

Profile

Steven

Green

First Name

Last Name

369 Bocelli Drive

Street Address

NE Venice

FL

34275

City

State

Postal Code

murraylake1@outlook.com

Email Address

Home: (616) 617-7903

Primary Phone

Alternate Phone

retired

Employer

Which Boards would you like to apply for?

Historic and Architectural Preservation Board: Submitted

Have you ever been convicted or pled "no contest" to a misdemeanor offense?

☐ Yes ☒ No

Have you ever been convicted or pled "no contest" to a felony?

☐ Yes ☒ No

If yes, have your civil rights been restored?

☐ Yes ☒ No

Demographics

Are you a city resident?

☒ Yes ☐ No

How long have you lived in the City of Venice?

2 years

Question applies to Historic and Architectural Preservation Board

Are you a registered architect?

☐ Yes ☒ No

Question applies to Historic and Architectural Preservation Board

Are you a member of Venice MainStreet?

☐ Yes ☒ No

Interests & Experiences

Are you currently serving on a city or county board or commission?

☐ Yes ☒ No

If selected to the board or commission for which you are applying, is it your intention to resign from the current board or commission you are serving?

☒ Yes ☐ No

Have you ever served on a city board or commission?

☐ Yes ☒ No

Why are you interested in serving on a board, commission or City Council?

I have 47 years of experience in commercial and residential construction industry. Both manufacturing and sub-contracting. I am proficient in blueprint reading and construction contract and specification documents.

Resume of Education and Experience:

Senior executive positions in sales and marketing. President of Tubelite Inc. for five years prior to retirement and 3 years as president of Alumicor LLC, based in Toronto, Canada. Responsible for 1,000 employees

[Steve Green Resume.docx](#)

Upload a Resume

You have reviewed the Board/ Commission's regular meeting schedule and are able to attend in-person meetings?

☒ Yes ☐ No

Acknowledgements

Please Agree with the Following Statement

You understand that this agency is a public entity and is subject to Chapter 119, Florida Statutes, concerning public records, and documents may be disclosed to the public and media upon request. If you qualify for an exemption, you must notify the Clerk's office.

☒ I Agree

Steven Green
369 Bocelli Drive
Nokomis, Florida 34275
616-617-7903

1972 – 1976 – US Air Force, Sergeant, Honorable Discharge

Glazing Contractor Experience

1976 – 1980 – Erie Window Glass Co. – Vice-President/Contract Manager

1980 – 1984 – Erie Window Glass Co. – Vice-President/Partner

1984 – 1986 – Binswanger Glass Co. – Contract Manager

1986 – 1988 – WH Stovall Co. – Branch Manager

1988 – 1990 – Tech Sales of Tennessee – Partner

Manufacturing Experience

1990 – 1991 – Tubelite Inc. – Sales Representative

1991 – 1993 – Tubelite Inc. – Regional Manager

1993 – 2018 – Tubelite Inc. – Vice President Sales & Marketing

1994 – Partner – Acquired Tubelite from RTZ/Pillar

2018 (August) – Tubelite General Manager

2019 (March) – Tubelite President

2020 (July) – Additional responsibility as President of Alumicor LTD

Continued as President of both companies – 2023

Additionally, as President I served on the Apogee Leadership Team and an officer of Tubelite Inc. and Alumicor LTD.

Key Accomplishments - Tubelite Inc.

- 1995/1996 - Rationalized account base as well as product and service offerings to establish better focus and improved profitability. Consolidated 4 remote service centers back to corporate manufacturing improving service levels and reducing overhead costs by over \$2M.
- Changed from a manufacturing company to a client centric company.
- 1999/2000 - Team developed the value proposition for the company based on numerous client interviews. 2 main issues surfaced (damaged freight and aluminum suppliers were viewed as not responsive/dependable). Implemented the DFG (damage free guaranteed transportation service). Sales trained on Customer Results Selling (focusing on becoming a consultant helping clients with improving their companies results).
- Service levels were superior to our competition. 95% of all sales orders were shipped within 30 days (regardless of inventory or make to order.) Consistent lead times and quality product were key to our growth.
- 2000 - 2007 - Continued focus on increasing profitable sales through our glazing contractor channel as well as our distribution channel. Sales increasing sales to \$45M.
- 2007 (December) - Tubelite sold to Apogee Enterprises.
- 2009 - 2023 - Increased sales to the glazing contractor channel by growing geographically as well as in established markets. Increasing our distribution channel while shifting the majority of our business to glazing contractors which improved overall margins and product mix. Increased national specification presence from the low 20 percentile to above 70%. Product development initiatives were given high priority while ensuring our existing products were maintained and testing protocols current. Sales growth exceeded \$200M for the Tubelite brand alone.

- EBIT increased over this time frame from high single digit to the high teens and low 20's level.

Key Accomplishments - Alumicor LTD

- Addressed potential synergies between Alumicor and Tubelite. (Alumicor had not been profitable for a number of years).
- Led the integration team to consolidate both companies while maintaining both valuable brands.
- The integration allowed us to leverage synergies in all departments, thus eliminating duplication of efforts. There was no longer a need for two executive leadership teams. Mid-management as well as many supervisory positions were no longer necessary, the result was a streamlined operation working with the best of both brands.
- The focus of the company was totally based on increasing revenue and lacked strategic direction.
- Similar to Tubelite in the early days, there was a need to review and rationalize the customer base, as well as product and service offerings. Alumicor had revenues (USD) that were approximately 20% of Tubelite revenues, but had 3 times the manufacturing locations. 6 plants were consolidated into two. The main plant was poorly laid out and when a lean approach was taken, the footprint needed to function at a high level was reduced by 40%. (that portion of the plant was sublet drawing additional revenue).
- Revenue decreased as expected due to the deletion of accounts and certain products, but profits increased, DSO declined from over 200 days to less than 70 and the sales

team had a greater focus on fewer accounts and a more streamlined product offering. A distribution channel was established to afford the smaller contractors an outlet to obtain Alumicor products.

- EBIT had gone from a considerable loss to high single digit and low double digit within 14 months of executing the project, as well as becoming cash flow positive.

With over 47 years in the industry in the contract glazing and aluminum manufacturing businesses, I feel that while retired, I still have a lot to offer and a passion for helping others on their journey for success!