

DISASTERS HAPPEN

Business Resilience Workshop:

Beyond the Basics, Helping Businesses
Be Prepared and Recover Faster



PRESENTED BY
BUSINESS
DEVELOPMENT BOARD
MARTIN COUNTY | FLORIDA

AND SPONSORED BY



COMPLETE

COMCAST
BUSINESS

Thursday, May 29, 2025
8:00 AM – 12:30 PM

Indian River State College | Chastain Campus, Wolf Technology Center
2400 SE Salerno Rd | Stuart | FL | 34994



SPECIAL APPEARANCE BY



CBS 12 Meteorologist
Vytas Reid



PARTNERS AND PRESENTERS INCLUDE



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OUR SPEAKERS CON'T

JONATHAN FALK

Jonathan Falk is a disaster recovery specialist with over a decade of experience leading response and rebuilding efforts across the nonprofit and private sectors. Informed by his experience leading operations in the field and organizational leadership, Falk brings practical insights on preparedness, coordination, and long-term recovery.



RICK MANCINELLI

Rick Mancinelli, CEO and Founder of C3 Complete, has over 25 years of experience in all phases of information technology management, including software development, network architecture, and corporate IT management. He's held executive positions in finance and telecommunications firms before launching his first consulting practice.



MATTHEW ROCCO

As President of the SFMA, Matthew's experience spans more than 10 years in the corporate arena, higher education, and in the non-profit sector. Matthew served as SFMA President from 2017 to 2021 and has now resumed this role in 2023. He has served in various leadership positions, managed complex projects and programs, worked with employers to create customized workforce programs for their companies, and created partnership opportunities in the business community.



MICHAEL ALLER

Michael Aller serves as Director of Supplier Development at FloridaMakes. His area of technical emphasis and strategic engagement includes helping Florida's aviation, defense, medical devices, personal protective equipment, and power generation manufacturing industries strengthen their domestic manufacturing supply chains, as well as improving their resilience to adverse events and identifying new opportunities.



CONNOR HLYWA

Connor Hlywa serves as Supplier Development Coordinator with the FloridaMakes Network. In his role Hlywa supports supply chain initiatives including Connex Florida, the MEP Supplies Scouting and Supply Chain Optimization Network. Hlywa is currently pursuing his MBA with a concentration in Supply Chain Management and Operations.



KATHERINE CULHANE

Katherine Culhane serves as the Associate Director of the Small Business Development Center at Indian River State College. SBDC is the grant-funded partner of the Small Business Administration, mandated to provide consulting, coaching, and training to support the success of small businesses within the communities of the Treasure Coast.



DIEULANIE CLAUDE

Dieulanie Claude is a seasoned business and marketing professional with extensive experience working in nonprofit, private, national, and international companies, as well as the government sector, from local municipalities to her current role with the federal government as an Outreach and Marketing Specialist with the SBA South Florida District Office.



DOUG COWARD

Doug Coward is the Founder and Director of National Expansion and Partnerships. Coward has over three decades of professional experience in Florida, including roles as a planner, clean energy policy expert, small business owner, and elected official (having served 12 years as a St. Lucie County Commissioner), as well as more than 10 years as the Executive Director of SELF.



CHRISTINA COBLE

Christina Coble is the Business Services Manager for CareerSource Research Coast, the workforce development board serving Martin, St. Lucie, and Indian River Counties. In this role, Coble leads a dynamic team dedicated to creating innovative, strategic solutions that help local businesses grow and thrive.



DAWN RICCARDI

Dawn Riccardi serves as a Business Navigator for CareerSource Research Coast, specializing in the Manufacturing and Skilled Trades sectors across Martin, St. Lucie, and Indian River Counties. A Certified Workforce Development Professional, she's known for leading high-impact events that connect employers, job seekers, and community partners.



VYTAS REID

Vytas Reid is an Emmy award-winning Chief Meteorologist for the past 5 years for the award-winning CBS12 News at 5, 5:30, and 11 p.m. newscast. Previously, he was Chief Meteorologist for WBFF FOX 45 in Baltimore for 15 years. Before that, Reid worked at Sinclair Broadcast Group's News Central weather operations in Maryland, which produced weather forecasts for several television markets across the country.



To read their full bio, learn more about these experts and their organizations, go to www.bdbmc.org/events/resilience-workshop/ or click on this QR code.



PROGRAM

8:00–8:25 am Continental breakfast and networking

8:30 am Program starts

- Pledge of Allegiance
- Opening Remarks by:
 - William T. Corbin, *Executive Director, BDBMC*
 - William V. West, Jr. PLLC, *Intellexit.com*
 - Ted Astolfi, President, *Economic Council of Martin County*
 - Bob Trudel, *Jan's Place*

8:47 am Session A, presentations by:

- Martin County Emergency Management Agency
- Florida Power and Light
- National Association of Home Builders
- C3 Complete, *Sponsor*

9:50 am Session A, Question & Answers

10:05 am Break

10:20 am Session B, presentations by:

- South Florida Manufacturers Association
- FloridaMakes, CONNEX Florida
- Small Business Development Center at IRSC
- Small Business Administration
- Solar Energy Loan Fund
- CareerSource Research Coast
- CBS 12

11:45 am Session B, Questions & Answers

12:15 pm Closing remarks, photos and prize drawing

OUR SPEAKERS

WILLIAM V. WEST JR, PLLC

Bill West is a distinguished figure in Florida's business community. He is the founder of West Advisory, a South Florida-based economic development and succession planning consultancy and has contributed significantly to the growth and success of numerous Florida businesses and financial institutions.



SALLY WAITE

An experienced Emergency Management Director with over 23 years in the field of disaster preparedness and response. Sally has managed countless disaster activations and helped communities navigate some of their most challenging times.



TED ASTOLFI

Currently serving as the CEO of the Economic Council of Martin County, a private, not-for-profit organization comprising C-level executives in Martin County, Astolfi is recognized for his experience as the Executive Director of the Business Development Board of Martin County. He is a graduate of Martin County High School and has a B.A. in Economics from Clark University in Worcester, Massachusetts.



MARSHALL CRITCHFIELD

A seasoned professional with over two decades of experience in external affairs, government relations, and strategic consulting. He serves as the External Affairs Manager at Florida Power & Light Company, a role he has held since April 2021. In this capacity, he leverages his extensive background to manage stakeholder engagement and public policy initiatives for one of the nation's largest electric utilities.



BUSINESS RESILIENCE WORKSHOP

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2024/2025 Board Members

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- Dan Romence*, *President-elect*
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- Lauren Abbott, *Treasurer*
Oceanwide Electronics
- Angela Browning, PhD*, *Secretary*
Indian River State College
- Eric Kiehn*, *Past President*
C&W Technologies

Board Members at Large:

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Research Coast
- Marshall Critchfield, *FPL*
- Patrick Gleason, *State Insurance*
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- Ransom "Reed" Hartman*,
Hartman Real Estate
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- Ed Weinberg*, *EW Consultants*
- Blake Capps*, *Liaison, Martin County Board of*
Commissioners
- Carmine DiPaolo*, *Liaison, Village of Indiantown*
- Laura Giobbi*, *Liaison, City of Stuart*
- Ken Norman, *Counsel, McCarthy, Summers,*
Wood, Norman, Melby & Schultz

*Appointed

The Professional Team

- William T. Corbin, *Executive Director*
- Troy McDonald, *Director of Business*
Retention and Expansion
- Inez van Ravenzwaaij, *Director of Programs*
and Partnerships
- Brittany Truong, *Office Administrator*

Investors



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- TRUIST Bank

- Acquisition Experts
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- Manpower of South Florida
- SouthState Bank
- Spherion Staffing and Recruiting