

Donald H. Horner, III

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Expertise

- Mature, confident, and self-motivated leader with a proven track record of sales and fundraising success
- Experienced philanthropist and political candidate who has developed lasting relationships in the public, private, and not-for-profit sectors
- Superior communicator, both orally and in writing; charismatic public speaker

Professional Experience

- ♦ **Beaver Street Fisheries, Jacksonville FL:** Tracing back to the 1950s, Beaver Street Fisheries, Inc. has built a global presence as one of the top distributors and manufacturers of quality frozen seafood. Today, the *Sea Best* brand is asked for by name, in both the retail and foodservice sectors.

National Sales

09/2014 - present

Responsibilities:

- Retail Sales in the United States for BSF's *Sea Best* brand of frozen seafood
- Develop and manage a plan to collaborate with members of the executive team in order to grow sales and increase profit through an effective sales approach that benefits the customer and manufacturer
- Work consistently and efficiently with the marketing team in preparing briefing materials, strategizing next steps, and implementing new sales opportunities for current and future customers
- Design and implement a strategic plan for a dynamic sales approach for Top 50 Grocery Store chains including Ahold-Delhaize, Shaw's and Star Market, Albertson's- Safeway, Target Corporation, Costco, and Harris Teeter.
- Successfully host high-revenue customers for a tour of BSF facilities, *The Players Championship* at TPC Sawgrass, and *Jacksonville Jaguars* home/away football games

- ♦ **Candidate for the Florida House of Representatives:** In a primary for the open seat in the 11th District for the Florida House, I declared my candidacy on June 1st, 2015 and finished third in a field of seven candidates in the August 2016 election. I was endorsed by several elected officials and industry organizations.

Candidate

6/2015 – 8/2016

Responsibilities:

- Earn the trust of constituents by successfully developing and delivering a message that resonates with voters from all walks of life
- Successfully raised \$181,000 in campaign contributions through impactful face to face meetings, written (both digital and hand written) correspondence, formal fundraiser events, and phone calls in order to successfully execute a complex political campaign
- Attend community events, formulate policy, and participate in candidate debates
- Be accessible and widely quoted for print, radio, social, and television media

- ♦ **MainOcean Port Services, Jacksonville, FL:** MainOcean is a consolidated port services company that serves vessel agents, owners, and operators in the ports of Florida, Georgia, South Carolina, and Alabama.

Vice President of Business Development

11/2011 – 09/2014

Responsibilities:

- Head of sales, marketing, and branding for a start-up company with the goal of growing its client base
- Served as the key liaison and community advocate developing relationships with members of JaxPort, the Jacksonville Chamber of Commerce, and the Propeller Club of the United States

- Originate a business plan articulating action items towards development and execution of its stated goals
- Client origination and relationship building with new and existing customers

◆ **Jacksonville University, Jacksonville, FL:**

Graduate Student at Jacksonville University's Davis College of Business 9/2010 - 10/2011

- ◆ **USS Bonhomme Richard (LHD 6), San Diego, CA:** As a naval Surface Warfare Officer, I was responsible for the safe navigation of a 900 ft vessel at sea and during deployments, while also leading a division of thirty-five sailors.

Officer (United States Navy) 5/2008 – 4/2010

Responsibilities:

- Navigate and operate the vessel while at sea and on deployments
- Lead, manage, train, and equip a thirty-five sailor deck department responsible for the safe deployment of United States Marines
- Repair Locker Officer for the vessel during General Quarters (high threat) operations
- Roman Catholic Lay Leader for the Ship's over 1,000 Catholic Sailors and Officers
- Coordinate, develop, and execute the Ship's plan to benefit the Navy Marine Corps Relief Society's fundraising drive
- Retired from active duty service as a commissioned officer on April 28, 2010 following my diagnosis of Multiple Sclerosis on September 11th, 2009

Education

Masters in Business Administration (MBA), Jacksonville University, Jacksonville, FL (2011)

Bachelor of Science (BS) in Political Science, United States Naval Academy, Annapolis, MD (2008)

- President, U.S. Naval Academy Class of 2008
- Two-sport intercollegiate athlete: Navy Baseball and Navy Ice Hockey

Affiliations and Public Service

- Vice Chairman of The River Club of Jacksonville Board of Directors (2013- Present)
 - Oversee 300+ events at this best-in-class, nationally recognized club
- Leadership Jacksonville Class of 2015
- James Madison Institute Fellow Class of 2016
- U.S. Naval Academy Council of Class Presidents
 - Coordinated, developed, and executed *The First Gift 2008* with the *USNAF*
- Bronze Circle of the Florida Forum benefitting Wolfson Children's Hospital (2012- Present)
- Board of Trustees National Multiple Sclerosis Society North Florida Chapter (2012-2015)
 - Secured a \$35,000+ donation from GATE Petroleum Company
- Federal Activism Council of the National Multiple Sclerosis Society (2011-2015)
 - Successfully lobbied Congress to approve funding for the Congressionally Directed Medical Research Program funded by the Department of Defense
- Past member Jacksonville University Alumni Board of Governors (2012-2016)
- Propeller Club of the United States Jacksonville Chapter Board of Directors (2012-2016)

Personal

Donnie is married to Dr. Kristen N. Horner, a dentist at Sky Marks Family Dental Care in The River City Marketplace. He enjoys reading, exercising, playing golf, and spending time with friends and family. The Horners are parishoners of *Our Lady Star of the Sea* and have a golden-doodle named Ellie.
