

ROBERT J REINSHUTTLE

Dear Sir or Madam,

Please accept my letter and resume as application for the position of City Manager of the City of Maderia Beach. It is a position for which I am very interested and uniquely qualified.

I have had the opportunity to serve in several key governmental positions and acquired considerable leadership acumen as well as the ability to effectively communicate with a governing body and the public. As Deputy County Administrator in Manatee County Florida, a county of 400,000 residents and 2000 employees, I worked daily to bring a high degree of integrity and mission (and constituent) focused agenda to my work. You will find that I have utilized advanced problem-solving abilities and critical thinking skills to lead others and achieve goals and objectives.

In this prior role I had oversight over most of the critical departments of county government and established excellent working relationships with new and established Commissioners alike. It would be my intent to work daily to establish strong lines of communication with the Board, ensure that we all have the same set of information and facts to move forward so that we can bring positive outcomes for the public.

I would appreciate the opportunity to speak with you further. Thank you for your interest and consideration of my credentials and I look forward t hearing from you soon.

Sincerely,

Robert J Reinshuttle MPA

Robert J. Reinshuttle, MPA

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Public Affairs Executive | Government Affairs Strategist | Association Leader

Expertise in Legislative Advocacy and Strategic Public Sector Leadership to Drive Policy Outcomes and Organizational Growth

Key executive leader with an extensive record of advancing legislation, managing multimillion-dollar budgets, and leading cross-functional teams at the state, local, and federal levels. Builds strong coalitions, navigates political nuance, and aligns stakeholders to achieve consensus-driven outcomes. Recognized for successfully directing large government departments and advocacy associations, securing major state and federal funding, and implementing organizational strategies that drive lasting public value. A steady and trusted leader who understands the business of government and the real-world mechanics of how politics gets done.

Professional Experience

CEO

Florida Capitol Strategies (FCS)

Tallahassee, Florida

2024-Present

FCS is a boutique lobby firm specializing in government and legislative affairs, community affairs, strategic planning, and media and public relations in Florida. We fully integrate all these areas to solve complex problems with creative solutions. We know how government works, who makes it work, and how to make it work for our clients. We use our channels of influence and well-established relationships with local and state leaders to position our clients as trusted voices and industry leaders.

Our lobbying team is results-driven. has facilitated the development and growth of many of our clients into effective organizations that are well-respected among legislators and valuable to their members.

Through a team-centered, hands-on approach, our services are tailored to the needs of each organization. We are a small, bipartisan team that drives big results.

Deputy County Administrator / Acting Public Safety Director | 2021 – 2024

Manatee County Government | Bradenton, FL

Served as a senior executive overseeing countywide operations with direct responsibility for a wide portfolio of departments, including HR, Natural Resources, Utilities, Legislative Affairs, Communications, Economic Development and more. Partnered with elected officials, led cross-functional initiatives, and managed strategic planning and budgeting for over 2,200 employees.

- Designed and implemented operational improvements that streamlined workflows and enhanced community-facing services.
- Directed a public safety department of 420 employees while concurrently managing broader county administration and strategic priorities.
- Served as a key advisor to county commissioners by briefing them on complex policy issues, legislative developments, and board agenda items.

Chief Operations Officer / Director of Legislative Affairs | 2007 – 2021
Florida Association of Community Health Centers | Tallahassee, FL

Provided executive leadership for the statewide association supporting over 50 federally qualified health centers. Led day-to-day operations, budgeting, grants administration, and strategic planning, while acting as the association's primary legislative and regulatory advocate.

- Served as the organization's lead representative at the state and federal levels, shaping legislation impacting community health.
- Maintained the financial integrity of the organization through responsible oversight of a \$2M budget and successful grant management.
- Identified and secured new funding streams while cultivating strategic partnerships with public and private stakeholders, enhancing the association's statewide impact, financial sustainability, and long-term growth potential.

National Director of Government Relations
National Association of Extracorporeal Technology
Tallahassee, FL / Washington, DC
2002– 2007

Led nationwide legislative and regulatory strategy for a professional healthcare association. Testified before Congress and state legislatures, developed public policy, and built a national lobbying network to support perfusion professionals.

- Successfully lobbied and testified on behalf of the profession across all 50 states and at the federal level.
- Recruited, managed, and aligned contract lobbyists to support legislative objectives in key jurisdictions.
- Elevated the association's visibility and impact by transforming the government relations function into a results-driven unit.

Chief of Staff – Policy / Director of Health Policy
Florida Agency for Health Care Administration (AHCA) | Tallahassee, FL
1998 – 2002

Directed state-level health policy initiatives, including Medicaid, managed care, and insurance reform. Oversaw large-scale regulatory, fiscal, and programmatic efforts in coordination with state agencies and legislative leadership.

- Led the development of legislative initiatives by coordinating interagency policy, fiscal analysis, and strategic planning.
- Managed a team of 40 and administered numerous federal and foundation grants awarded to universities across Florida.
- Played a key role in shaping health care regulations, contributing to long-term program reforms and stakeholder alignment.

Policy Coordinator
Office of the Governor of Florida | Tallahassee, FL
1992 – 1998

Served as a senior policy advisor and principal liaison to local governments and Florida's Congressional delegation. Oversaw intergovernmental affairs, healthcare budgeting, and legislative planning.

- Developed and implemented the state's federal funding strategy, resulting in increased formula and discretionary grants.
- Directed a 15-person policy team responsible for research, legislative strategy, and planning across state-level initiatives.
- Advised the Governor on healthcare and federal affairs, shaping key policy recommendations and interagency coordination.

**Director, Washington, DC Office &
Central Office of Federal Funds Management
Governor of Texas | Washington, DC
1989 – 1992**

Acted as the Governor's senior federal liaison to Congress, executive agencies, and the White House. Led federal advocacy efforts on appropriations and policy matters impacting the state of Texas.

- Facilitated engagement across state agencies, universities, and federal programs to secure over \$2B in new federal funds.
- Testified before Congress on behalf of the Governor and secured key legislative and budgetary priorities.
- Directed staff operations in Washington, advancing Texas' legislative and regulatory agenda at the national level.

**Washington Director | 1982 – 1989
Council of State Governments | Southern Governors Association
Washington, DC**

Led policy, legislative, and intergovernmental efforts for a national organization representing state elected officials. Also served as **Director for both the Southern Governors' Association and the National Association of Secretaries of State.**

- Directed federal affairs for two organizations, serving as a key voice for state interests in policy deliberations.
- Chaired a committee on intergovernmental affairs, coordinating positions across state and local associations.
- Oversaw national conferences, publications, and strategic partnerships supporting state policy advancement.

Education

Master in Public Administration (MPA) DPA candidate
Western Michigan University | Kalamazoo, MI

Bachelor of Arts (B.A.) Accounting/Political Science
Aquinas College | Grand Rapids, MI

Certificate in Management
Florida State University | Tallahassee, FL

Public Records Exemptions

Enclosed please find a copy of the response documents for your public records request. The following information is provided to explain the process employed to review and produce the response documents.

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