



Hector Samario, MBA, LEED AP, a Business Development Manager with Performance Services, Inc., is responsible for the State and local government business development in Florida and the Caribbean. He has spent the last 17 years working with local and state governments, higher education, and school districts to develop resilient and sustainability strategies aimed at reducing greenhouse gas (GHG) emissions, energy consumption and specifically cost of operations.

Before beginning his work developing sustainability strategies with Florida cities and counties, Hector was a Consultant with Booz Allen Hamilton, hired to stand up the first Standing Joint Forces Headquarters (SJFHQ) for the U.S. Southern Command (USSOUTHCOM), Department of Defense. This Secretary of Defense initiative was implemented to improve the nation's war fighting readiness through deliberate and crisis action planning of the SJFHQ. In addition to leading the efforts to create and stand up this first-of-a-kind organization, Hector performed classified research on economic systems of the USSOUTHCOM AOR (area of responsibility), including analysis of the global oil industry.

After graduating from California Polytechnic University at Pomona with his Bachelor's Degree in Civil Engineering, Hector spent 20 years as a pilot in the US Navy where he served in a variety of positions:

- Advisor to the Royal Saudi Naval Aviation Command HQ, Riyadh, Saudi Arabia
- Detachment Officer in Charge for a Middle East Operations & Counter Narcotics Operations
- Exercise Director for Latin America and the Caribbean
- Flight Officer aboard the aircraft carrier USS America (CV 66)
- Flight Instructor at the Navy's Primary Flight Training School, Pensacola, Florida

In addition to his BS Civil Engineering, Hector received his Master's in Business Administration from the University of Florida in 1999 while still serving in the US Navy.

Over the past 15 years Hector has been an active member in several organizations and initiatives, including:

- Climate Change Task Force, Broward County, Florida
- USGBC Florida Policy, Advocacy & LEED for Cities & Communities Committee
- Education Foundation Board, Tamarac and North Lauderdale Chamber of Commerce
- Former Vice President, U.S. Green Building Council (USGBC), South Florida Chapter
- Former Co-chair, Sustainability Committee, Broward League of Cities
- Former Sustainability Committee member, International City & County Manager Assoc.

Hector is Green Belt Six Sigma certified and holds multiple awards from his service in the U.S. Navy, including the Meritorious Service Medal, the Joint Service Commendation Medal, and the Navy Marine Corps Commendation Medal.