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CORPORATE REAL ESTATE EXECUTIVE AND P & L BUSINESS LEADER

PROFESSIONAL SUMMARY

Strategic business leader with strong organizational leadership and financial management skills. Accomplished in driving value-engineered solutions to increase productivity, quality and profitability. Well versed in implementing cutting edge technology platforms in operations, facilities, client services, sales & marketing, and revenue accounting functions. Outstanding communications and relationship management skills. Excellent staff management skills with the proven ability to promote an enterprise vision and motivate business professionals and staff alike to achieve stated goals and objectives.

AREAS OF EXPERTISE

- * Real Estate Strategy * Negotiation & Contracting * Strategic Planning * P&L Management
- * Facility Operations * Process Improvement & Operational Effectiveness * Total Quality Management *
- * Leadership Development * Client Relationship Management * Business Development & Sales Leadership *

GUIDEWELL MUTUAL HOLDING CORPORATION

(FEBRUARY 2015 TO PRESENT)

VICE PRESIDENT, ENTERPRISE CORPORATE SERVICES

Lead the consolidated Corporate Services functions for the \$32 billion GuideWell enterprise. Accountability includes corporate real estate, facility planning, property management, safety and security, logistics, hospitality, and the Enterprise Operations Center. John will lead the integration of corporate real estate and facility planning with Triple-S. We will provide more information as those efforts unfold.

- ◆ Operational impact of over \$180 million annually and staff of over 150 fulltime employees and over 250 contract service workers.
- ◆ Reduced corporate services expense from \$72 million to \$64 million through GuideWell's 10-year growth from \$12 billion revenue in 2015 to \$32 billion revenue in 2024.
- ◆ Reduced Carbon emissions across owned real estate portfolio by 61% between 2017 and 2024.
- ◆ Developed proprietary design-build process and executed over 110 construction projects (\$500 million+) with 98+% on time, under budget, and business stakeholder satisfaction.
- ◆ Director of GuideWell's Enterprise Operations Center leading activation, response and stabilization duties for all unforeseen events, including information security, weather, pandemic, active assailant and others.
- ◆ Responsible for enterprise safety & security functions including security operations center, technology, executive protection, threat assessment, case management and OSHA Compliance across administrative, retail and clinical environments.
- ◆ Corporate Services Transformation underway to market surplus corporate service capabilities and assets to offset budget cost. 2024 corporate services expense was reduced by over 10% in sales and leasing with a projected expense reduction of over 40% by YE 2027.

CHIEF PROCUREMENT OFFICER

- ◆ Strategic business leader with strong Held this additional responsibility from August 2019 to September 2023.
- ◆ Led reorganization to drive center-led sourcing and supplier management with 100% enterprise adoption.
- ◆ Managed over \$1 billion in addressable spend.
- ◆ Upgraded technology platform to deliver enhanced records management, spend analytics and e-sourcing capabilities.

McCOLLISTER'S TRANSPORTATION GROUP, INC., BURLINGTON, NJ (MARCH 2012 TO FEBRUARY 2015)

CORPORATE VICE PRESIDENT – McCOLLISTER'S LOGISTICS GROUP (FEBRUARY 2014 TO FEBRUARY 2015)

MLG provides global transportation management, project management, warehouse, and installation services to the hospitality, food & beverage, retail and healthcare markets.

- ◆ Currently charged with the reorganization of McCollister's enterprise-wide Project Management capability.
- ◆ Established comprehensive supply chain strategy from point-of-purchase to final installation & turnover, driving client value through an average 15% cost reduction, improved speed to market, 75% loss reduction and enhanced client quality outcomes.
- ◆ Extensive contracting and service delivery leadership with owners, developers, and general contractors.
- ◆ Lead strategy, development and implementation of a new Enterprise Resource Platform supporting the end-to-end integration of all business functions including sales and service, project management, financial analysis and reporting.

CORPORATE VICE PRESIDENT-SALES AND MARKETING (AUGUST 2012 TO FEBRUARY 2015)

Co-led the sales organization of one of America's leading providers of high-value product transportation and logistics services. Developed a strategy for increased market penetration, growth, and improved bottom-line performance while delivering service excellence. Provided sales leadership/direction for a premier sales team.

- ◆ Created new commercial services division to complement the corporate capabilities of the organization. Divisional focus with central service management call center to provide facility and ISO services to national account clients supporting furniture standards, inventory control, space planning, project management and MAC management. Product line annual growth rate averaging over 34% per year since 2011.
- ◆ Led 2014 overhaul of corporate re-branding. Successful launch of new website, brand library and marketing collateral representing all product lines for the corporation.
- ◆ Reengineered customer resource management platform to emerge as the essential resource for the national sales team while serving as the key activity and benchmarking database for the organization.

REGIONAL VICE PRESIDENT (MARCH 2011 TO AUGUST 2012)

Consolidated real estate, finance and operations of three business units in the South Florida market. Oversaw the market development activities of 4 southeastern US branches which generated \$21 million in gross revenue.

SUDDATH COMPANIES, MIAMI, FL / DEERFIELD BEACH, FL (2003 TO 2011)

MARKET PRESIDENT

Overall P&L responsibility for a highly diversified division of one of America's leading providers of relocation, real estate, freight management and logistics services.

- ◆ Achieved revenue increase of over 100% from 2004 to 2008; Recognized as 2008 and 2009 national profit leader.
- ◆ Successfully integrated Miami and Deerfield Beach business units achieving a 21% overhead reduction.
- ◆ Personally developed major clients driving significant revenue to the global network of service providers:
 - **Nordstrom** – Global employee relocation services. (\$1.5M+ average annual revenue)
 - **JCPenney** – Global employee relocation and supply chain services. (\$2M+ average annual revenue)
 - **KOR Realty Company** – Manage/control supply chain logistics from worldwide suppliers. Consolidate, ocean-freight, and distribute construction materials, FF&E and OS&E (\$20+ million in annual revenue)
 - **Ryder System, Inc.** – Facility and employee relocation services. (\$1M+ average annual revenue)

GRAEBEL, INC.

(2000 TO 2003)

REGIONAL DIRECTOR, COMMERCIAL SERVICES DIVISION, DEERFIELD BEACH, FL

Led diversification of business mix by leading sales and marketing team throughout Florida. Implemented and directed B-to-B sales/marketing strategy focused on Florida's largest organizations.

DIRECTOR, COMMERCIAL SERVICES DIVISION, CHICAGO, IL

Responsible for restructuring and setting growth targets for multiple service lines. Implemented a comprehensive real estate management strategy aimed at the commercial property requirements of corporate clients. Created B2B operating plan focused on Chicago's Top 100 companies.

- ◆ Implemented a new operational plan lowering equipment and consumable costs by 46% and loss by over 90%.
- ◆ Increased revenue by 26% in 2001.
- ◆ Increased gross operating margins 54% in 2001 while improving quality and marketplace value.
- ◆ Personally developed, implemented and led a broad range of \$ million+ corporate accounts.

THE FEDERAL COMPANIES

(1997 TO 2000)

GENERAL MANAGER, CHICAGO, IL

Promoted with full P&L responsibility for the service organization in the Chicago market. Engineered a foundation for growth and profitability by reorganizing talent and coaching an aggressive sales team to properly prospect.

PRIOR PROFESSIONAL POSITIONS

SIMMONS MOVING AND STORAGE, TALLAHASSEE, FL

(1992 TO 1997)

GENERAL MANAGER

TREVCON, INC., ATLANTA, GA

(1989 TO 1992)

PRESIDENT

EDUCATION

University of North Carolina at Chapel Hill, Chapel Hill, NC

- ◆ Bachelor of Arts Degree, Major: Economics

University of London, London, England

- ◆ Coursework in Contemporary British History

PROFESSIONAL / COMMUNITY SERVICE

- ◆ Florida Chamber Leadership Cabinet on Safety, Health & Sustainability, Board chair
- ◆ Florida Chamber of Commerce, Board member
- ◆ Women's Health Innovation Network, Board member
- ◆ Big Brother Big Sisters of NE Florida, Board chair
- ◆ Big Brothers Big Sisters of Greater Miami, Board member
- ◆ Arc of Jacksonville, American Heart Assoc, Feeding NE Florida,
- ◆ IFMA, BOMA, NAIOP, ERC, AMSA