i>Anchor/Senior Editor</i> <i>News Director</i>	March '83 - March '94

## **TECHNOLOGY SKILLS:**

Proficient in multiple software applications including Microsoft Word, Excel, PowerPoint, Adobe Photoshop  
Fundraising Software: Millennium, Raiser's Edge  
Social Networking: Proficient in latest applications and strategic use for business