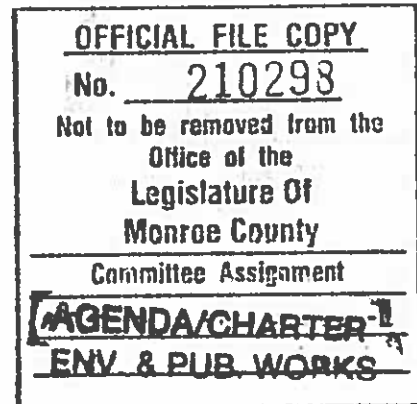




Office of the County Executive
Monroe County, New York

Adam J. Bello
County Executive

August 6, 2021



To The Honorable
Monroe County Legislature
407 County Office Building
Rochester, New York 14614

Subject: Confirmation of Appointments and Reappointment to the Monroe County Recycling Advisory Committee

Honorable Legislators:

I recommend that Your Honorable Body confirm the following appointments and reappointment to the Monroe County Recycling Advisory Committee, pursuant to Monroe County Code, Section 347-32. The terms will commence July 1, 2021.

Terms to expire June 30, 2023

President of the Legislature Appointment

Andrea Cusenz
Foodlink
1999 Mount Read Boulevard
Rochester, New York 14615

President of the Legislature Reappointment

Dennis Zink
1151 Brooktree Lane
Webster, New York 14580

Legislature Appointment (recommended by Majority Leader)

Christopher Foote
Wegmans Food Markets
100 Wegmans Market Street
Rochester, New York 14624

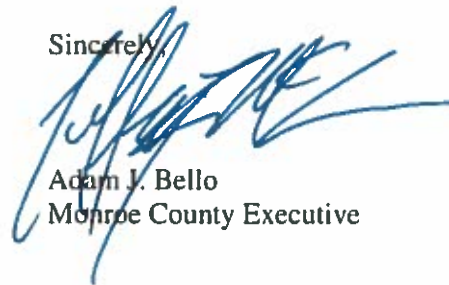
The specific legislative action required is to confirm the appointments and reappointment to the Monroe County Recycling Advisory Committee. This action is required pursuant to Monroe County Code, Section 347-32.

The legislative action requested in this referral is not an "Action," as that term is defined in 6 NYCRR § 617.2 (b), and is not subject to review under the State Environment Quality Review Act.

The appointments and reappointment will have no impact on the revenues or expenditures of the current Monroe County budget.

I recommend that this matter be referred to the appropriate committee(s) for favorable action by Your Honorable Body.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Adam J. Bello', is written over the word 'Sincerely,'.

Adam J. Bello
Monroe County Executive

AJB:db

ANDREA CUSENZ

32 RAYMOND ST • ROCHESTER, NY 14620 • 585.750.0718 • ACUSENZ1@GMAIL.COM

EXPERIENCE

2019-Present Foodlink, Inc

Rochester, NY

Curbside Market Operations Senior Manager

- Create/manage processes making Curbside Market (CM) operations more efficient
- Frequently make quick decisions regarding safety of staff, customers, and Foodlink assets
- Purchase produce daily (decreased food cost ratio to 57% for FY 20; goal of 83%)
- Develop various programs, including CM Rx Home Delivery Program
- Hire and train staff, creating a positive, supportive, and safe environment
- Build and maintain complex staff and program schedule
- Responsible for fleet purchase, design, and upkeep
- Streamline food sourcing, pricing, storage, and sales
- Facilitate donation and composting of all unused produce

2018-Present Root Catering Company

Rochester, NY

Operations Manager/Event Manager

- Foster strong, positive relationships with clients, vendors, and employees to ensure success of all events; acting as point of contact through entire planning process and onsite during event
- Create budgets and proposals for each client, aligning with their goals and needs
- Plan, coordinate and execute events of all scopes and sizes
- Manage over 45 employees, including scheduling, processing payroll, completing all necessary paperwork, and addressing any employee questions or concerns
- Subject matter expert of all software systems used daily
- Develop company's giving plan comprising of three key resources: food, time, and money
- Streamline food sourcing by working with national and local purveyors, farmers, producers
- Review all insurance requirements and policies

2017-2018 Headwater Food Hub, Inc.

Ontario, NY

Director of Accounts/Sales Manager

- Created corporate and community partnerships to increase engagement in the program
- Focused on revenue generating activities, selling to new and existing clients daily
- Acted as company representative and promoted program initiatives to meet goals
- Planned and executed weekly events and presentations for various audiences
- Developed logistics plan to ensure all food deliveries were made timely and accurately
- Instituted a performance rating scale to measure delivery location success based on several factors, using the data to efficiently and effectively determine next steps
- Part of senior leadership team managing several hourly employees and fellows
- Discovered and managed appropriate outlets for fresh food donation

2016-2017 Ferris Agency, Inc.

Rochester, NY

Licensed Sales Producer

- Property and casualty insurance sales generated through referrals, cold calling, mailings
- Client retention of over 97% and \$150k+ in new business
- Responsible for creating and implementing sales process for the agency
- Set appointments, screened calls, managed incoming inquiries for agency owner
- Provided superior customer service by consistently exceeding client expectations

2011-2016 Paychex Insurance Agency, Inc.

Rochester, NY

Account Executive

- Managed client base of 33k+ clients and over \$3.8M in premium
- Reviewed and improved internal process to increase efficiency and drive sales
- Identified and remediated error saving company \$30k+
- Developed and presented training materials to multiple departments
- Designated as company Subject Matter Expert
- Reviewed contracts and insurance policies to determine risk for company
- Exceeded sales quotas

Account Representative

- Named Top Account Representative in the company for fiscal year 2013
- Managed client base of 900+ health insurance applications; average client retention of 99%
- Maintained expert knowledge of health insurance, carrier products, industry trends, and legislative changes

2008-2011 Allstate Insurance

Rochester, NY

Licensed Sales Producer; Manager

- Created a positive atmosphere and incentivize employees to complete sales and other responsibilities through constant encouragement, contests, and rewards
- Processed payroll, managed employee scheduling, and set agency sales goals
- Generated new sales through referrals, cold calls, mailings, and internet based marketing
- Placed focus on growth by increasing sales \$450k+ and over 90% client retention

EDUCATION

2004- 2008 Nazareth College of Rochester

Rochester, NY

- B.S. Business Administration, GPA 3.5
- Dean's List
- Nazareth College Field Hockey Team
- Named to the National Academic Squad by the National Field Hockey Coaches Association
- Studied abroad at International College of Seville, in Spain
- Business Honor Society

COMPUTUER SKILLS

Highly efficient with Microsoft Suite, Adobe Acrobat, Google Applications; PC or Mac

VOLUNTEER WORK

Yoga 4 A Good Hood (Serving on Board of Directors) · Girls Rock! Rochester · Lollypop Farm

REFERENCES

Available upon request

Dennis W. Zink
1151 Brooktree Lane
Webster, New York 14580
dzinkl@rochester.rr.com
(585) 746-ZINK (9465) (cellular)
(585) 872-1089 (residence)

DOB: June 26th, 1943

Lifetime resident of Monroe County

Education:

Ithaca College BS, Bus. Adm. & Economics, 1966

Married:

54 years

Judith O. Zink , Bucknell, 1965, Spanish language major, taught RCSD

Career:

Eastman Kodak/Kodak Park Division (32 years)

Purchasing

Various positions in materials management and contract management

Department Manager-Investment Recovery/Recycling

Retired in 1999

Member Webster Rotary 51 years

Named Paul Harris Fellow three times (Highest award in Rotary)

Open Door Mission- Coordinate on behalf of Webster Rotary serving breakfast to residents of Samaritan House on a monthly basis.

References:

Ross Willink, Retired Webster Superintendent of Schools

James Isaac, Retired CEO Isaac Heating and Air Conditioning

William Ruoff, retired Mayor of Village of Webster

Kathy Doerner, Supervising Nurse, Oncology Dept. Rochester General Hospital

Barry Deane, Member Webster Town Council, retired Webster Superintendent of Highways

Christopher C. Foote
2416 North Road, Scottsville, NY 14546
(585) 233-7359 / chsafoote@yahoo.com

Work Experience

Weemans Food Markets, Rochester, NY

9/89-present

Sustainability Coordinator – Total Company

Responsibilities include:

- Reducing Waste to Landfills.
- Implementation and oversight of Zero Waste program.
- Oversee food waste diversion efforts through source reduction, donations and food scrap upcycling.
- Support efforts in company emissions reduction and Sustainable Product and Packaging acquisition.

Sustainability Coordinator – Pittsford Store

6/12 – present

Responsibilities include:

- Oversee all Sustainability efforts (Freshness Program, Recycling, Food Donations, Composting) for the store.
- Participate in providing direct support for store wide sustainability initiative to reduce waste and increase recycling efforts as well as employee and customer knowledge.
- Track and report monthly Sustainability data to store, area and department managers.
- Manage team of two "Green Team" members.
- Partner with Corporate Sustainability and Donation organizations to achieve annual goals.

Food Safety Coordinator – Pittsford Store

4/14 – 12/16

Responsibilities Include:

- Serve as a subject matter expert.
- Work closely with all Culinary and Perishable departments, area and store manager, to identify Food Safety opportunities and assist with creating systems to insure success.
- Accompany corporate assessors and state auditors during all inspections.
- Work with store management to set and achieve goals.
- Submit weekly reports on store progress.
- Develop and manage one STL with a Food Safety focus.
- Assess opportunities in individual departments by conducting daily walks and documentation.

Simplification Coordinator– Pittsford Store

5/10-12/16

Team Leader Old World Cheese – Pittsford Store

5/08-5/10

Service Team Leader – Fairport & Lyell Avenue

6/06-5/08

Merchandising Management Floater – L Division

11/05-6/06

Part Time Grocery Customer Service – Chili Paul

8/03-5/05

Merchandising Management Floater – L Division

4/02-8/03

Team Leader 1 Grocery **3/97-4/02**
Brooks Chili Store (3/97-9/99), Ridgemont Store (9/99-4/02)

Part Time Customer Service **9/89-3/97**

Education

SUNY College at Brockport, Brockport, NY **9/94-12/96**
Bachelors Degree

Finger Lakes Community College, Canandaigua, NY **9/90-6/93**
Associates Degree – Natural Resources Conservation

Wegmans Scholarship Recipient 1994 – 1996

Community

Cub Scout Den Leader **2013 - 2016**

Youth Baseball Coach **2014 - 2018**

Youth Basketball Coach **2015 - 2019**