

POSITIVITY	ACTIVATOR	STRATEGIC	WOO	RELATOR
Education	Teaching	Curriculum	Curriculum	
<ul style="list-style-type: none"> - CAGS - School Psychology - Rhode Island College - MA - Counseling Psychology - Rhode Island College - MBA Coursework University of Rhode Island - BA - Psychology - Rollins College 	<ul style="list-style-type: none"> - Delivered Over 500 Hours in Post HighSchool Classroom/ Lecture Instruction - Course Delivery in Business Economics, Financial Projections, Market Analysis, Marketing Plan Development, Leadership & Management 	<ul style="list-style-type: none"> - Developed Educational Curriculum for the following programs: - Veteran Owned Business Planning 8 week course - Adolescent Business Planning 9 Week Course - Developmentally Disabled Business Planning 8 week course 	<ul style="list-style-type: none"> - 5 Course Online Business Start-Up, Self Paced Web Series - 22 Week Virtual Business Growth Program - Social Media E-Commerce Development Program - Business Exit Planning Strategy and Execution Program 	

Professional Experience

Won Strategy

2020 - Present

1314 Fall River Ave, Seekonk MA 02771

Owner

- Provide comprehensive, tactical business development and support for each key phase of entrepreneurship
- Curriculum development and teaching for a number of business planning and business growth based programs
- Veteran owned and certified company with multiple Federal and State contracts to support SBA client business development
- Classroom instruction for a multitude of business planning, business development and merger/acquisition courses
- Provide full service financial planning for business financing, growth planning and exit strategy/business brokerage services
- Produce two podcasts: Blunt Force Business and The Art of Fatherhood - aimed at providing free support to our listeners

Won Sports

2018-2022

1314 Fall River Ave, Seekonk MA 02771

Owner/Operator

- Operate a 65,000sq/ft, \$3,000,000, 7 acre indoor outdoor sports facility catering to a multitude of sports and activities.
- Develop programming for an age range of pre-k through adults to include, recreational activities, competitive sports and training
- Produce and manage online content to include Podcasts, Online Training Academies, and Livestream Sports Production
- Oversee all building maintenance, construction and facility repairs to include all permitting and application processes

Veterans Business Outreach Centers of New England

2016-2018

132 George Cohan Blvd. Providence, RI 02903

Supervisor: Susan Rittscher (401) 277-0800

Director

- Manage the business development services for Military members, Veterans and Dependents throughout New England
- Fiscally responsible for a 5 year, \$1,375,000.00 budget with direct reporting to the US Small Business Administration
- Developed and grew program staff from inception to its current state of 50+ employees and volunteers in under 2 years
- Managed the individualized service delivery for over 260 clients while providing business development training and outreach to over 5000 Veterans and Dependents throughout New England, resulting in over 100 New Business Starts.

Liberalis LLC / BACA Realty LLC

2006-Present

872 Smithfield Ave, Lincoln RI 02865

Owner/President

- Investment and development of residential and commercial real estate, managing a portfolio of over \$2,000,000 annually
- Implement risk analysis processes to maximize return on investment while insuring protection of investor capital
- Project management for new construction, rehabilitation and property conversions while adhering to building guidelines
- Designed specific profit / loss analysis, returning a 10% increase in yearly revenue through minimizing auxiliary costs
- Planned and allocated resources to optimize utilization of equipment and capital, maximizing profit and mitigating risk

Military Experience

Aircraft Maintenance Squadron Rhode Island ANG

1 Minuteman Way, N. Kingstown, RI 02852

2010-2012

Supervisor: LtCol Ryan Hurt (413) 668-6903

Flightline Officer, Captain

- Manage a personnel force of over 40 Airmen and oversee the operational execution of over \$240 million dollars in equipment in the form of six Lockheed Martin C-130J models and additional support equipment and supplies
- Direct aircraft maintenance operations to support a daily flying schedule in conjunction with ongoing aircraft inspections
- Ensures accuracy of documentation in aircraft forms, adherence to technical data, policies, procedures and practices
- Successfully executed an aircraft maintenance safety program which produced a 100% mishap free operation
- Oversee Airmen training, develop motivational strategies, perform disciplinary actions, mentor future leaders
- Accountable for leadership development and diversity initiatives among all levels of organizational leadership
- Awarded "Distinguished Graduate" as top 10% of the class for 4 out of 5 professional military schools attended

Force Support Squadron Rhode Island ANG

1 Minuteman Way, N. Kingstown, RI 02852

2005-2010

Supervisor: LtCol Reed Foster (401) 338-0751

Operations Officer

- Administer over 200 personnel programs for over 1500 members of the Rhode Island Air National Guard (RIANG)
- Supervise over 60 Airmen, ensuring all training, fitness qualifications and daily operations are accomplished
- Plans and develops programs for military education, family support, promotions, accessions, retirements and benefits
- Directly responsible for evaluating, reporting and process improvement for all RIANG personnel related programs
- Lead and equip Personnel Support for Contingency Operations team responsible for ensuring 100% accountability of deployed personnel in combat environment, processing casualties of war and meeting personnel mission requirements

Volunteer and Community

RI Self Directed Care

400 Bald Hill Rd, Warwick RI 02886

2023-Present

Sheila Coyne (401) 527-0735

Board of Directors

Safari Rhode Island

295 Lake Washington Drive, Chepachet RI 02814

2015-Present

Co-founder, Kevin Nerney (401) 699-3630

Board of Directors/Co-founder

Tockwotton on the Waterfront

500 Waterfront Drive, East Providence, RI 02914

2017-2022

Board President: Lonnie Barham (401) 644-6829

Board of Directors, Finance Committee

Rhode Island Small Business Journal

2075 Plainfield Pike, Johnston, RI 02919

2013-2014

RISBJ President: Gil Lantini (401) 831-7779

Contributing Writer

Education

Rhode Island College

Providence, RI

M.A. Counseling (awarded with honors 12/06)

Rollins College

Winter Park, FL

B.A. Psychology/Medical Studies (awarded 5/99)

Honors

- 2022 Massachusetts Veteran Business Owner of the Year
- 2015 Providence Business News 40 Under 40
- United States Air Force Distinguished Graduate – 4 times
- 2011 Rhode Island Interscholastic League Coach of The Year

