



CITY OF FORT PIERCE

100 NORTH US HWY 1
FORT PIERCE, FLORIDA 34950
(772) 467-3065 FAX (772) 467-3841

APPLICATION FOR APPOINTMENT/REAPPOINTMENT TO FPUA

(City Residency Required)

Name: Jaimebeth Galinis		Phone: 561-715-5317	
Home Address: 1710 Plover Avenue City/Zip Code: Fort Pierce, FL 34949		How long at this address? 10+	
Are you a qualified elector of the City of Fort Pierce? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			
Occupation: Dir. Of Wound Care		Employer Name: DeRoyal	
Do you own a business that operates within the City of Fort Pierce? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If yes, list the address and nature of said business: ALG Homes, Rental Apartments 725 S. 7 th Street, Fort Pierce, 34950			
Do you now or in the future plan to do business with or have a business relationship with FPUA? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes, please describe in detail outlining any businesses or matters deemed appropriate. No – other than paying our utility bill(s)			
Describe your professional background and what expertise you will bring to the FPUA Board. Feel free to attach your curriculum vitae (CV) or other applicable information. I work in a highly regulated field like that of a utility, and hold a BA (from UF), MBA (from FAU) and MS in Regulatory Affairs and Quality Assurance (Temple School of Pharmacy). I have an interest in working on a committee where I think I can be useful.			
Do you have special training or knowledge in any of the following areas: Utilities: <input type="checkbox"/> Yes <input type="checkbox"/> No Engineering: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Contracting/Development: <input type="checkbox"/> Yes <input type="checkbox"/> No Legal: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Management: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Finance/Accounting: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Describe your education and background in any of the above areas: I attended UF on an accounting and IT scholarship, have worked in product development and prepared financial performas most of my adult life. I am highly skilled in research and communicating complex topics with easy to understand verbiage.			
Are you currently a member of a Commission-appointed board or committee? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes, please specify:			
Have you ever been convicted of a felony? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes, what was the nature of the crime(s) you were convicted of:			
If appointed, are you willing to attend a training session which could last at least 5 hours? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			
Referred by:		Applicant Email Address:	
Date: 6/30/2020		Applicant's Signature <i>Jaimebeth Galinis</i>	

APPLICATIONS EXPIRE 6 MONTHS FROM THE DATE OF SUBMISSION. PLEASE REAPPLY AS OFTEN AS DESIRED.

Please return form to: City Clerk's Office – 100 North US Hwy 1, Fort Pierce, Florida 34950

fax (772) 467-3841 or via email at lcox@city-ftpierce.com

Jaimebeth Galinis

History and Goals

Over the course of the past 18 years, I have worked with and for numerous organizations, large and small; including Office Depot Corporate Headquarters, Liberty/ MEDCO and have spent the past 6 years working for DeRoyal, a privately-owned medical device manufacture. With the ever changing world of healthcare and the business that goes along with it, I have been able to successfully transfer my marketing & business development background in the consumer space into the medical field. My areas of focus are Wound Care, Temperature Therapy & NPWT, as well as being the subject matter expert on all things FDA & Medicare/AHCA (inclusive of reimbursement, coding systems and 510K submissions). In addition to DeRoyal, I also teach as an adjunct professor at Indian River State College.

Key Accomplishments:

- 18 years of experience in marketing & product development, medical and non-medical fields
- Authored/published over 100 press releases & 1,000s of marketing literature pieces
- Awarded Best Radio Frequency Identification (RFID) case series by AIM (2019)
- Published at the SAWC for case series involving over 900 patients (May 2019)
- Published in the WOCN Journal for case series involving over 500 patients (June 2018)
- Launched 14 products (Class 1 & 2), 2 first to market and 4 requiring 510Ks for DeRoyal
- Achieved reclassification from PDAC on key product categories resulting in improved margins for DeRoyal and increased reimbursement for DMEs
- Presented at Innovation Theatre during the National WOCN Conference (2015-2019)
- Guest Speaker/Presenter on Medicare Reimbursement at TN Podiatric Medical Assn. (2015)
- Created & Certified CEU course in Wound Care Reimbursement with the BOC (Board of Certification) and ABC (Association of Boards of Certification) (2015)
- Published in the WOCN magazine "In the Know" (2014)
- Member of the WOCN Marketing Committee - only non-clinician invited to join (2012-2014)
- Lead successful business integration teams for Office Depot after the acquisition of Allied and Tech Depot
- Certified Professor of Business Management by the Southern Association of Colleges and Schools (2017 – 2022)
- M.S. Regulatory and Quality Assurance, School of Pharmacy, Temple University (2020)
- Master of Business Administration, Florida Atlantic University, Boca Raton (2004)
- Bachelor of Arts, University of Florida, Gainesville (1998)