



NOMINATING COMMITTEE MEETING AGENDA (In Person Meeting)

Wednesday, September 7, 2022 – 9:00 AM

Indian River State College Chastain Campus – Wolf Technology, Building C
2400 SE Salerno Road, Stuart, FL 34997

1. 9:00 am **Nominating Committee Call to Order and Roll Call** – Jeff Leslie, President of the Board of Directors
2. 9:05 am **Public Comments**
3. 9:10 am **Partner Updates**
4. 9:15 am **Recommendations for 5 At-Large BDBMC Director Seats** – All
5. 9:35 am **Recommendations for FY 2023 Officers (President, President-Elect, Secretary and Treasurer)** – All
6. 10:00 am **Adjournment**

***Note: BDBMC Executive Committee to Commence
Following the Conclusion of the Nominating Committee Meeting.***

9/1/2022 2:07 PM

A Stronger Economy is Everyone's Business.

FY 2023 BDBMC Board of Directors Nominations and Appointments

As of 9/1/2022

	FY 2022 Board	Term Expires	Appointed By	Notes	FY 2023 Board Nomination - (Re) Appointment	Term Expires
1	Jeff Leslie, President	9/30/2023	Board At-Large		Jeff Leslie	9/30/2023
2	Eric Kiehn, President-Elect	9/30/2022	Economic Council	Interested in Serving as an Officer in FY 2023	Eric Kiehn	9/30/2024
3	Patrick Gleason, Secretary	9/30/2022	Board At-Large			9/30/2024
4	Tomas Bueno, Treasurer	9/30/2022	Board At-Large	Interested in Serving as an Officer in FY 2023		9/30/2024
5	Alessandro "Alex" Anzalone, Ph.D.	9/30/2023	IRSC		Alessandro Anzalone	9/30/2023
6	Marty Carmody	9/30/2022	Realtors Association	Retiring	Reed Hartman	9/30/2024
7	Kate Cotner	9/30/2022	Board At-Large	Retiring		9/30/2024
8	Commissioner Troy McDonald	9/30/2022	City of Stuart		City Makes Appointment in December	9/30/2024
9	Jamil Mikati	9/30/2022	Board At-Large	Retiring		9/30/2024
10	Open Seat	9/30/2022	Board At-Large			9/30/2024
11	Ron Rose	9/30/2023	Council of Chambers		Ron Rose	9/30/2023
12	William "David" Snyder	9/30/2023	Board At-Large	Interested in Serving as an Officer in FY 2023	William "David" Snyder	9/30/2023
13	Councilman Guyton Stone	9/30/2022	Village of Indiantown			9/30/2024
14	Ed Weinberg	9/30/2023	Board of County Commissioners		Ed Weinberg	9/30/2023
15	John Yudin	9/30/2023	Marine Industries Association	Retiring	Tom Whittington	9/30/2023
	Commissioner Harold Jenkins		Board of County Commissioners Liaison	County makes appointment in November.		
	Ken Norman, Of Counsel					
At-Large Board Interest and Applications for Consideration by BDB Nominating Committee						
1	Tomas Bueno, SkyBlue Aviation		5	Patrick Gleason, State Insurance Agency		
2	Marshall Critchfield, FPL		6	Skylar Gorman, Sky is the Limit Events		
3	Katherine Culhane, FSBDC @ IRSC		7	Susan Rabinowitz, Bank of America		
4	Keith Fletcher, Boys and Girls Clubs of MC		8	Tom Weber, Hobe Sound Early Learning Center		
FY 2023 BDBMC Officer Recommendations by BDB Nominating Committee						Term Expires
	President	BDB Nominating Committee recommendations will be considered by the BDB Board at their October 14, 2022 after which elected Officers and new/reappointed Board members will begin their terms.				9/30/2023
	President-Elect					9/30/2023
	Secretary					9/30/2023
	Treasurer					9/30/2023

**BUSINESS DEVELOPMENT BOARD
of Martin County
2020 Prospective Board Member Information Sheet for
Business Development Board Selection Committee**

PLEASE PRINT

Name: Tomas Bueno

Organization: SkyBlue Jet Aviation

Title: CEO / Founder

Address: 2315 SE Witham Field Dr

City/State/ZIP: Stuart, FL 34996

Telephone: (day) 772-781-3903 (cell) 407-468-5296

Email: tomas@skyblueja.com

Preferred length of term: ☐ 1 years ☐ 2 years

Appropriate Industry Representation, check all that apply:

- | | | |
|---|---|--|
| <input type="checkbox"/> Manufacturing | <input checked="" type="checkbox"/> Aerospace/Aviation | <input type="checkbox"/> Healthcare |
| <input type="checkbox"/> Agriculture/Ag Business | <input type="checkbox"/> Banking/Finance | <input checked="" type="checkbox"/> Economic Dev. Experience |
| <input type="checkbox"/> K-12/Technical Education | <input checked="" type="checkbox"/> Small Business | <input checked="" type="checkbox"/> Entrepreneurship |
| <input type="checkbox"/> Private Capital | <input type="checkbox"/> Info. Technology/Telecommunications | |
| <input type="checkbox"/> Power Generation | <input type="checkbox"/> Business Application of Social Media | |

Education: Universidad Central de Venezuela 1994-1998

Aviation Licenses: ATP, CFI, CFI1, MEI, Gold Seal

Community Experience & Affiliations: Trustee Stuart/Martin County Chamber

Stuart Air Show Supporter

Other Board Services, past and present, on which you have served: Planning/Zoning,
Parks/Rec for The Village of Wellington, VP of Wellington
Philanthropic, Vision of Flight, Pres. Wellington Aero Club.

Other experience you feel might be helpful to the Board in making this appointment: own
and operate multiple small businesses from Wellington
to Stuart. Bi-lingual- Spanish and English



2022 Prospective At-Large Board Member Application

**PLEASE PRINT
and Email to:
Lynn Smith
lynn@bdbmc.org
by August 19, 2022.**

Name: Marshall Critchfield

Organization: Florida Power & Light

Title: Sr. External Affairs Advisor

Address: 800 Universe Blvd.

City/State/ZIP: Juno Beach, FL 33408

Telephone: (day) (772) 251-9868 (cell) _____

Email: marshall.critchfield@fpl.com

Appropriate Industry Representation, check all that apply:

- | | | |
|--|--|--|
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Aerospace Aviation | <input type="checkbox"/> Healthcare |
| <input type="checkbox"/> Agriculture Ag Business | <input type="checkbox"/> Commercial Real Estate | <input type="checkbox"/> Professional Services |
| <input type="checkbox"/> Education Higher Ed | <input type="checkbox"/> Small Business | <input type="checkbox"/> Entrepreneurship |
| <input type="checkbox"/> Capital Banking Finance | <input type="checkbox"/> IT/Telecommunications | <input checked="" type="checkbox"/> Clean Green Tech |
| <input checked="" type="checkbox"/> Utilities | <input type="checkbox"/> Marketing Branding Social Media | |

Attach resume/CV and provide answers below:

Education: MBA Palm Beach Atlantic University, BA Florida Atlantic University

Community Experience & Affiliations: Stuart/Martin Chamber, Economic Council Martin Co.,
St. Lucie EDC, Ducks Unlimited

Other Board Services, past and present, on which you have served: _____

Other experience you feel might be helpful to the BDB in making this appointment: _____

Board terms are two-years and the Business Development Board is an organization which operates as an entity "in the Sunshine" and follows Florida public records and open meeting laws and as such, appointed directors are required to do so too. For more information on the BDB Board, visit www.bdbmc.org/about/board-of-directors/



2022 Prospective At-Large Board Member Application

PLEASE PRINT
and Email to:
Lynn Smith
lynn@bdbmc.org
by August 19, 2022.

Name: KATHERINE CULHANE
Organization: SBDC AT TRSC
Title: ASSOCIATE DIRECTOR
Address: 2400 SE SALEANO RD. BLOC C - 107
City/State/ZIP: STUART, FL. 34997
Telephone: (day) 772-419-5694 (cell) 561-929-7383
Email: KCULHANE@TRSC.EDU

Appropriate Industry Representation, check all that apply:

- | | | |
|---|---|--|
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Aerospace Aviation | <input type="checkbox"/> Healthcare |
| <input type="checkbox"/> Agriculture Ag Business | <input type="checkbox"/> Commercial Real Estate | <input type="checkbox"/> Professional Services |
| <input type="checkbox"/> Education Higher Ed | <input checked="" type="checkbox"/> Small Business | <input checked="" type="checkbox"/> Entrepreneurship |
| <input checked="" type="checkbox"/> Capital Banking Finance | <input type="checkbox"/> IT/Telecommunications | <input type="checkbox"/> Clean Green Tech |
| <input type="checkbox"/> Utilities | <input checked="" type="checkbox"/> Marketing Branding Social Media | |

Attach resume/CV and provide answers below:

Education: Barry University Miami
Masters of Science Organizational Development
Community Experience & Affiliations: Board Member - TRRN
Board Member - FFCFC

Other Board Services, past and present, on which you have served: _____

Other experience you feel might be helpful to the BDB in making this appointment: _____

Actively engaged in promoting and
supporting businesses in Martin County

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Katherine Culhane

9550 S. Ocean Drive Jensen Beach, Fl. 34957 kculhane@irsc.edu

Summary of Qualifications

Successful professional with a comprehensive business background that includes a proven track record in exceeding sales goals and objectives as well as expertise and passion for organizational learning and leadership development. Commended for highly effective communication skills with a flair for persuasive public speaking and presentation which inspires confidence and trust.

Professional Experience

FSBDC at Indian River State College– Dan Richardson Entrepreneurship and Development Institute

July 2017 – Present Associate Director Stuart, Florida
Program Manager - provides consulting, coaching and training for small to medium businesses within Treasure Coast market. Conduct workshops and trainings for SBDC and CCTI. Develops and fosters relationships with all civic organizations and economic development partners.

FSBDC at Palm Beach State College

Boca Raton, Florida

January 2015 – July 2017 Consulting and coaching with small to medium businesses through a comprehensive strategic analysis that includes evaluating financials, business planning, and market research. Contribute to the objectives of the statewide small business development network to positively impact economic development in Palm Beach County by helping businesses to achieve sustainable growth and success.

Seacoast National Bank
Commercial Lending Division
November 2012 – May 2014
Banking Officer

Boca Raton, Florida

Developed and coordinated client relationships through the provision of credit facilities and related financial products for businesses and professionals.

Zoom Company Solutions
January 2010- November 2012
President

Boca Raton, Florida

Consulting with business owners and small companies with a focus on organizational development, business planning and strategic team building. Specialized in leadership development using Emotional Intelligence focus.

HSBC Bank USA, N.A.
2003- 2009 - Business Development Officer

Pompano Beach, Florida

Develop new business through the provision of lending programs and business services with an emphasis on deepening client relationship through wealth referrals.

Prudential Financial**2000-2003 - Vice President, Lending Coordinator**

Served as the liason for the Financial Advisors and investors in groundbreaking new initiative to provide lending programs within the Prudential franchise for high end business investors throughout Florida and Alabama.

Exceeded all goals and objectives: business and investor loans by 73%, home equity by 80% and residential loans by 65%.

SouthTrust Bank, N.A.**Fort Lauderdale, Florida****1998-2000 Vice President, Private Banking Officer**

Recruited by the CEO to develop private banking loans and programs for professional and business clients and building loan and deposit portfolios to meet all targets. Developed a 15 million dollar portfolio within first year.

BankAtlantic**Fort Lauderdale, Florida****1990-1998 Vice President,- Business Development Manager**

Developed and managed existing and novo branch locations to build market share in acquiring deposits, loans and associated lines of business. Initiated profitable alliance with Florida Atlantic University to establish retail branch on campus

Goldome Savings Bank**St. Petersburg, Florida****1985-1989- Vice President- Regional District Manager**

Effectively managed a 17 branch network and executed business plan to achieve consumer and residential loan and deposit goals.

Recipient of "Chairman's Award for Excellence" in 1987 for unprecedented retail growth in Palm Beach County

EDUCATION**Barry University****Miami, Florida****Masters of Science in Organizational Learning and Leadership** **June 2011****Bachelors of Science in Professional Administration** **December 2009****CERTIFICATIONS****CERTIFIED PROFESIONAL BEHAVIORAL ANALYST
DISC STYLE INSIGHTS TTI****MAY 2017****SHRM SENIOR CERTIFIED PROFESSIONAL (SHRM-SCP)** **JULY 2016****EMOTIONAL INTELLIGENCE CERTIFIED COACH
GENOS INTERNATIONAL****MAY 2015**



2022 Prospective At-Large Board Member Application

**PLEASE PRINT
and Email to:
Lynn Smith
lynn@bdbmc.org
by August 19, 2022.**

Name: Keith "Fletch" Fletcher

Organization: Boys & Girls Clubs of Martin County

Title: President & Chief Executive Officer

Address: 11954 SE Dixie Highway

City/State/ZIP: Hobe Sound, FL 33455

Telephone: (day) _____ (cell) 305-778-5579

Email: KFletcher@bgcmartin.org

Appropriate Industry Representation, check all that apply:

- | | | |
|---|--|--|
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Aerospace Aviation | <input type="checkbox"/> Healthcare |
| <input type="checkbox"/> Agriculture Ag Business | <input type="checkbox"/> Commercial Real Estate | <input type="checkbox"/> Professional Services |
| <input checked="" type="checkbox"/> Education Higher Ed | <input type="checkbox"/> Small Business | <input type="checkbox"/> Entrepreneurship |
| <input type="checkbox"/> Capital Banking Finance | <input type="checkbox"/> IT/Telecommunications | <input type="checkbox"/> Clean Green Tech |
| <input type="checkbox"/> Utilities | <input type="checkbox"/> Marketing Branding Social Media | |

Attach resume/CV and provide answers below:

Education: Master of Education in Higher Education Administration & Policy, The University of Georgia

Bachelor of Arts in Speech Communication, James Madison University

Community Experience & Affiliations: See attached sheet

Other Board Services, past and present, on which you have served:

See attached sheet

Other experience you feel might be helpful to the BDB in making this appointment: _____

See attached sheet

Board terms are two-years and the Business Development Board is an organization which operates as an entity "in the Sunshine" and follows Florida public records and open meeting laws and as such, appointed directors are required to do so too. For more information on the BDB Board, visit www.bdbmc.org/about/board-of-directors/

Keith “Fletch” Fletcher

President & CEO

fletch0313@gmail.com ~ linkedin.com/in/keith-fletcher
(305) 778-5579

Executive Summary

- **Organizational Development and Capacity Building.** Leading local unit of premier national youth service organization through three consecutive years of unprecedented growth in outcomes and revenue. Launched and/or led three national nonprofits in transformational growth in the highly competitive South Florida market. Successfully maintained staffing and level of service in spite of continuing COVID challenges.
- **Fundraising and Resource Development.** Leading aggressive campaigns and grant acquisition to more than doubled prior revenue targets for last 10 years in all sectors including major gifts, individual giving, foundation, endowment, and grants. Launched \$23 million comprehensive & capital campaign within two years of current position. Provides fiscal oversight, revenue management and strategic asset management.
- **Program Design and Evaluation.** Increasing service capacity through strategic program design and evaluation focused on continuous improvement without negative fiscal impact.
- **Communication and Culture.** Effectively implements communication and culture development throughout stakeholder networks utilizing both new and traditional media strategies. Leads on all internal and external DEIB (Diversity, Equity, Inclusion & Belonging) initiatives.
- **Civic and Community Engagement.** Created innovated public and private sector partnerships leading to transformational programs in Miami-Dade and Martin County, Florida. Recognized leader in local, regional, state and national leadership initiatives. Monetized partnerships in unique fee for service models.
- **Board Management and Governance.** Ten-plus years of leadership in building, reimagining and diversifying Boards of Directors as CEO/Executive Director for three unique organizations. Ten-plus years of successfully leading strategic planning with full Board buy-in.

Professional Experience

2018 – Present

Boys & Girls Clubs of Martin County, Florida

President and CEO

- Increased annual operational revenue from \$2.9 million to \$11.1 million in 40 months.
- Increased front line staffing by 180%, covered by new revenue dollars, enabling a growth in total youth and families served from 2,000 in 2018 to 8,000 in 2021. Maintained all staff throughout COVID year.
- Established and sustained Martin County’s only AmeriCorps program, placing 55 members in service to students in 10 Martin County District schools, expanding programming footprint from traditional after-school programming to a blend of in-school and after-school.
- Diversified Board of Directors committee structure with goals aligned with strategic plan.
- Expanded number of working Board committees, inclusive of senior staff, for smaller and better focused governance.
- Established and executed as needed a comprehensive crisis management plan.
- Charted network leading turnaround in client and staff related metrics, including highest staff engagement/satisfaction rankings in site history.
- Created a holistic mental health framework to serve youth and families with on-site support and referrals to appropriate service.
- Within a -year time frame established a transformational partnership with the Martin County School District, leading to the only data sharing agreement granted to a nonprofit organization.

- District partnership also yielded a 66 year, \$1 per year lease to establish a much-needed brick and mortar presence in Stuart, Florida (the County Seat).
- Launched a \$23 million comprehensive campaign (including capital to build the Stuart facility and more). Achieved 152% of goal- and counting- within 5 months, including Secured 9 seven (7) figure gifts to date.

2013 – 2018

City Year, Miami, Florida

Executive Director and Vice President

Managing Director, Development and External Affairs

- Progressed from Managing Director to Executive Director/Vice President in 15 months.
- Managed fiscally-sound budgeting, forecasting, expense management, and cash flow for a site operating budget of approximately \$9 million.
- Increased revenue by 25%, leading the 10 year-old organization in a turnaround effort to finish in the black for the first time in its most recent five years.
- Secured first \$1 million+ commitment to the site from a private source and grew leadership gifts by 1200%.
- Secured the first-ever seven figure gift from the Miami Dolphins in the team's history.
- Outperformed organization's peers, serving 22,000 youth and families.
- Maintained key relationship with Volunteer Florida – a \$2 million+ sustaining relationship.
- During first year with the organization developed and implemented a sustainable revenue generation strategy, utilizing appropriate price points, generating a 140% increase in fees for service and doubled private revenue

2012-2013

uAspire, Miami, Florida

Executive Director

- Provided leadership, vision and supervision to assure the launch of the organization's first national expansion site outside of Massachusetts.
- Recruited and trained startup team and founding board, securing financial commitments for 3 years of operating revenue in the first 9 months.
- Secured a partnership with Miami-Dade County Public Schools – the first school district partnership in the organization's history.

2011-2012

Florida International University, Miami, Florida

Assistant Vice President, Office of Engagement

- Facilitated the grant that resulted in a 3-year, multi-million dollar investment from the JPMorgan Chase Foundation to create a university-assisted community school in Miami-Dade.
- Launched Life Sciences South Florida Initiative, a \$25 million economic development partnership encompassing economic development councils, research universities and community colleges to create an industry cluster in life sciences and biotechnology.
- Assisted with facilitation and management of partnership with Miami Dade County Public Schools and 12 outcome-derived work groups leading to the creation of a high school Medical Academy for Science and Technology with a program budget of nearly \$20 million.

2002 – 2011

University of Miami, Miami, Florida

William R. Butler Center for Volunteer Service & Leadership Development – Division of Student Affairs

Interim University Ombudsperson and Assistant to the Vice President

Residence Coordinator

- Served in a progressively more responsible series of positions at the University of Miami.

- Ran a comprehensive center for community service, social change and leadership development programming.
- Managed and planned 30-plus events each month.

Selected Community/Professional Involvement

Leadership Martin

- Year-round program guides participants through an in-depth look into Martin County.

Community Foundation Martin | St. Lucie Select CEO Program

- Exclusive CEO think tank with stakeholders from community based organizations on the Treasure Coast.

Greater Miami Chamber of Commerce

- Served on Leadership Miami Executive Committee since 2008, serving as Committee Chair twice
- Co-chaired Education Committee and community-wide Education Summit

CERT (Canes Emergency Response Team) – University of Miami

- Partnered with the Miami-Dade Office of Emergency Management & Homeland Security, American Red Cross, Miller School of Medicine as well as numerous different law enforcement, fire rescue and emergency response agencies to create and train a student-led disaster response team.

Clinton Global Initiative, University of Miami

- Served on advance steering committee, recruited, trained, and managed 300 volunteers and on-campus projects for 3-day conference.

US Presidential Debates and Candidate Forums, University of Miami

- Responsible for volunteer management and served as member of 10-person executive team to secure and produce all three events.

Professional Affiliations and Certifications

- Leadership Florida: Southeast Regional Special Council on Equity, Equality and Justice (current)
- CONNECT Florida Leadership Program Classes V (graduate), VI (Co-Chair) and VII (Chair) Program Institute
- Community Emergency Response Team (CERT) Train-the Trainer, CERT FEMA Curriculum Certified
- Ropes Course Outdoor Challenge Facilitator Training (through Project Adventure)
- Directors of Volunteers in non-profit Agencies (DOVIA) Volunteer Management Certification
- Sigma Nu Fraternity

Awards/Honors

- Scholarship Recipient: Harvard certificate in Strategic Perspectives in Non-Profit Management, 2017
- Greater Miami Chamber of Commerce Non-Profit Power Leader of the Year, 2017
- South Florida Business Journal Top 40 under 40 Professionals, 2016
- South Florida Hispanic Chamber of Commerce Non-Profit Leadership Award, 2016
- University of Miami Administrator of Year given by Association of Greek Letter Organizations, 2008
- Dr. Martin Luther King Jr. Humanitarian Award for Outstanding Contributions/Commitment to Promoting Diversity, 2006

Education

The University of Georgia, Athens, Georgia

Master of Education in Higher Education Administration & Policy

James Madison University, Harrisonburg, Virginia
Bachelor of Arts in Speech Communication



2022 Prospective At-Large Board Member Application

**PLEASE PRINT
and Email to:
Lynn Smith
lynn@bdbmc.org
by August 19, 2022.**

Name: Patrick Gleason

Organization: State Insurance Agency

Title: Managing Partner

Address: 1010 SW Martin Downs Blvd

City/State/ZIP: Palm City, FL 34990

Telephone: (day) 772-426-9933 (cell) 321-759-1606

Email: patrick@stateinsuranceagent.com

Appropriate Industry Representation, check all that apply:

- | | | |
|---|--|--|
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Aerospace Aviation | <input type="checkbox"/> Healthcare |
| <input type="checkbox"/> Agriculture Ag Business | <input type="checkbox"/> Commercial Real Estate | <input type="checkbox"/> Professional Services |
| <input type="checkbox"/> Education Higher Ed | <input checked="" type="checkbox"/> Small Business | <input checked="" type="checkbox"/> Entrepreneurship |
| <input checked="" type="checkbox"/> Capital Banking Finance | <input type="checkbox"/> IT/Telecommunications | <input type="checkbox"/> Clean Green Tech |
| <input type="checkbox"/> Utilities | <input type="checkbox"/> Marketing Branding Social Media | |

Attach resume/CV and provide answers below:

Education: BS Finance - Jacksonville University

Community Experience & Affiliations: Palm City Chamber Director, Martin County Local Mitigation Strategy Committee Member, FAIA Legislative & Regulatory Council, FAIA PAC Board, BDBMC

Other Board Services, past and present, on which you have served: _____

Other experience you feel might be helpful to the BDB in making this appointment: _____

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2022 Prospective At-Large Board Member Application

**PLEASE PRINT
and Email to:
Lynn Smith
lynn@bdbmc.org
by August 19, 2022.**

Name: Skylar Gorman

Organization: Sky is the Limit Events, LLC

Title: Owner

Address: P.O. Box 1504

City/State/ZIP: Jensen Beach, FL 34958

Telephone: (day) _____ (cell) 772-341-0201

Email: Skylar@Sskyisthelimit.com

Appropriate Industry Representation, check all that apply:

- | | | |
|--|--|---|
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Aerospace Aviation | <input type="checkbox"/> Healthcare |
| <input type="checkbox"/> Agriculture Ag Business | <input type="checkbox"/> Commercial Real Estate | <input checked="" type="checkbox"/> Professional Services |
| <input type="checkbox"/> Education Higher Ed | <input checked="" type="checkbox"/> Small Business | <input checked="" type="checkbox"/> Entrepreneurship |
| <input type="checkbox"/> Capital Banking Finance | <input type="checkbox"/> IT/Telecommunications | <input type="checkbox"/> Clean Green Tech |
| <input type="checkbox"/> Utilities | <input type="checkbox"/> Marketing Branding Social Media | |

Attach resume/CV and provide answers below:

Education: Clark Advanced Learning Center, Sanford-Brown

Community Experience & Affiliations: Martin County native, Served 3 years as Executive Director; Stuart Air Show,

I have volunteered and provided services for multiple NPO organizations in the region. Active in chambers and leadership program.

Other Board Services, past and present, on which you have served: Environmental Studies Council

YPMC Professional Development, Founder; MC Events & Attraction Coalition, Leadership Planning

Young Eagles, Contract Board Services, NATA Foundation

Other experience you feel might be helpful to the BDB in making this appointment: _____

I have an extensive interest in the economic, business, and overall well-being on Martin County. I believe that my networking, fundraising, marketing, and business operations experience - would make me a passionate & useful addition to your Board. Thank you for the consideration.

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SKYLAR GORMAN

Owner, Sky is the Limit



CONTACT

- +772-341-0201
- Skylar@sskyisthelimit.com
- www.sskyisthelimit.com
- Serving South Florida

SKILLS



PARTNERS



EXPERIENCE



Executive Director Stuart Air Show

Planned, organized, and found funding for the largest event in South FL, boasting over 50,000 attendees annually. Scope of work included marketing, book keeping, logistics, PR campaigns, crisis management campaigns, fundraising, & public speaking

- Highest revenue in organization history 2 years running
- Record marketing impressions, boasting over 1.5 million interactions
- Cut expenses by \$160,00+ to help grow revenue

Development Director Cystic Fibrosis Foundation

Oversaw fundraising/marketing for Southeast Region of Florida. Recruited and cultivated leadership volunteers, sponsors and event participants. Created community connections and represented the chapter via networking, public speaking, and chamber opportunities. History of leading team building exercises to current and future partners. Developed and managed budgets, while growing revenues and managing expenses.

- 300% net sponsorship revenue increase for lead events

Executive Director NATA Foundation

Provided long-range strategic leadership and day-to-day administration. Oversaw all aspects of Foundation governance. Created/executed annual development goals and budget. Responsibilities included: marketing, public relations, and conflict-resolution. Encouraged and assisted office staff to pursue grants for professional development opportunities.

- Recording-breaking campaign revenue trends
- \$300k in new endowments and major gifts



2022 Prospective At-Large Board Member Application

PLEASE PRINT
and Email to:
Lynn Smith
lynn@bdbmc.org
by August 19, 2022.

Name: Susan Rabinowitz
Organization: Bank of America
Title: Market President
Address: 900 SE Federal Highway
City/State/ZIP: Stuart, FL
Telephone: (day) 561-838-2228 (cell) 561-385-3243
Email: Susan.Rabinowitz@bofa.com

Appropriate Industry Representation, check all that apply:

- | | | |
|---|--|--|
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Aerospace Aviation | <input type="checkbox"/> Healthcare |
| <input type="checkbox"/> Agriculture Ag Business | <input checked="" type="checkbox"/> Commercial Real Estate | <input type="checkbox"/> Professional Services |
| <input type="checkbox"/> Education Higher Ed | <input checked="" type="checkbox"/> Small Business | <input type="checkbox"/> Entrepreneurship |
| <input checked="" type="checkbox"/> Capital Banking Finance | <input type="checkbox"/> IT/Telecommunications | <input type="checkbox"/> Clean Green Tech |
| <input type="checkbox"/> Utilities | <input type="checkbox"/> Marketing Branding Social Media | |

Attach resume/CV and provide answers below:

Education: BSBA Finance FAU
BMA CRC

Community Experience & Affiliations: teach financial literacy - Boys & Girls Club, Boca Helping Hands, meals on wheels, Lords Place
volunteer Habitat for Humanity, CompassHealth, Vital Voices, Global Mentor
Other Board Services, past and present, on which you have served: Literacy Coalition of Palm Beach County - Past President
JFK Board of Trustees Past BOB, BMA South Florida, Past President
Palm Beach County Food Bank, BOB, Finance Committee

Other experience you feel might be helpful to the BDB in making this appointment: 30 years in financial services industry with expertise in commercial
Banking & Commercial Real Estate. Loans in Global Credit Risk

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Susan Rabinowitz
Market President, Bank of America Treasure Coast
Business Banking Market Executive

As Market President Treasure Coast, Susan Rabinowitz is Bank of America's leader for Martin County, St. Lucie County and Indian River County. She connects businesses, families and individuals to the banking and investment resources offered through our eight lines of business. She also leads the effort to deploy Bank of America's resources to address social and economic concerns and build strong communities.

In addition to her responsibilities as Market President, Susan Rabinowitz is the Business Banking Market Executive for the Palm Beach/Treasure Coast market. In this role Susan leads a team of relationship managers responsible for providing guidance and financial advice to local businesses. Susan rejoined the Business Banking Southeast leadership team from Global Risk, where she most recently served as the Commercial Credit Risk Executive for South Florida Middle Market and Business Banking.

With more than 25 years' experience as a leader in the financial services industry, Susan has delivered customized solutions designed to meet the specific needs of Business Banking, Middle Market, and Commercial Real Estate clients. Throughout that time, she has managed both sales and credit teams in her roles as credit risk executive, credit products manager, market manager and senior relationship manager. In addition, she's an advocate for equality and inclusion, an LGBTQ+ Ally, LEAD for Women member, financial literacy champion, and has mentored several women-owned businesses through the Vital Voices Global Ambassador program.

Susan lived in Wellington, Florida for over 20 years where she and her husband Paul raised their four children, and she now resides in Port St. Lucie. She's focused on addressing food insecurity as a board member of the Palm Beach County Food Bank and served as a past president and 10+ year board member of the Literacy Coalition of Palm Beach County. Her hobbies include reading, playing scrabble, indoor cycling and running.



HobeSoundEarlyLearningCenter

Foundations For A Brighter Future

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August 8, 2022

Ms. Lynn Smith

lynn@bdbmc.org

Business Development Board, Martin County

Re: Board Member Application

Dear Lynn,

I am interested in the Board Member position at the Business Development Board, Martin County. I have a strong passion and experience in working with other business owners, managers and elected officials at all levels in building confidence and strengthening their communities.

My current position is CEO of the Hobe Sound Early Learning Center which has existed for over 60 years, currently has over 150 children and is going through expansion to over 200 children by the end of this year. Over 60% of these children come from low-income families which necessitates the need for us to reach into their communities and engage the parents in the students learning as well as in family wellness.

In looking through your current board members I feel that I would be a good fit for diversity of businesses on the board. As we look to grow employer and employee opportunities in Martin County it is critical to show the education and early learning components that will attract the families.

I have strong public and private business operations experience at executive levels in banking, and in running businesses with strong focus on managing and developing quality relationships and increasing output from the team. This along with my board experience on the Business Development Board, Economic Council, Children Services Council, Education Foundation and Junior Achievement in Palm Beach County give me a unique perspective and understanding of the needs in the communities.

My experience on boards and communities has been in Palm Beach County, but for the past two years my full focus and future goals lie in Martin County. My Martin County experience began in the late 1970's when I received my first degree in electrical engineering at Florida Institute of Technology in Jensen Beach. The campus is no longer there, but I retain many memories of the time when Martin County was much different than today. I also had a "fishing house" in Rocky Point for about 10 years spending much time in the Port Salerno fishing with my son. I recently completed LEADERShip Martin County #31. This is where I want to be!

Thank you for your time reading my Letter, Bio and Board Member Application as I look forward to the opportunity to explore and to be a part of this exciting opportunity in Martin County.

Regards,

Tom Weber

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11580 S.E. GOMEZ AVENUE, HOBE SOUND, FLORIDA 33455 | P: 772-546-5462 | F: 772-546-5480

office@hobesoundearlylearningcenter.org | www.hobesoundearlylearningcenter.org | State License #C19MA0016





2022 Prospective At-Large Board Member Application

**PLEASE PRINT
and Email to:
Lynn Smith
lynn@bdbmc.org
by August 19, 2022.**

Name: Thomas P. Weber

Organization: Hobe Sound Early Learning Center

Title: Chief Executive Officer

Address: 11580 S.E. Gomez Avenue

City/State/ZIP: Hobe Sound, FL 33455

Telephone: (day) 772-546-5462 (cell) 561-707-0451

Email: t.weber@HobeSoundEarlyLearningCenter.org

Appropriate Industry Representation, check all that apply:

- | | | |
|---|--|--|
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Aerospace Aviation | <input type="checkbox"/> Healthcare |
| <input type="checkbox"/> Agriculture Ag Business | <input type="checkbox"/> Commercial Real Estate | <input type="checkbox"/> Professional Services |
| <input checked="" type="checkbox"/> Education Higher Ed | <input type="checkbox"/> Small Business | <input type="checkbox"/> Entrepreneurship |
| <input type="checkbox"/> Capital Banking Finance | <input type="checkbox"/> IT/Telecommunications | <input type="checkbox"/> Clean Green Tech |
| <input type="checkbox"/> Utilities | <input type="checkbox"/> Marketing Branding Social Media | |

Attach resume/CV and provide answers below:

Education: BA Finance at Texas State University, San Marcos, TX

AS Engineering at Florida Institute of Technology, Jensen Beach, FL

Community Experience & Affiliations: Recently graduated LEADERShip Martin County #31

I am active in the Stuart and Hobe Sound Chambers of Commerce and always looking to help.

Other Board Services, past and present, on which you have served: Member BDB of Martin County

Board Member/Past Chair Children Services Council of PBC. Past Chair of the Education Foundation of PBC

Past Board of Directors of Business Development Board, Economic Council and Junior Achievement of PBC

Other experience you feel might be helpful to the BDB in making this appointment: I bring experience

with my diverse board positions in Palm Beach County. My current role as CEO of a top Early Learning Center

at the southern end of Martin County brings a value to new businesses and employees moving into the county.

Board terms are two-years and the Business Development Board is an organization which operates as an entity "in the Sunshine" and follows Florida public records and open meeting laws and as such, appointed directors are required to do so too. For more information on the BDB Board, visit www.bdbmc.org/about/board-of-directors/

Thomas P. Weber, Bio

Mr. Weber has extensive experience in public and private sectors as well as for profit and not for profit organizations managing complicated projects and overseeing successful operations.

Mr. Weber is the current Board Member/Past Chair of the Children Services Council of Palm Beach County. He was recently the Chair of the Education Foundation of PB County. He also previously held the position of Chair of the Council of Executive Officers in Coral Springs, Florida as well as board member positions on the Business Development Board, Economic Council and Junior Achievement of PB County. He is currently a Member of LEADERship Martin County #31.

Mr. Weber is currently the CEO of Hobe Sound Early Learning Center in Hobe Sound, FL which provides families, regardless of income, an affordable early learning education program incorporating nurturing, education and recreation to stimulate their children's healthy emotional and social development to help them excel in school and life.

Mr. Weber is the past CEO/President of CoCentral Investments, Inc., an investment firm based in Boca Raton, FL. CoCentral owns the CoSuite™ brand, a Coworking business operating in South Florida.

Mr. Weber is the past President of Venture X, a franchise brand of United Franchise Group in West Palm Beach Florida. Venture X is a Coworking franchise that creates a collaboration environment for businesses and entrepreneurs to productively pursue their goals in locations around the world.

Mr. Weber is also the CEO and co-founder of Arbitration Resolution Services, Inc. (ARS) which was established in 2012. ARS is a proprietary cloud-based service that integrates technology and arbitration for a revolutionary approach to online dispute resolution throughout the United States.

Mr. Weber is the past President and co-founder of Aquila Property Company, Inc., which was established in 1998. Aquila owned and managed large real estate properties throughout South Florida.

From 1993 to 1998, Mr. Weber served as Executive Vice President for Ocwen Financial Corporation where he was one of the founders of its commercial real estate division. His responsibility included designing computer models and negotiating over \$1.5 billion of transactions of distressed assets. He also had the responsibility for touring and identifying opportunities in Canada, Asia and Europe.

Prior to Ocwen, he worked for financial institutions where his primary focus was in underwriting and managing commercial projects throughout the United States. From 1979 to 1983, he worked for Texas Instruments building and servicing computer equipment on research vessels around the world.

Mr. Weber earned a degree in electrical engineering in 1979 at the Florida Institute of Technology in Jensen Beach. In 1984, he earned a BA in finance from Texas State University. He completed the Running a Real Estate Company course at Harvard University Graduate School of Design in 2005.

Mr. Weber resides in Palm Beach County with his wife of 30+ years and has a son who was educated in the Palm Beach County public school system and recently received a Master degree in Clinical Psychology at Florida Gulf Coast University in Fort Myers, Florida. Mr Weber is also very active spiritually as past president of Nativity Lutheran Church in Palm Beach Gardens and Kairos International Prison Ministry.

Thomas P. Weber
14369 69th Drive N.
Palm Beach Gardens, FL 33418
Email: t.weber@HobeSoundEarlyLearningCenter.org
Mobile: 561-707-0451