

John Wesley White

14 April 2014

Palm Beach County Board of County Commissioners
301 North Olive Avenue
West Palm Beach, FL 33401

Subject: **Application for the County Administrator Position**

Dear Commissioners,

I am writing to express my interest in the position of County Administrator for Palm Beach County. With over two decades of global executive leadership experience—including significant public sector roles at Dallas/Fort Worth (DFW) International Airport and the Santa Clara Valley Transportation Authority (VTA)—I offer a unique blend of strategic vision, operational excellence, and cross-functional leadership. My career reflects a proven ability to lead complex, matrixed organizations through crisis, growth, transformation, and innovation—skills essential to stewarding a County as dynamic and diverse as Palm Beach.

I have successfully led through some of the most challenging moments in public service, including a **mass casualty event with 15 lives lost**, a **cybersecurity attack** that disrupted light rail operations across San Jose for nearly a month, and the organizational pressures of **COVID-19**. At the same time, I've also been at the helm of transformational growth initiatives, such as overseeing awards and procurements for the **\$12 Billion Bay Area Rapid Transit (BART) Phase II Extension to San Jose**.

At **Santa Clara Valley Transportation Authority**, I played a key leadership role in managing procurement and contracting strategies for one of Northern California's largest transit systems. I successfully balanced the needs of capital infrastructure expansion with day-to-day operations (Light Rail, Congestion Management, Highway Construction and Toll Road System Management)—advancing multimillion-dollar public projects that enhanced regional mobility and fueled economic development. My ability to collaborate with elected boards, department heads, and community stakeholders was central to advancing **multi-billion-dollar initiatives** across the County.

Prior to that, at **DFW International Airport**, the world's second-largest airport by land area and third busiest by passenger traffic, I served in a senior leadership role directing enterprise-wide procurement and contract management operations for both airside and landside functions. I implemented strategic sourcing models, streamlined vendor engagement, and drove measurable cost savings while enhancing compliance and transparency. My contributions supported the airport's mission of delivering world-class service while meeting rigorous public accountability standards. Notably, in **October 2001**, I drafted a comprehensive **Contingency Plan in the post-**

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9/11 environment to support the successful sale of **\$3 Billion in bonds**, which was critical to completing the DFW's Capital Development Program.

These public sector experiences—complemented by leadership roles in global private firms with responsibilities spanning 26 countries—have shaped my leadership style, which is rooted in **transparency, accountability, and collaboration**. I have led teams of over 100 professionals across various disciplines and geographies, managed complex budgets totaling in the billions, and delivered enterprise-wide improvements using **Lean and Six Sigma methodologies**. I am adept at navigating the complexities of political environments with public Boards and building trust with residents, unions, regulatory agencies, and elected officials alike.

Palm Beach County's commitment to innovation, service excellence, and inclusive community impact aligns strongly with my passion for building high-performing, future-ready public institutions. I am energized by the opportunity to serve as your next County Administrator and to lead with vision, integrity, and a relentless focus on results.

Regarding some of the shorter tenures reflected on my resume, these were directly influenced by industry-wide layoffs (e.g., Tenerity, Cubic, Goodman Solutions), and a tragic mass casualty event at the Santa Clara Valley Transportation Authority, where 15 lives were lost. These events significantly altered my professional journey and underscore the resilience and adaptability I bring to any leadership role.

Thank you for considering my application. I look forward to the opportunity to discuss how my leadership experience and management philosophy can support Palm Beach County in achieving its strategic goals.

Regards,

John Wesley White

JOHN WESLEY WHITE, CPCM, CFCM

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EXECUTIVE LEADER – PUBLIC SECTOR ADMINISTRATION | STRATEGIC OPERATIONS

Seasoned public sector executive with 25+ years of leadership experience in Government Administration, Procurement, and large-scale Capital Project oversight across Transportation, Infrastructure, and Aerospace. Held senior roles at DFW International Airport and Santa Clara Valley Transportation Authority—two of the nation’s most prominent public agencies—where I led strategic initiatives supporting multibillion-dollar programs under intense regulatory and public scrutiny. Skilled in cross-functional Team Leadership, Crisis Management and delivering Operational Excellence aligned with community and constituent priorities. Proven ability to engage elected officials, agency boards, and diverse stakeholders to build consensus and advance long-range strategic goals.

PUBLIC SECTOR HIGHLIGHTS

- Managed \$4B+ annual budget and led procurement operations at Santa Clara VTA, one of California’s largest transit systems.
- Directed sourcing and logistics for DFW Airport’s \$5B Capital Development Program, one of the largest municipal infrastructure programs in the U.S.
- Oversaw operational continuity during a Cyberattack and Mass Casualty Event, coordinating with Emergency Services, Unions, Healthcare Providers/Counselors and Public Safety Agencies
- Delivered measurable gains in small business participation through targeted initiatives including implementing Net 15 Payments for all Small Business Suppliers when Covid impacted deliveries

AREAS OF EXPERTISE

Compliance	Staff Development	Supply Chain Management
Negotiations	Performance Metrics	Cross-Agency Collaboration
Public Finance	Contract Negotiations	Capital Project Management
Risk Mitigation	Organizational Change	Policy & Procedure Development
Crisis Leadership	Community Engagement	
Strategic Planning	Stakeholder Management	

LEADERSHIP EXPERIENCE

CASSCO, LLC – Business Consulting

Principal | 2024 to Present

Deliver fractional executive and project-based business and operational support for public and private sector clients. Support growth initiatives by designing scalable operations and driving compliance

- Evaluated California Department of Transportation’s Small Business Programs and provided training to improve participation across underserved communities
- Drafted winning proposal for a \$98M mixed-use residential and retail complex in South Florida
- Serve as Chief of Staff for a Financial Services firm, defining strategic goals resulting on a 50% increase in year over year revenues

TENERITY

Vice President | 2021 to 2024

Reported to EVP of Global Operations; built centralized administrative functions following a major corporate restructuring

- Managed \$200M+ global spend; led IT & SaaS sourcing supporting portfolio-wide M&A activity.
- Led the design and implementation of a global CLM process, achieving systemwide Go-Live in six months across 26 global sites.
- Delivered \$5M+ in savings and recovered \$1.1M in overcharges through strategic sourcing and tax audits.

SANTA CLARA VALLEY TRANSPORTATION AUTHORITY (VTA)

Deputy Director | 2020 to 2021

Directed 90+ professionals across Procurement, Contracts, Capital Projects, Warehouse, and Compliance

- Managed \$4B+ annual spend; led source selection for \$12B Bay Area Rapid Transit (BART) Phase II Extension, the region's largest public infrastructure project.
- Liaised with Board of Directors, agency leadership and impacted communities regarding strategic planning, capital investments and business opportunities
- Modernized 50+ departmental policies in advance of a successful Federal Transit Administration audit
- As the Emergency Operations Center Logistics Chief, coordinated emergency logistics with Federal, State and Local Agencies during COVID-19, a major Ransomware Attack, and a mass casualty event where 15 lives were lost

CUBIC CORPORATION

Director | 2017 to 2019

Oversaw \$550M+ spend supporting U.S. Government and International Defense Contracts

- Scaled GATR subsidiary revenue by \$107M; tripled system deliveries in one year
- Led procurement for specialized manufacturing; delivered \$13M in annual savings
- Passed CPSR and ISO audits, reinforcing compliance and operational readiness

GOODMAN SOLUTIONS

Sr. Director | 2014 to 2016

Managed \$600M in telecom-related sourcing; supported 65,000+ field service events annually

- Coordinated Infrastructure Construction & Maintenance, Travel, Insurance, Marketing, IT, and Professional Services requirements
- Consolidated "1099" contractor base; reduced firms utilized from 66 to 10
- Recovered \$6.7M in chargebacks from non-performing vendors

CRITICAL SOLUTIONS INTERNATIONAL

Director | 2011 to 2014

Oversaw \$1.2B+ in US Military and FMS contracts; ensured export compliance and logistics

- Oversaw various administrative functions including Contracts, Corporate Travel, Insurance, and Shipping

RAYTHEON SPACE INFORMATION SYSTEMS

Manager III, Subcontracts | 2007 to 2011

Managed procurement for the \$1.2B Navy ATFLIR Program, leading a 14-person team

- Transitioned administrative functions from California to Texas, hiring and training new staff
- Collaborated across multiple sites and the supply chain to restore program schedule and achieved Full Rate Production 6 months ahead of target resulting in an additional \$18M in profit

DALLAS/FT. WORTH INTERNATIONAL AIRPORT (DFW)

Vice President | 2001 to 2007

Led various administrative operations supporting DFW's \$5B Capital Development Program (CDP)

- Co-authored and implemented a post-9/11 Contingency Plan in a compressed timeframe that enabled the successful issuance of \$3B in municipal bonds to fund critical infrastructure under heightened regulatory scrutiny
- Designed and led \$60M outsourcing initiative for MEP services to local small businesses while minimizing impacts to the transitioning staff

EDUCATION & CERTIFICATIONS

MS, Acquisition & Contract Management – West Coast University

BA, Management – University of Redlands

Global Leadership Certificate – Thunderbird School of Global Management

Certified Professional Contract Manager (CPCM)

Certified Federal Contract Manager (CFCM)

Certified Greenbelt / Six Sigma Specialist – Raytheon Corp

Leadership Dallas Graduate – Greater Dallas Chamber of Commerce

HONORS & RECOGNITION

President – COMTO Palm Beach County Chapter January 2025 to Present

Past President – NCMA Saguaro Chapter

Regional Small Business Advocate of the Year

U.S. Small Business Administration - 10 State Region

U.S. Department of Commerce/MBDC - 12 State Region