

#9

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Tuesday, February 20, 2024 7:29:10 PM
Last Modified: Tuesday, February 20, 2024 7:41:17 PM
Time Spent: 00:12:07
IP Address: [REDACTED]

Page 1

Q1

Full Name:

paul lancaster

Q2

Indicate the name of the Committee you are interested in serving on:

**Animal Services Committee ,
Active Transportation Committee,
Housing and Public Service Grants Committee ,
Mobile Home Park Advisory Committee**

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

Housing and public service grants committee is my interest. With previous contracting experience I can apply here I think the technical aspects are well served. I live in councilman Chavez's district. As one of few homeowners on my block, Weelo Drive, I can provide valuable feedback from other residents who are often ignored in simple things like permit parking which is only accessible to owners. As a bilingual resident, I find that my neighbors are often ignored. Its not fair and I can help.

Q4

As a Committee member, what ideas or projects are of interest to you?

The bike lane, the master plan redevelopment of my district. Adjusting the city's master plan. Opening a street vendor location and offering case workers to navigate the permit process with the county and to allocate funds for doing so. It shouldn't be the fairgrounds. Fairview developmental is also interesting.

Q5

Respondent skipped this question

Optional Resume:

#8

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Tuesday, February 20, 2024 12:36:00 PM
Last Modified: Tuesday, February 20, 2024 12:38:45 PM
Time Spent: 00:02:44
IP Address: [REDACTED]

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Q1

Full Name:

Georgette M. Quinn

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I manage one of the mobile home parks in the city. Since I am in the middle of Owner and Residents I think it would be beneficial

Q4

As a Committee member, what ideas or projects are of interest to you?

Senior rights and services for us in mobile home parks.

Q5

Respondent skipped this question

Optional Resume:

#14

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Saturday, March 02, 2024 11:47:14 AM
Last Modified: Saturday, March 02, 2024 11:49:59 AM
Time Spent: 00:02:44
IP Address: [REDACTED]

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Q1

Full Name:

Michael Dougher

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

No sense changing wats already working. I have served and will be of service.

Q4

As a Committee member, what ideas or projects are of interest to you?

Keeping our lifestyle safe and affordable.

Q5

Respondent skipped this question

Optional Resume:

#17

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Wednesday, March 06, 2024 11:49:30 AM
Last Modified: Wednesday, March 06, 2024 12:08:23 PM
Time Spent: 00:18:52
IP Address: [REDACTED]

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Q1

Full Name:

Mary Lamas

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

As a life long resident of Costa Mesa and a new mobile home owner in Playport I would like the opportunity to make a positive impact for mobile home parks and their residents. My experience I bring to the table is being a home owner several times throughout my life and always wanting to give back to the community I live in which is why I started a Neighborhood Watch (at my previous residence prior to Playport) and am part of CERT team.

Q4

As a Committee member, what ideas or projects are of interest to you?

A couple of ideas that interest me most are park safety and creating events and educational materials to help get residents more involved.

Q5

Optional Resume:

Mary%20Lamas%20Executive%20Sales%20Leader%20Jan%202024.pdf (141.1KB)

Mary J. Lamas

Executive Sales Leader

 949.300.3620

 mjlamas@yahoo.com

 Costa Mesa, CA

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

EXPERTISE

Enterprise Solution Sales
Enterprise Account Management
Business Model Innovations
Strategic Planning
Solution Selling
Design Thinking
Customer Relationship Management
Performance Management
Budgeting & Forecasting
Business Intelligence
Profitability Management
Cross Functional Team Leadership
Creative Problem Solving
Development & Retention
Process Improvement
Change Management
Go To Market Execution
Competitive Market Analysis
Training & Mentorship
Customer Service Excellence
Negotiations Management
Presentation and Delivery
Pipedrive, SaaS

EDUCATION

Bachelor of Arts, Liberal Studies,
Economics, Cum Laude: California
State University Long Beach

PROFESSIONAL SUMMARY

18+ years of experience in Enterprise Sales and Business Development with a proven track record of consistent revenue growth, cross-team collaboration and relationship management.

EXPERIENCE

Sales Executive, Western United States

Reynolds and Reynolds Co., IMN & Auto Data Direct Divisions (07/2013-present)

- **164%** of sales quota YTD up **228%** from previous year
- **300 Club Achiever 2022**
- Manage ADD's & IMN's enterprise accounts including Penske, Hendrick, and Valvoline (1100+ Corporate and Franchise stores) adding more than 170 stores.
- Closed Lucid Motors & Upgrade (over 1M+ customers/\$10B loaned) managing convoluted sales cycle with multiple stakeholders
- Superseded sales revenue goals by **110%** in 2020
- Executed unprecedented agreement totaling **\$500K** with Senegence
- Lead and coordinate multiple projects with internal and external key stakeholders

International Sales Manager, Western United States & Australia

Reynolds and Reynolds Co., IMN Division Direct Selling (06/2016-12/2017)

- Exceeded sales quota by **155%**
- Strategically developed several key accounts, continually presenting and training sales force leading to continual annual growth averaging **55%** every year
- Executed end-to-end sales process through engagement of appropriate internal resources including subject matter experts, implementation team, and executives
- Conducted quarterly strategic meetings with business owners and category managers, presenting new ways of growing business and adding new items

National OEM Account Executive

Reynolds and Reynolds Co. (12/2015-06/2016)

- Created a **\$2M** opportunity with Hyundai Western Region for services to be placed in **64** of their dealerships
- Developed vertically aligned and cohesive business partnerships with Kia Executives through team collaboration, which produced multiple revenue streams

Western Regional Sales Manager

Reynolds and Reynolds Co. (01/2015-12/2015)

- Generated incremental new business revenue through strategic positioning, quality client relationships and effective negotiation
- Exceeded annual quota by **187%** for FY2015 in new business
- Mentored and trained ongoing support for Western Regional Sales Team
- Coordinated and conducted monthly team meetings

Territory Sales Manager

Reynolds and Reynolds Co. (07/2013-01/2015)

- Created processes that improved retention and collaboration of teams, now used company-wide

#23

COMPLETE

Collector: Web Link 1 (Web Link)
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Time Spent: 00:07:03
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Q1

Full Name:

Lucia Salinas Holt

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I am a senior living in a mobile home. I have years of working during the elections in Costa Mesa. I have been living in Costa Mesa over 20 years. I want to get involved in helping with problems & making Costa Mesa a better place.

Q4

As a Committee member, what ideas or projects are of interest to you?

I am interested in the Mobile Homes projects or finding solutions to problems.

Q5

Respondent skipped this question

Optional Resume:

#24

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Friday, March 08, 2024 1:04:27 PM
Last Modified: Friday, March 08, 2024 1:11:35 PM
Time Spent: 00:07:08
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Page 1

Q1

Full Name:

Debra Lee

Q2

Indicate the name of the Committee you are interested in serving on:

**Animal Services Committee ,
Mobile Home Park Advisory Committee**

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I wish to help protect my interest and the interest of my neighbors in being treated fairly within our mobile home community.

Q4

As a Committee member, what ideas or projects are of interest to you?

Keeping the residence, safe and guarding the elderly against theft and fraud.

Q5

Respondent skipped this question

Optional Resume:

#11

COMPLETE

Collector: Web Link 1 (Web Link)
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Last Modified: Saturday, February 24, 2024 3:11:39 PM
Time Spent: 00:08:19
IP Address: [REDACTED]

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Q1

Full Name:

Laurie Beverage

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I have lived in a mobile home park in the past and would like to advocate on behalf of the residents. Based on my prior experience as a former resident and my experience assisting a seasoned real estate agent for the last 12 years I have gained some insight and would hope to bring a fresh perspective to the committee.

Q4

As a Committee member, what ideas or projects are of interest to you?

Advocating for the rights of the residents and helping to find solutions to the problems specially experienced by mobile home owners.

Q5

Respondent skipped this question

Optional Resume:
