



Lance Lunceford

Professional Summary

Versatile, proven leader eager to lead and grow organizations that provide asymmetrical, positive value for the world. Skilled in strategic planning, creative problem-solving, and visionary communication with an excellent understanding of business principles and cross-functional team leadership. Relentless work ethic oriented toward ambitious cultures that are built on truth, excellence, and goodness.

Professional Experience

TAXPAYERS ASSOCIATION OF INDIAN RIVER COUNTY – Chairman & President

12/2023 - Current

- Serve as both the chief executive and chief presiding officer for a highly structured organization founded in 1933 that empowers government officials to make the best use of tax dollars in a non-partisan manner.
- Marshal key stakeholders in government, business, and philanthropy throughout Indian River County to effect the mission statement of the Taxpayers Association.
- Steward the quality of life and essential government services throughout Indian River County by leading cross-functional teams that collectively oversee \$1.061 billion in funding across regional governments.

THE LUNCEFORD GROUP - Founder

05/2021 - 06/2024; 10/2024 - Current

- Advise founders on product-market fit, sell-side acquisition strategy, and network effect implementation for raising funds and scaling.
- Developed an all-weather fund strategy to serve as an investment thesis for a potential new hedge fund.
- The Lunceford Group is the brand for an entity that invests in diverse, cash-flow generating assets that will fund the creation of exciting new technologies for the benefit of humanity.

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☎ 772-321-7273

📍 Vero Beach, FL 32966

🔗 [Bold Profile](#)

Education

05/2022

THE WHARTON SCHOOL – UNIVERSITY OF PENNSYLVANIA Philadelphia, PA

*Bachelor of Science in Economics: Dual
Concentrations in Finance And Management
Minor: Music*

Magna Cum Laude: 3.64 GPA.

- Relevant Coursework: Distressed Investing and Value Creation, Mergers & Acquisitions, Negotiations, Advanced Topics in Private Equity (Capstone), Valuation, Business Statistics, Game Theory for Business.
- Marian Anderson Performance Program.
- Elected to the Undergraduate Assembly Steering Committee by the University Honor Council in 2019-2022.
- Nominated to the Wharton Values Task-Force in 2021-2022 to create and define the Wharton Undergraduate Community Values alongside five fellow campus leaders.
- Kappa Alpha Society Member.
- Elected as President of Stouffer College House in 2020.

TAXPAYERS ASSOCIATION OF INDIAN RIVER COUNTY - Treasurer and Board Member – Chair of Nominating Committee – Chair of School District Oversight

12/2022 - 12/2023

- Empowered by the membership of the Association to manage its affairs and make public policy recommendations as a Board Member.
- Negotiated rental and sponsorship agreements as well as conducted financial transactions on behalf of the President and Board of Directors while preparing an annual budget accounting for all activities.
- Nurtured strong relationships with the school board chair, the superintendent, and education oriented philanthropic organizations.

THE WHARTON SCHOOL - Scholar – Wharton Summer Program for Undergraduate Research

05/2020 - 09/2020

- Conducted an independent research project on the macroeconomic effects of replacing the U.S federal tax system with a value-added tax and concluded that the U.S would achieve higher economic growth.
- Published a formal, academic research paper that analyzed firm decision-making and economic indicators in order to effectively communicate the results.

PENN WHARTON BUDGET MODEL – Research Assistant

12/2019 - 04/2020

- Spearheaded the analysis of U.S market sectors through data provided by the Bureau of Economic Analysis.
- Coordinated logistics of event setup with other coworkers for live policy briefs on Capitol Hill.

VOCAP INVESTMENT PARTNERS - Venture Capital Analyst

05/2019 - 08/2019

- Conducted sourcing & outreach with 191 potential investments through Salesforce and Pitchbook.
- Created a report on the impact of AI in the Music Tech industry that guided the strategy of a portfolio company.
- Cultivated social media strategy while providing research for the company's blog site and daily twitter posts.

Honors and Awards

Congressional Medal of Merit-2018
Principal Trombonist of the U.S. All-National Concert Band-2017

Websites, Portfolios, Profiles

- [Sebastian Daily-Lunceford Elected New President of the TPA](#)
- [Published Research on Taxation](#)

Skills

Financial Management

Succession Planning

Policy Development

Brand Management

Project Management

Revenue Growth

Quality Assurance

Product Development

Research

Adaptable Creativity