

## **DAVID GRIFFIN**

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## **DAVID GRIFFIN CONSULTING**

**President and CEO, 2003 – Present**

**Tallahassee, Florida**

After 20-plus successful years in athletic, business and executive leadership positions, I created a consulting firm focused on government relations, maximizing business success, expanding profits, and building strategic alliances within both the public and private sectors.

## **FLORIDA DEPARTMENT OF LOTTERY**

**Secretary, 1999 – 2003**

**Tallahassee, Florida**

Appointed by Governor Jeb Bush to lead the operation and management, and to revenue the Florida Lottery's performance. Changed organizational paradigm to one of generating profits through reduction of operating expenses, solid customer service, strategic partnerships, and effective product development. Achieved four consecutive years of record-setting profits. Reduced Lottery's operating budget by 8.5 percent to \$126.5 million while increasing revenues by 20 percent from \$2 billion to \$2.8 billion annually. Restructured organization to reduce staff by 28 percent, while steadily increasing sales performance, efficiency, and customer satisfaction.

## **TRANSITION TEAM—GOVERNOR JEB BUSH**

**Executive Director, Nov. 2002 – March 2003**

**Tallahassee, Florida**

While Secretary of the Florida Lottery, appointed to manage the transition process for Governor Jeb Bush's second term. Facilitated input on policy, coordinated staffing for the Governor's second term, and conducted a review of state government operations.

## **OHIO LOTTERY COMMISSION**

**Assistant Executive Director, 1995 – 1999**

**Cleveland, Ohio**

Originally hired as Deputy Director of Administration. Promoted from Deputy Director of Sales (\$1.6 billion in annual revenue) to Assistant Executive Director. Oversaw all major divisions including Legal, Operations and Personnel.

## **KING'S MEDICAL COMPANY**

**MRI Account Manager, 1994 – 1995**

**Hudson, Ohio**

Developed and implemented MRI marketing plans for five accounts that generated more than \$3 million in annual revenue. Effectively handled employee relations issues with each account.

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## **ELSAG BAILY CONTROLS COMPANY**

**Manager, Labor Relations, 1990 – 1994**

**Wickliffe, Ohio**

Originally hired as Employee Relations Representative. Promoted from Senior Staffing Specialist to Manager, Labor Relations. Routinely resolved regulatory and enforcement issues involving local, state and federal agencies. Handled all labor relations matters for three, shift manufacturing operations. Participated in labor contract negotiations with UAW and facilitated the administration of agreements.

## **THE CITY OF CLEVELAND**

**Training officer, 1984 – 1990**

**(Excluding August 1986 - May 1987)**

**Cleveland, Ohio**

Designed and presented a variety of employee training programs and workshops. Developed a drug awareness program targeting the municipal workforce.

## **PROFESSIONAL BASKETBALL**

**European Professional Basketball Player, 1986 – 1987**

**St. Gilles Croix de Vie, France**

Played professional basketball throughout Europe and conducted two weekly sports training clinics for town youth. Received "Most Inspirational Player Award."

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## **CIVIC PARTICIPATION**

- Past Chairman and Current Member, Board of Directors, Boys & Girls Clubs of the Big Bend
- Past Chairman, Florida Technology, Research and Scholarship Board (Governor-appointed position)
- Co-Chairman, Governor's Mentoring Initiative
- Founding Member, Florida Mentoring Partnership Advocacy Council
- Volunteer Florida Foundation, Board Member
- Transforming Ministries, Board Member
- Take Stock in Children, Board Member
- Florida Tax Watch, Board Member
- Florida Retail Federation, Board Member
- The Rotary Foundation of Rotary International, Paul Harris Fellow
- Tallahassee Community College Presidential Screening Committee

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## **EDUCATION**

J.D., Cleveland Marshall College of Law, OH

M.B.A., Lake Erie College, OH

B.S., Community Development, Penn State University, PA