

## **Paul Robert (Bobby) Lance**



### **Contact Information:**

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**Personal Cell: 407-448-6555**

**Title:** Founder, President & CEO of All American Restaurants, Inc. since 1980

**Birth Date:** Oct. 22, 1953

**Home Town:** **Orlando, Florida**

**Education:** Grand Avenue Elementary Orlando, Florida

Memorial Junior High Orlando, Florida

Oak Ridge High School Class of 1973 Senior Class Vice President, President DECA

Earned Bachelor's Degree (1978) in Business Administration & Marketing from Samford University Birmingham, Alabama.

Worked on Master's in Business Administration from Samford University Birmingham, Alabama. Until I purchased an A&W All American Food Restaurant.

(A&W Root Beer) in Valley Station, Kentucky in Oct. 1, 1980.

Yum Brands University. A&W University

**Community:** **In Louisville, Ky.**

**Kentucky Colonel – appointed in 1981 by former Kentucky Governor John Y. Brown.**

**Advisory board member for Jefferson County Police 1986-88**

**Advisory board member F.F.A. Future Farmers of America 1984-88**

**4-H Clubs of America Counselor 1984-88**

**Farmsley-Moremen Landing (Historic Kentucky Site) Former Board Member & Contributor towards Preservation.**

**Partners in Education West Point Independent School**

**Governor Falls City Corvette Club 1985-88**

**In Orlando, Florida**

**Church Discovery Church Active Member Sand Lake Campus Orlando, Florida.**

**Discovery Church Usher & Greeter 2016 to Present**

**Discovery Church, Member Security Team 2021 to Present.**

**(Many Active Shooter Training Classes)**

**Former Belle Isle, Fl. City Commissioner District 4. 2016 thru 2018.** I helped to Develop a Civility Code for the Mayor and Commissioners to follow, as I believe in being professional, courteous, fair and treating others with respect. I worked closely with the Planner (April Fisher) to rewrite the code for building and maintaining Boat Docks. I helped in reviewing all Contracts, City Codes, Statutes, Ordinances, the Comprehensive Plan, Annual Budgets and Related Documents.

**As Commissioner, I also worked to ensure that the concerns of the Citizens of Belle Isle, Florida were heard in meetings.**

**Former Vice Chairman, Acting Chairman and Board Member of the Orange County Board of Zoning Adjustment (BZA).** We Granted and Denied Zoning Variances and Special Exceptions for All Properties of Orange County, including Theme Parks.

**Have attended many of the State of Florida's Sunshine Law classes and seminars for Boards and Government, which I have studied for the last 30 Years.**

**Former Vice Chairman, Chairman & Board Member of the Lake Conway Water and Navigation Control District (26YEARS), a \*STATE OF FLORIDA CHARTERED BOARD\***  
I have many Hours of Classes and Seminars related to and working on projects related to Sea Walls, Boat Docks, Boat Ramps, Dredging, Navigation, Water Quality, Aquatic Plant & Aquatic Animal Management and The State of Florida's Sovereignty Submerged Lands Management. (All State Waterways were Acquired by the State of Florida on March 3, 1845 by virtue of Statehood.)

**Former Secretary, Vice Chairman and Board Member of the Orange County Community Action Board** which helps end the cycle of Poverty. (It is a Federal Board. As an Officer I was sworn in each year by a State Judge.)

**Over 6,000 hours of community service for Orange County, Fl. Boards alone.**

**Current Board Member** Pine Castle Pioneer Days Festival.

**Former Board Member and Co-Founder** Pine Castle Historical Society.

**Current Associate Member & Contributor,** Pine Castle Woman's Club.

**Active member of the Florida & National Restaurant Association**

**Current Lifetime Member of the National Rifle Association of America**

**Former Certified Boy Scouts of America, Scout Master**

**Former Treasurer** Daetwyler Shores Home Owners Association for 25 years.

**Mentor for Distributive Education Clubs of America (DECA)**

**Member in good standing perpetual member of Free & Accepted Masons Eola Lodge & 32<sup>nd</sup> Degree Scottish Rite of Free Masonry- perpetual member in good standing in both for 28 Years and counting.**

**Active Member of the Loyal Order of Moose. Achieved Moose Legion status Oct 2018.**

**Participated in Partners in Education programs in Seminole County, Highlands County, Osceola County and Orange County, Florida.**

**Sigma Nu Fraternity Iota Chapter Active of the year 1976**

**Major contributor to the Disabled American Veterans Thru A&W Restaurants Inc.**

**Major Sponsor and event worker for Nathaniel's Hope Charities- "Make M' Smile to Benefit Special Needs Children.**

**Helped the Rotary Club of Windermere, Florida to raise money for Homeless Veterans.**

**Helped raise money for Yum Brands Feed the World Program.**

**Appointed by State of Florida Governor's Office to work on "Marketing Florida" after 9-11**

**Worked with feed the Disaster relief crews in Central Florida after Hurricane Charley, Frances & Jeanne in 2004-2005.**

**Opened up our area A&W's and fed the rescue workers and Hurricane Evacuees free of Charge. Worked with the I-4 to Texas Hurricane relief effort. Also worked on the Hurricane relief efforts after Hurricane Irma & Maria for the Florida Keys, Virgin Islands and Puerto Rico in 2017.**

**Furnished a home, for eleven months Free of Charge to a Displaced Family from Puerto Rico after Hurricane Maria until they were able to get on their feet and have a home built.**

**The Black History Committee of Orange County, Inc. supporter for many years.**

**Personal Note: Started working in my Dad's Welding Business in Orlando, Florida at age 7.**

We lived in a small apartment in the back of my Dad's Welding Business.

**Was allowed to leave home at age 15.** Put myself thru School which I was always very active in organizations and won many honors. I have always been self-employed. I have experienced being homeless. Love helping others especially Seniors, impoverished, disadvantaged and underprivileged. "There only by the Grace of God there go I"

**Family: Wife, Cindy** (Retired Educator Orange County Public Schools, 30 Years) (Teacher of the Year) Married at St. Mathews Baptist Church Louisville, Kentucky August 7, 1981 Two sons- Jason & Paul, Daughter-In-Law, Christina (Jason) Son-In-Law, Will (Paul) Three Grandchildren, Regan, Tyler and Trent.

**Recent Career Highlights:**

**Serve on the National A&W Franchise Association (NAWFA) 2002-2007 & 2021-Curretnly Sat on the Board of Directors for YUM Capital Banking Board (JP Morgan/Chase) for 5 years for KFC, Taco Bell, Pizza Hut, Long John Silvers and A&W All American Food.**

**Appointed to National A&W Marketing Committee.**

**Appointed to YUM! Brands Asset Board** (YUM! Brands was the parent Corp. for A&W All American Food, Long John Silver's, KFC, Taco Bell & Pizza Hut.)

**Appointed to YUM! Brands Public Relations Board**

**Appointed to A&W Drive-In Development Board** (Bear Necessities Board)

**Appointed to Yum! Brands Building, Structures, Value Engineering Board for the Y-05 project.**

**Helped Yum Brands/A&W develop the Road Map to Growth program.** (This Program helped Yum Brands develop existing Franchisees to Grow their businesses.)

**Mentored a Group of Russian Businessmen** in 2006, on how to purchase the correct Franchise.

**Mentored Business Incubator Classes** for Young Adults starting a Business.

**2002 thru 2024 A&W Million Dollar Club**

**2002 thru 2016 A&W @ Orlando Premium Outlets #1 sales in U.S.A.**

**2017 & 2019 A&W top 3 in U.S.A. Sales. 46 Years and counting as an A&W Franchisee.**

**I have built, owned and operated 21 Restaurants from 1980 to Present.**

**(A&W All American Food, KFC, Long John Silvers, Shoney's Kitchen + Bar,**

**Old Town Ice Cream Company, Sweet Dreams Ice Cream Café and Bobby's Garage Bar.)**

**Appointed by Governor Jeb Bush's office in 2000 to set on the Avian influenza (Bird Flu) Task Force for the State of Florida.**

**Invited to set on Governor Rick Scott's Visit Florida Round Table, in 2017.**

**Invited to set on Senator Rick Scott's Covid-19 Round Table in 2021.**

**Invited to speak as the Keynote Speaker at Florida's CFO Jimmy Patronis Press Conference on Fraudulent Covid-19 Lawsuits for Businesses February 2021.**

**Sat on the Speaker at Florida's CFO Jimmy Patronis Round Table concerning "Fighting Back Against The IRS" July 13, 2023.**

**Speaker on a Panel at the 2023 Multi Unit Franchise Conference in Las Vegas "Why are Franchise Associations Important" April 2023.**

**Keynote Speaker for an Incubator Group of young professionals in 2018, on what to look for in purchasing the correct Franchise.**

**Many more awards & Certificates from Yum Brands, KFC, Long John Silver's & A&W.**

**President of the Old Town Attraction Merchants Association Board of Directors, 15 Years.**

**2003 Merchant of the Year at the Old Town Kissimmee Attraction.**

**We Managed all Marketing and worked closely with Old Town Management on Operations and Facilities Maintenance.**

**Received an Honor on May 11, 2011 by the State of Florida Community Action Board FICA 31<sup>st</sup> Annual Training conference "as being one of the most dedicated and passionate board members since 1964 when the organization was started by President Lyndon B. Johnson."**

**Dr. John Cummings continued his remarks by saying,**

**"When you ask Bobby for help you can always count on him as he is always willing to step up and always comes thru."**