

## **Thomas Greene**

3256 12<sup>th</sup> Street North, St. Petersburg, Florida/727-278-4845/greene1515@gmail.com

### **PROFESSIONAL EXPERIENCE**

#### **City of St. Petersburg, Florida**

##### **Assistant City Administrator**

**February 2018 - Present**

- Member of the Mayor's senior leadership team with a specific focus on all financial matters of the city.
- Provide senior leadership to operating departments including Budget, Finance, Billing and Collections, Purchasing and Supply Management, Human Resources and Technology Services.
- Regular interaction with City Councilmembers with respect to initiative being pursued
- Other city-wide responsibilities include attending all city council meetings to represent the administration, work with enterprise funds (water, stormwater, sanitation) on annual rate study and rate setting process and interact with rating agencies to maintain our strong credit rating.
- Ensure that the annual budget includes the Mayor's funding priorities and that the programs funded advance the city's values and vision.

#### **City of St. Petersburg, Florida**

##### **Director of Budget & Management**

**February 2013 – February 2018**

- Responsible for the overall allocation of the city's limited resources through the development and adoption of annual operating budget of approximately \$700 million and capital improvement budget of approximately \$100 million.
- Ensure that the annual budget includes the Mayor's funding priorities and that the programs funded advance the city's values and vision.
- Lead a team of six individuals
- Draft and present to Mayor and City Council quarterly progress reports – budget verses actual
- Deliver various public presentations to City Council and the general public
- Collaborate with department directors to address mid-year budget adjustments
- Develop strategies for the reauthorization of the Penny for Pinellas election in November 2017

#### **District Management Services, LLC, Tampa, Florida**

##### **Director of Finance**

**April 2012 – February 2013**

- Oversaw all finance and budget activities for approximately 20 units of special purpose governments known as Community Development Districts (CDD)
- Acted as finance officer and collection agent for special assessments that fund the District's budget.
- Transmitted tax rolls to various County Governments to ensure that the CDD levied (on the County Tax Roll) the correct special assessment to fund the CDD budget and make debt service payment on tax-exempt bonds
- Interfaced with Bond Trustee directing deposits
- Delivered District estoppels to title agents as builders/developer sold a home within the Districts managed
- Ensured timely payment of principal and interest to the bond holders and the trustee
- Provided continuing disclosure information to the secondary market as required by bond indenture

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### **Raymond James & Associates, St Petersburg, Florida**

#### **Vice President Public Finance Real Estate Group Investment Banking**

**July 2005- April 2012**

- Act as lead or support banker on the issuance of tax-exempt bonds by special districts, cities, counties with a primary concentration of real estate secured transactions
- Initiate and cultivate relationships with developers and issuers of tax-exempt special assessment bonds
- Structured non-rated tax-exempt municipal bonds that met the investment requirements of the capital markets while providing the project funding for the developer
- Developed internal and external term sheets and presentation materials, supervised and managed the analytical process and work product
- Presented finance plans to clients, special district boards, city and county elected officials
- Completed transactions secured by various revenue streams such as Special Assessments, Enterprise Funds, Covenant to Budget & Appropriate

### **RBC Centura Bank**

#### **Director Governmental and Institutional Banking, Tampa, Florida**

**April 2004 – July 2005**

- Developed new business opportunities for the bank as it established an operation of lending to cities and counties in Florida
- Established internal processes for making loans to municipal issuers including educating credit officers on the finer points of Florida credits
- Assisted municipal issuers with lines of credit, letters of credit, fixed and variable rate term loans, liquidity facilities, bond anticipation notes and certificates of participation
- Developed financing plans for transactions secured by various revenue streams including Covenant to Budget & Appropriate, General Obligation, Enterprise Funds and Tax Increment Financing
- Negotiated the terms of transactions with the issuer, their counsel, bond counsel and bank counsel

### **RBC Dain Rauscher (formerly William R. Hough & Co,) St. Petersburg, Florida**

#### **Vice President**

**Oct. 2001- April 2004**

- Provided analytical support to senior level bankers on underwriting and financial advisory engagements
- Developed plans of finance, analyzed cash flows and developed debt capacity reports for clients and prospective clients
- Monitored outstanding debt of clients canvassing for opportunities to generate savings through the refunding or restructuring of outstanding debt
- Developed new business relationships with a focused and targeted marketing approach

### **Office of United States Senator Bob Graham, Tampa, Florida**

#### **Central Florida Regional Director**

**Oct. 1998 – Oct. 2001**

- Directed Senator Graham's activities in 26 counties in the Central Florida region from Tampa to Jacksonville
- Generated legislative initiatives and concepts
- Fostered relationships with local elected officials, chambers of commerce and local leaders
- Implemented portions of Senator Graham's signature "Work Day" program
- Acted as point person in presenting the Senator's priorities to all constituency groups in Central Florida

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### **Office of United States Senator Bob Graham, Washington DC Senior Policy Advisor/Legislative Aid/Legislative Correspondent**

**March 1993- Oct 1998**

- Coordinated the legislative process to advance initiatives relative to banking, housing, appropriations tax and agriculture issues
- Forged coalitions and assisted in the strategic formulation of policy positions
- Wrote floor statements and speeches
- Developed briefing books, issue briefs and memorandum
- Provided consistently sound political advice

### **SKILLS**

- Effective communicator (written and oral)
- Strategic thinker/problem solver
- Leads by example
- Consensus builder
- Financially and Politically savvy
- Exercises good judgement

### **EDUCATION**

**The George Washington University,**  
Washington, DC  
Master of Arts, Political Management

**University of South Florida,**  
Tampa Florida  
Bachelor of Arts, Political Science

