

January 10, 2017

MEMORANDUM

To: Keith Petrosky, RMC, Municipal Clerk

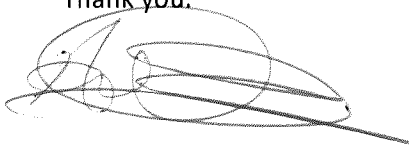
From: Mayor Anthony R. Fanucci

With the approval and consent of City Council, I appoint William M. Guccio to the Board of Directors of the Enterprise Zone Development Corporation, filling a vacant unexpired term, commencing January 10, 2017 and expiring April 7, 2019.

Mr. Guccio's resume is attached for review.

Please present this appointment to the governing body for their review and ratification.

Thank you.



# **William M. Gruccio**

**1114 Venezia Ave, Vineland, NJ, 08361  
(856) 498-7096  
wgruccio@gmail.com**

## **Education**

**Rider University, College of Business Administration  
Lawrenceville, NJ**

**M.B.A in Business Administration** **May 2011**

- Dean's List throughout program
- GPA: 3.933
- Graduated with distinction

**Rider University, College of Business Administration  
Lawrenceville, NJ**

**B.S. in Finance, Minor in Political Science** **May 2010**

- Dean's List 6 semesters
- GPA: 3.429
- Graduated with distinction
- Finance Related Courses: Investments, International Finance, Intermediate Corporate Finance, Capital Budgeting, Financial Modeling,
- Independent Study with emphasis on Recession, Introduction to Finance

## **Work Experience**

**Halyard Realty Holdings, L.L.C  
Vineland, NJ**

**Member** **2016-Present**

- Founded and organized LLC
- Real estate valuation and analysis: Identify and evaluate potential properties for investment.
- Manage investment properties and finances
- Familiar with leasing and formulating lease agreements

**Vineland Landscaping LLC  
Vineland, NJ**

**Member** **2012-Present**

- Manage financials and accounting
- In charge of business development
- Competent in project management
- Familiar with project planning, design and development

**G and G Realty Holdings, L.L.C  
Vineland, NJ**

**Member** **2011-Present**

- Founded and organized LLC
- Real estate valuation and analysis: Identify and evaluate potential properties for investment.
- Manage investment properties and finances
- Familiar with leasing and formulating lease agreements

**A.R. Fanucci Real Estate Inc  
Vineland, NJ**

**Realtor Associate**

**2010-Present**

- Property valuation and analysis
- Familiar with formulating purchase and sale agreements
- Work with buyers and sellers to market properties
- Familiar with analyzing a variety of real estate markets and their key statistics

**The Freshwave, LLC  
Vineland, NJ**

**Food Safety Director/Sales**

**2010-2011**

- Sales: Worked with current customers and established new relationships, both domestic and international
- Familiar with purchasing and monitoring of commodities
- Worked on marketing campaigns
- Familiar managing audits
- Managed aspects of organizations logistic functions and its employees

**Limit Clothing, LLC  
Vineland, NJ**

**Owner/Authorized Representative**

**2009-2011**

- Founded and organized the LLC
- Web Development: created online site
- Sales: established online sales and worked with stores/third parties to gain additional outlets for sales
- Paid Advertising: Cost per click and cost per impression campaigns
- Branding/Marketing

**AMS Financial/Tara Development  
Pitman, NJ**

**Intern/Investor**

**2007-2011**

- Competent in property valuations
- Competent in evaluating real estate investments
- Worked with and/or managed a diverse group of people
- Familiar with purchasing and selling properties
- Familiar with real estate contracts and closings
- Worked on development projects within budgetary constraints
- Created marketing techniques
- Competent in project management and scheduling of construction oriented projects.

**Certifications/Organizations**

- NJ Real Estate Salespersons License
- Member of the City of Vineland Zoning Board of Adjustment
- Member of NJ Association of Realtors
- GMP Certified Cornell University Extension Co-op
- Member of Beta Gamma Sigma
- Member of Italian American Benevolent Association
- Member of Elwyn NJ Fundraising Committee
- Board Member ABC NJ Young Professionals

References available upon request