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HERNANDO COUNTY BOARD OF COUNTY COMMISSIONERS

HERNANDO COUNTY BOARD OF COUNTY COMMISSIONERS BOARD/COMMITTEE APPLICATION

Please type or print clearly

Name of Board/Committee Economic Development Technical Advisory Committee
Check one: [X] Full Member Position [] Alternate Member Position

Name Marcus Anthony Buscemi Jr
(Your name must be listed as it appears on your voter registration card)

THE FOLLOWING INFORMATION IS REQUIRED FOR COUNTY RECORDS AND BECOMES PUBLIC RECORD UPON SUBMITTING THIS APPLICATION. IF YOU BELIEVE THAT YOU QUALIFY FOR AN EXEMPTION TO THE RELEASE OF THIS INFORMATION, PURSUANT TO F.S. 119.07, PLEASE STATE THE BASIS OF YOUR EXEMPTION. YOUR FAILURE TO ANSWER FULLY AND TRUTHFULLY ALL QUESTIONS COULD RESULT IN YOUR APPLICATION BEING DENIED OR YOUR SUBSEQUENT REMOVAL FROM ANY BOARD/COMMITTEE IF APPOINTED.

Address 5104 Odin Street

City Spring Hill Zip 34608

Telephone 352 667 1169 (home) N/A (business)

E-mail address MarcusBuscemi@gmail.com

Are you a resident of Hernando County? Yes

Voter Registration Number 118773450

Education High School, Some College
(Please include any certificates, awards, diplomas, degrees, professional license numbers, etc.)

Employment History Resume attached.
(Attach a resume if available)

Licenses or Certificates Held N/A

Have you ever previously applied for a position on any County Board/Committee? No

If yes, please state the Board(s)/Committee(s) you applied for, when you applied, and whether you were appointed.

Have you ever been convicted, plead guilty or no contest, or entered into PTI for a felony or 1st/ 2nd degree misdemeanor? No

Answering yes does not automatically disqualify you for consideration.

If yes, what charges?

Are you currently involved as a defendant in a criminal case? No

If yes, what charges?

Have you ever been named as a defendant in a civil action suit? No

If yes, when and describe action.

Please state your reasons for applying to this Board/Committee As a long time Hernando County resident
entrepreneur and businessperson I would like to use my skills to help develop the economic growth
of Hernando County.


Please list three character references of persons NOT related to, NOT an employer, NOT an employee of you or your company, and whom you have known at least one (1) year. Please include addresses and phone numbers.

1. Harold Hutchison, 352-232-1290, 8442 Beach Rd, Spring Hill, FL 34606
2. Kevin Rogers, 914-803-2099, 108 Ralph Ave, Bellmore, NY 11710
3. Justin Loria, 929-559-7485, 334 2nd Ave S, St. Petersburg, FL 33701

I hereby request consideration as a committee/board appointee. It is my intention to familiarize myself to the duties and responsibilities of the office to which I may be appointed, and to fulfill the appointment to the best of my ability, exercising good judgement, fairness, impartiality, and faithful attendance. By my signature below, I hereby authorize Hernando County to check my references and my background, including, without limitation, obtaining a criminal history check. I also agree to file a Financial Disclosure form as required by State law, if applicable, and abide by provisions of the State Sunshine Law.

I hereby swear and affirm, under Penalty of Perjury, that the above information is true and correct.

Applicant's signature



(Please direct all inquiries to the County Administrator's Office at 754-4002.)

Completed applications may be submitted to the County Administrator's office, 15470 Flight Path Drive, Brooksville, Florida 34604, or faxed to 352-754-4025 Attention: Jessica Wright.



Hernando County Background Consent / Release Form

As a volunteer applicant, I understand and acknowledge that an investigative report may be compiled on me. This report may include information regarding any criminal records, and from various public and private sources including law enforcement agencies at the Federal, State or County level, courts record repositories, sexual offender registries and any other source required to verify information that I have voluntarily provided.

PERSONAL INFORMATION

Legal Name: Marcus A Buscemi Jr

Date of Birth: June 21, 1993

Other Names Used: N/A
(Legal Name) First M.I. Last

Dates Used (from/to): N/A

Home Phone #: N/A

Cell Phone #: 352 667 1169

E-mail Address: MarcusBuscemi@gmail.com

Are you 18 years of age or older? Yes No

GEOGRAPHIC INFORMATION

Current Address: 5104 Odin St
 City, State, Zip : Spring Hill, FL 34608

Time at this address: _____ Years 9 _____ Month

Previous Address: 7445 Del Rio Avenue
 City, State, Zip : Brooksville, FL 34613

Time at this address 17 Years 0 Month

By signing below, you hereby authorize, empower and release from all liability, without reservation, any agency contacted by Hernando County to furnish the above-mentioned information. You further authorize ongoing procurement of the above-mentioned information at any time during your relationship with Hernando County. You agree that a fax or photocopy of this authorization is to be considered and accepted with the same authority as the original.

[Signature]
Applicant's Signature

3/14/2024
Date

Marcus Buscemi, Jr.

Sales & Marketing Leader

+1(352)-667-1169

marcusbuscemi@gmail.com

Tampa, FL

[linkedin.com/in/marcusbuscemi](https://www.linkedin.com/in/marcusbuscemi)

SUMMARY

Results-driven senior sales and marketing executive with a proven track record of increasing revenue and driving growth in the foodservice equipment industry. Expertise in managing multi-channel markets, developing sales and marketing strategies, and leading cross-functional teams. Inventor on a patented technology for draft beer towers. Successfully founded and sold a company focused on IoT solutions for commercial kitchen equipment.

PROFESSIONAL EXPERIENCE

Director, Eastern Region & Key Accounts

Spaceman USA, Denver, CO // April 2021 - Present

- Increased overall company sales from \$5M to \$30M within two years of joining the company.
- Onboarded the company's first large chain partners, including developing sales plans and building relationships with key stakeholders - Dutch Bros., Darden, Bloomin' Brands, Inspire Brands
- Redesigned manufacturer sales rep partnerships and established new partnerships with independent manufacturer rep groups. Developed a culture of technical expertise, solutions selling, and excellent customer support.
- Led a new social media strategy, resulting in a significant increase in brand awareness and engagement.
- Championed the formation of a Customer Success department focused on delivering a first class brand experience during the initial 90 days of equipment ownership.
- Partnered with an Australian distributor to open up the Australia/New Zealand market.

Founder & CEO

BDE Innovation, San Antonio, TX // September 2020 - April 2021

- Founded and led a company focused on equipping non-connected commercial kitchen equipment with sensors to make them IoT compatible.
- Successfully sold the company and IP to Spaceman USA in April 2021.

Global Product Line Director, Draft Dispense Division

Lancer Worldwide, San Antonio, TX // July 2019 - September 2020

- Managed a P&L of \$25M in revenue and led a cross-functional team consisting of engineers, supply chain, and manufacturing.
- Invented a new technology resulting in a significant energy efficiency savings and simplified manufacturing process - Publication #US20210284521A1
- Stabilized and increased margin on the draft dispense business in Australia by rationalizing the product line and implementing a configure-to-order strategy resulting in a gross margin increase from single digits to 35%+.
- Established an independent manufacturer rep group team, expanding sales from 4 direct salespeople to 15 rep groups and over 75 field salespeople.
- Developed a coordinated global marketing approach that emphasized the product line's value proposition and supported local initiatives.

Business Development Manager

Canadian Beverage Supply, New York, NY // September 2018 - July 2019

- Contributed to the company's strategy to enter the US market.
- Developed and executed sales and marketing strategies for the Northeast and Mid-Atlantic regions, resulting in \$3M of new incremental business.

Area Sales Manager

Micro Matic, Austin, TX // February 2016 - September 2018

- Managed a multi-channel market of dealers, beer wholesalers, draft beverage equipment installers, breweries, and regional chain accounts, growing sales from \$3-4M.
- Promoted to the role of Area Sales Manager after a successful tenure as a project manager, managing large-scale stadium and venue projects.