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**From:** Louie Goodin <wlgoodin@gmail.com>  
**Sent:** Thursday, September 15, 2022 4:25 PM  
**To:** [rlong@jeffersoncountyfl.gov](mailto:rlong@jeffersoncountyfl.gov)  
**Subject:** County Manager Position  
**Attachments:** cover letter (1).docx; W. L. Goodin mgr resume.docx

Ms. Renee Long  
Jefferson County Planning Office,

Please accept the attached cover letter and resume as an application for the open position of Jefferson County County Manager.

I look forward to meeting with those in Jefferson County about the position.

Thank you in advance for your time and consideration,

Louie Goodin

Cover Letter  
W. Louis Goodin  
2926 NW 49<sup>th</sup> Ave.  
Jennings, Fl. 32053  
(386)855-2392  
wlgoodin@gmail.com

I am Louie Goodin and have been the Hamilton County Coordinator since August of 2013. My background preparing me for this position is extremely varied and rich for the managerial challenges of leading the county's Public Works, Building Department, Emergency Medical Services, Parks & Recreation, Custodial, Maintenance, Solid Waste, Veteran Services, Code Enforcement, Animal Control, and County Fire Departments. My experience in managing organizations and facilities has been essential in navigating budgets/finance and employment needs of the workforce.

Local needs of a rural community/county are unique from the priorities of the urban areas. While with Hamilton, I have worked with many agencies (ex: Small County Coalition) in preserving the small county's voice in Florida. Economic development of the community requires a common voice among the entire community including county and municipal officials, support from local industry, the schools, medical care and state agencies. A local community lives and dies by its ability to retain its youth and afford them reasonable living wages.

Daily and weekly interaction with FDOT, FDEP, FDEO, FDOH, DFACS, FDEM and others has made Hamilton the beneficiary of many state grants through these organizations. While I cannot claim complete credit for these grants, I can emphasize my leadership as I assisted in the procurement and execution of grants that ranged from small \$5,000 safety grants to highway projects of up to \$4,500,000. Most recently, I have been able to secure for the county over \$8.5 million in local appropriations and grants including a \$5.4 million Jobs Growth Grant for infrastructure for a logistics park to be developed jointly between the County and the Development Authority.

In short, I have demonstrated the capabilities of a good administrator with ever-increasing responsibilities over my career, the vision and ability to develop and execute needed projects and the self-motivation to innovate and bring change where needed.

#### REFERENCES

Mike Williams – Retired Government Relations director for Nutrien Phosphate operations in White Springs, Fl. - contact # (386)867-0177

Toby Witt – Former Hamilton County EMS Director, currently Union County EMS Director and Columbia County Commissioner – contact # (386)855-1010

Frank Darabi – PE, contact # (352)857-6278

Diane Sholz – Rural Development officer for North Florida Economic Development Partnership / Florida Institute of Government, Tallahassee, Fl. – Contact # (850)792-5191

Danny Collins – Duke Energy – Government Relations – Contact (850)544-1997

## Career History

W. Louis Goodin

2926 NW 49<sup>th</sup> Ave.

Jennings, Fl. 32053

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With my experience, I feel very qualified to lead and direct a team in attaining desired goals and profits. As outlined below, with the exception of a several years stretch as a retail owner/operator, one can see an ever-increasing success record during my tenure at each position held in manufacturing and local government. My experiences include the development and management of teams with an out-of-the-box, can-do mindset.

## WORK EXPERIENCE

Aug, 2013 to present – County Coordinator for the Hamilton County Board of Commissioners. During this time, I have had the opportunity to direct the implementation of the directives and policies of the Commission by administering the day-to-day management of the Public Works, recreation, solid waste, Emergency Medical Services, Veteran Services, Custodial, Building Department, and County Fire Department as well as implementing the code enforcement and animal control departments. Also perform responsibilities of HR dept. along with the clerk's office.

Nov,2010-Aug,2013 – Contractor sales associate for a local hardware and building supply. During the first year in this position, I surpassed all employee sales records in the history of company. Established new customer base as well as nurturing existing business. I also performed much of the purchasing and some of the scheduling.

Aug, 2003-Aug, 2010 – Owner/operator of a retail building and agricultural supply business. Managed up to \$1.8 million annual sales until economy down-turned and business was forced to close.

Nov, 2000-Aug, 2003 – SAFT America, Valdosta, GA. – Operations Manager for 150 employees and \$50 million segment of this international manufacturer of Ni-Cad energy storage systems for the aircraft/rail industries. During my time at SAFT overtime decreased from 25% to less than 10%, and on-time delivery improved to 85% from below 70% levels. While at this location I participated in implementing an in-house vendor warehouse greatly reducing inventory levels. Also participated in labor negotiations and was instrumental in securing labor contract 33% longer in duration.

Aug, 1990- Jul, 2000 TI Group Automotive, Valdosta, Ga. – Plant manager for this manufacturer of automotive fluid delivery systems (hose and tube assemblies). Success at this location was phenomenal and has yet to be equaled within the company. On-time delivery between 1992 and 2000 was 100% on sales of \$18 million annually. Labor productivity was 95%. A company record of 688 days (avg. of 100 employees) without a lost time accident was achieved. Only one month in ten years was the operating margin below 30% and that was due to a work stoppage by customer. Budget goals were constantly met every year. Inventory turns averaged between 25 and 30 turns. All of the performance metrics were reason enough to keep the plant profitable and viable well past the point in which it needed to expand past its 30,000 sq. ft. capacity. The plant was closed in July, 2000 and moved to a larger facility in Mexico.

1977-1990 Various Quality Engineering and Manager Functions held with three different companies involving SPC implementation, vendor surveillance, and quality improvement programs.

## EDUCATION

Graduated 1977 from Valdosta State University – BBA Marketing

Various continuing education including ITT Quality, Taguchi DOE, and Virginia Darden School of Business