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**Profile**

Thomas (kit)

First Name

C

Middle Initial

Mckeon

Last Name

628 Granada Avenue

Street Address

Venice

City

FL

State

34285

Postal Code

mckeon628@verizon.net

Email Address

Mobile: (941) 408-3277

Primary Phone

Home: (941) 485-3193

Alternate Phone

Retired from Sikorsky Aircraft

Employer

Aerospace Business  
Development

Occupation

**Which Boards would you like to apply for?**

Planning Commission: Submitted

**Have you ever been convicted or pled "no contest" to a misdemeanor offense?** Yes  No**Have you ever been convicted or pled "no contest" to a felony?** Yes  No**If yes, have your civil rights been restored?** Yes  No

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**Demographics****Are you a city resident?** Yes  No**How long have you lived in the City of Venice?**

20 years

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## Interests & Experiences

Are you currently serving on a city board or commission?

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Yes  No

If yes, please list:

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Planning Commission

If selected to the board or commission for which you are applying, is it your intention to resign from the current board or commission you are serving?

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Yes  No

Have you ever served on a city board or commission?

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Yes  No

If yes, please list

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Planning Commission

Why are you interested in serving on a board or commission?

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I have served on the planning Commission in 2007 -2008, then I served 9 years as the City Councilman as the ex-officio to the Planning Commission, and then was reappointed to the Planning Commission for a 3 year term from 2017 - 2020 (December).. I have worked on the last two Comprehensive Plans and was involved with the team updating the Cities Land Development Regulations for the first time in many years. I believe I have extensive experience with our Planning Commission and strongly desire to continue in that capacity.

**Resume of Education and Experience:**

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Mr. McKeon graduated from the United States Military Academy at West Point and has an MBA from Golden Gate University. He served as an infantry officer and a helicopter pilot in the United States Army. During his 30-year career in the defense aerospace business, he worked for General Electric and later retired as an executive from Sikorsky Aircraft's Washington D.C. office. Kit McKeon served on the Venice Planning Commission 2007 -2008. He was then elected to City Council and served 9 years as a councilman. For all 9 years he served as the Council's ex-officio to the Planning Commission. Since being termed out of a position on City Council, he was once again appointed to the Planning Commission to serve a 3-year term from 2017 – 2020. While on City Council he also served as the ex-officio to the Venice Area Chamber of Commerce, the Economic Development Task Force, the Parks and Recreation Committee and the Public Art Task Force. He was a member of the Board of Directors of the Manasota League of Cities, the Southwest Florida Regional Planning Council, the Economic Development Corporation of Sarasota and the Sarasota Community Action Agency. Kit is a member of the SERTOMA club of Venice. He, and his wife Wanda, moved to Venice full time in 2004 from Alexandria, Va. After his parents retired to Venice in 1970, they visited the area frequently until moving here permanently.

**Member of the Following Organizations:**

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Sertoma Club of Venice, Sierra Club, West Point Society of Western Florida

[Thomas C. Kit McKeon resume.doc](#)

Upload a Resume

Thomas (kit) C Mckeon

**You have reviewed the Board/ Commission's regular meeting schedule and are able to attend in-person meetings?**

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Yes  No

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**Acknowledgements**

**THOMAS CHRISTOPHER “KIT” MCKEON**  
**628 Granada Avenue**  
**Venice, FL 34285**  
**(H) 941-485-3193 (C) 941-408-3277**

**EXPERIENCE**

2017 – Present **Planning Commission Member**

2008 – 2017 **Elected Member of City Council and liaison to the Planning Commission.**

2007 -2008 **Planning Commission member at the City of Venice, FL**

3/09 – 2012 **Consultant with Robertson Fuel Systems, Tempe, AZ:**  
Support Robertson in their marketing and development efforts with historical crashworthy fuel containment systems for aircraft and their market penetration of this technology into military ground vehicles.

9/04 – 1/09 **Consultant with Bell Helicopter, Ft Worth, Texas:**  
Supported Bell Helicopter in preparing their winning Armed Reconnaissance Helicopter (ARH) proposal for the US Army. Worked with Bell leadership and the highest levels of the US Army operational, procurement, Pentagon leadership in crafting this winning proposal. Proposal Manager on Bell’s Light Utility Helicopter proposal. During my tenure with Bell I also acted as their interim Huntsville AL office manager coordinating with the Army’s Aviation and Missile Command. Later I led primary efforts with the Army National Guard on their ARH acquisition.

4/88 – 6/04 **United Technologies Corporation, Sikorsky Aircraft, Washington, DC.** In my career with Sikorsky I had marketing responsibilities with all of the US Armed Services (Army [Active, NG and Reserves], Navy, USMC [Active and Reserves], AF and USCG). Working out of the Washington DC Office we were tasked with Service specific and Department of Defense coordination as well as Congressional support and interaction with local acquisition agencies such as Naval Air Systems Command and the Army Material Command. My final assignment of 4 years was as the Director of Army Marketing.

Some key highlights:

- Weapon Systems Integration Manager on the Boeing Sikorsky winning proposal for the Army’s Comanche Scout Attack Helicopter program.
- With the downsizing of the defense budget following the fall of the Soviet Empire – I originated the concept of a Multi-Service, Multi-Year H-60 helicopter program. This combined Army, Air Force, and Naval H-60 helicopters into a multiyear program with a minimum purchase of 36 aircraft per year (regardless of the Service) – this minimum production base allowed Sikorsky to maintain itself during those lean years. Prior to this time all multiyear contracts were Service specific.

5/86 – 04/88 **Norden Systems Division, Washington, DC.** Manager - Army and Marine Corps Programs. Responsible for representing C3I, Air Defense, Intelligence & Electronic Warfare, Radar, and Low Observable systems to the Department of Defense and Congress.

1/85 – 4/86 **Joslyn Defense Systems.** Consultant in New Business development, Shelburne, Vermont. Developed a Marketing Plan for the sale of electromagnetic interference and pulse (EMI/EMP) test systems to governmental agencies and commercial companies. CCVI, South Burlington, Vermont. Developed a market penetration plan for the use of computerized videotape rental/sales machines in the New England area.

- 4/81 – 12/84 **General Electric**, Burlington, Vermont.  
(6/83 – 12/84) Manager, Helicopter Weapon Sales. Responsible for worldwide sales of GE Weapon Systems. Major programs: AH-1S/J/T/T+, UH-1H/N, CH-53, UH-60A/D, V-22, and LHX. Won: .50 Caliber turreted gun and fire control system for the USMC V-22 development program.  
(4/81 – 6/83) Senior Representative, Surface Weapons Land. Directed GE marketing efforts as advanced program manager of the Air Force Mobile Weapon System from conceptual studies through contract award. Won: \$3M development and demonstration contract of a hybrid (gun & Missile) air defense turret installed on a USMC Light Armored Vehicle (LAV).
- 11/79 – 4/81 **Simmonds Precision Products, Inc.** Vergennes, Vermont. Marketing Manager – Fuel Management Systems. Responsible for new product definition, program development and sales. Won: \$1.5M contract for design, development, and production of 26 computerized fuel gauging systems on large military jet aircraft; \$60K study contract for definition of a Computerized Fuel Management System for advanced helicopters.
- 1/77 - 10/79 **General Electric**, Burlington, Vermont. Marketing Representative. Responsible for marketing of airborne gun systems for U.S. helicopter and bomber aircraft. Won: \$3.0M contract for B-52 Gun and Fire Control systems; \$98K contract to define a self-defense system for future aircraft.
- 6/71 – 12/76 **U.S. Army**, Active Duty. Courses attended: Infantry Officer's Basic Course, Military Intelligence Officers Advanced Course, Airborne School, Ranger School, and Helicopter Flight School (1000 hours flight time).

**EDUCATION:** **MBA**, Golden Gate University, San Francisco, CA, 1977  
**BS**, Engineering, United States Military Academy, West Point, NY, 1971  
**PRE-ENGINEERING**, Niagara University, Niagara Falls, NY, 1965-1967

**CLEARANCE:** Secret

**REFERENCES:** Available upon request.

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**Profile**

Todd \_\_\_\_\_ S \_\_\_\_\_ Myer \_\_\_\_\_  
First Name Middle Initial Last Name

102 Valenza Loop \_\_\_\_\_  
Street Address

North venice \_\_\_\_\_ FL \_\_\_\_\_ 34275 \_\_\_\_\_  
City State Postal Code

todd.s.myer@gmail.com \_\_\_\_\_  
Email Address

Home: (201) 926-4536 \_\_\_\_\_ Home: (201) 926-4536 \_\_\_\_\_  
Primary Phone Alternate Phone

Kingsbridge Holdings \_\_\_\_\_ Client relationship Manger \_\_\_\_\_  
Employer Occupation

**Which Boards would you like to apply for?**

Planning Commission: Submitted

**Have you ever been convicted or pled "no contest" to a misdemeanor offense?**

Yes  No

**Have you ever been convicted or pled "no contest" to a felony?**

Yes  No

---

**Demographics****Are you a city resident?**

Yes  No

**How long have you lived in the City of Venice?**

4.5

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**Interests & Experiences**

**Are you currently serving on a city board or commission?**

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Yes  No

**Have you ever served on a city board or commission?**

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Yes  No

**Why are you interested in serving on a board or commission?**

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I would like to contribute my time on Planning Commission to give back to my community and be of service to the city I love. My wife and I chose to live in the city because of its charm, focus on environmental preservation and high quality of life. I think my background and business experience could be useful on the Planning Commission and it would add to the depth and diversity of experience currently on its board. I am a consensus builder and I think I would work well in a committee environment to facilitate discussion. I think the city of Venice is being managed responsibly and I think I would bring a fresh and balanced perspective on the board.

**Resume of Education and Experience:**

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My resume is attached. In the early years of my career when I was living in New Jersey, I started out at an engineering firm and worked my way up to design engineer. I, then, went on to manage commercial and residential construction. Since then, I have shifted and I earned a successful career structuring and managing asset-based financing. The comprehensive plan is the blueprint for how the city has grown and continues to move forward. The city has worked hard to update their Land Development Regulations over the years. I have a good understanding of the LDRs, the comprehensive plan as well as permitting, environmental regulation and the development process. Proposing principles and policies for guiding action affecting development in the city requires a thoughtful, balanced and commonsense approach. If appointed, I would have a commitment to the role, a respect for the law and approach the position with the hopes of bettering my community.

[Todd-Myer\\_Resume\\_4-25-2023.docx](#)

Upload a Resume

**You have reviewed the Board/ Commission's regular meeting schedule and are able to attend in-person meetings?**

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Yes  No

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**Acknowledgements**

# Todd S. Myer

102 Valenza Loop  
North Venice, Florida 34275  
Cell: 201-926-4536  
Email: Todd.S.Myer@gmail.com

**High Volume and Profit-Oriented Senior Financing Sales Professional** with over 25 years' experience in structured financing transitions selling to Fortune 500 companies. Achieved superior results in: structuring asset-based financing, leasing sales, business development of vendor programs in medical equipment and production equipment. Performance based energy financing. Competencies include: SalesForce.com, Tax Law GAAP accounting and tax leasing applications, credit analysis, lease buy analysis, global program structuring, T-Value, Excel, PowerPoint, Word, Lotus-Notes, Hoovers, SFDC, Edgar Online, and financial statement analysis.

## **Kingsbridge Holdings**

**March 2015 -**

### **Present**

#### **Northeastern VP of Sales**

Manage origination of an asset portfolio of over \$100 million in assets financed at large corporate clients in the United States, Mexico and Canada. Manage Bank leasing program for Nordea Bank, Swedbank and Nordic clients in the United States.

## **Cisco Capital**

**August 2013 - March 2015**

#### **Client Executive in Global Enterprise Theater Financial Markets**

Managed the Global Financial accounts. Structure Opex and Capex financing for Cisco products with Global banks, Bank of America, Morgan Stanley, Goldman Sachs, Citi, RBS, Thomson Reuters, etc. as well as Samsung and IBM.

- Completed \$329,000,000 in financing of equipment, Software, and Advance Services.
- Complete Sales Masters training program focused on CEO and CFO sales strategies.
- Completed fraud and compliance training based on banking standards, Dod Frank, SOX and Basil III.

## **CHG-Meridian Finance U.S. Finance Ltd.**

**January 2010 - July 2013**

#### **Vice President SEB Program**

Transferred my bank financing program at SEB to CHG. Continued managing SEB leasing program I developed in 2006, as well as developed a global leasing program for CHG-SEB. While at CHG, developed a lease portfolio of over \$95 million over a two period and developed a pipeline of over \$200 million. Originated the most master lease agreements in the company every year.

- Transferred SEB ([www.sebgroup.com](http://www.sebgroup.com)), leasing program to CHG and continued to manage and grow the program. Worked side-by-side with SEB Client relationship managers to close structured financing deals.
- Developed a lease program for Getinge USA ([www.Getingeusa.com](http://www.Getingeusa.com)), a large medical equipment manufacturer, generating \$20 million in volume. Managed program and helped train all the Getinge representatives on leasing.
- Developed a lease program for Tetra Pak ([www.TetraPak.com](http://www.TetraPak.com)), one of the largest packaging equipment manufacturers, in the United States and Europe.
- Developed a leasing program at Cargill, which resulted in closing over \$40 million in equipment leases in Yellow Iron, Material handling and Barges.
- Directed origination of equipment leases at Fortune 500 investment grade clients like, NASDAQ, Volvo Truck, Omnicom, Fresenius, ASSA Abloy, Skanska, Loomis, SKF, BorgWarner, ABB, Westinghouse and several other clients in the United States.



My business at CHG-SEB was 90% purchase lease back of equipment and new equipment such as process machinery, yellow Iron, forklifts, paper milling machines, energy equipment, and barges. The other 10% consists of equipment like IT and furniture. My lease portfolio is 20% capital lease and 80% operating lease with PV's in the range of 98% to 105%. My pipeline is in excess of \$120 million within 4 clients and \$80 million within 15 clients.

*Fidelity National Capital*  
*2009*

*January 2006 - December*

**Managing Director**

Established and developed all bank partner programs within New Jersey, New York City and New England territories, including Bank of America, Fifth Third, M&T, and SEB. Also started two vendor programs.

- Developed SEB leasing program ([www.sebgroup.com](http://www.sebgroup.com))
- Received the "Rookie of the Year" award in 2006
- Originated the most master lease agreements every year
- Exceeded sales quota every year while at Fidelity National Capital

All my business turned into relationship accounts where I was and continued to be looked upon as a partner to the transaction rather than a sales person. All of my clients relied on me for all their leasing needs. My leases were, and continue to be, won out of creativeness and structure.

*Solarcom LLC*  
*December 2005*

*July 1999 -*

**Senior Leasing Representative**

Built a solid lease base winning new business with end users, captives and VARS. Successfully completed a lease transaction for American Standard for storage and DR equipment in China, Germany, Thailand and NJ. Helped Samsung build a data center in Plainfield, New Jersey, Texas and Los Angeles, by supplying used and new equipment within budget and at acceptable lease rates. Completed Lease for BT America for DR equipment both in the United States and the United Kingdom. Helped finance Butler International while transitioning them from a poor credit rating to fair. Coordinated small deals submitted to keep supplying Butler with equipment so they could continue to grow while struggling with 10k and credit issues. Helped Iwon.com grow by managing all leased equipment and LOC's securing leases. Today Iwon is owned by IAC out of NYC after being bought by Ask Jeeves.

- Received "Rookie of the Year" award in 2000
- Gold Watch Quota Club Member from 2001-2005

*McBride Energy Services Company,*  
*March 1999*

*October 1994 -*

**Co-Manager**

Started new division of the Frank A. McBride Company. Met all sales goals and other milestones which resulted in a three year employment agreement that included ownership equity in the company. Achieved over \$38 million in sales of Performance Based Energy Contracts and Equipment Leases with customers such as Merck-Medco Managed Care, Becton Dickinson and Estee Lauder. Secured financing for leases through a third party bank. Negotiated all legal terms and setup all documentation for each lease, UCC, personal guarantees, etc. Responsibilities included all aspects of company performance, with a primary responsibility for sales and marketing. Evaluated the financial viability of transactions/projects as well as customer credit status and secured long and short term project financing. Conducted monthly financial meetings with owners to chart history and plan future company goals.

- Developed and executed a contract with PENN Union Gas to sell Natural Gas in the open market.
- Developed and executed an exclusive marketing agreement with ONSI Corp a subsidiary of United Technologies to finance fuel cells in tri-state area.

**EUA Cogenex Corporation**

**October 1992 - October 1994**

**Account Executive**

Managed sales of energy conservation equipment leases within various utility service territories. Negotiated lease agreement terms and analyzed payback on investment. Participated in various in-house sales training programs. Responsible for providing monthly progress reports on all accounts, as well as fulfilling sales hurdles. Assisted in producing finalized sales proposals. Assisted engineering staff whenever necessary on projects as they moved through the construction process.

- Closed largest energy financing project in company at Merck Rahway, New Jersey.

**Kiethley Construction/ Meldan Construction**

**1990 - 1992**

**Construction Manager**

Managed commercial and residential construction projects including Panther Valley Inn located in Allamuchy Township, New Jersey; Timplex Office Building in Woodcliff Lake, New Jersey; a commercial warehouse in Flanders, New Jersey; and a large residential subdivision in Upper Saddle River, New Jersey.

**Boswell Engineering**

**1980 - 1990**

**Design Engineer**

Created plot plans, road plans and site plans for residential and commercial developments.

**EDUCATION**

State University of New York at Delhi, New York (September 1979 – May 1981)

Major studied: Construction Engineering

Completed 3M Corporate Sales Training: "Action Selling" (February 1994)

Completed Dale Carnegie Course in Business Management and Sales

Completed Rutgers Continuing Education Course in Steam Traps, Onsite Energy, and IN AC Basics

Ramapo College, Ramsey, New Jersey (September 1996 – May 1997)

Courses: Business Law I and Business Law II

Business and personal references furnished upon request.

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**Profile**

Gary \_\_\_\_\_ L \_\_\_\_\_ Rosenbaum \_\_\_\_\_  
First Name Middle Initial Last Name

229 Firenze Avenue W. \_\_\_\_\_  
Street Address

Venice \_\_\_\_\_ FL \_\_\_\_\_ 34285 \_\_\_\_\_  
City State Postal Code

grosenbaum@gmail.com \_\_\_\_\_  
Email Address

Mobile: (410) 707-5077 \_\_\_\_\_  
Primary Phone Alternate Phone

Retired \_\_\_\_\_  
Employer

**Which Boards would you like to apply for?**

\_\_\_\_\_

Planning Commission: Submitted

**Have you ever been convicted or pled "no contest" to a misdemeanor offense?**

\_\_\_\_\_

Yes  No

**Have you ever been convicted or pled "no contest" to a felony?**

\_\_\_\_\_

Yes  No

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**Demographics****Are you a city resident?**

\_\_\_\_\_

Yes  No

**How long have you lived in the City of Venice?**

\_\_\_\_\_

14 years

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**Interests & Experiences**

**Are you currently serving on a city board or commission?**

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Yes  No

**Have you ever served on a city board or commission?**

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Yes  No

**Why are you interested in serving on a board or commission?**

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As a city resident and interest in the future development of the city I would like to add my previous expertise and experience to help guide that growth and maintain the sustainability of the city's character.

**Resume of Education and Experience:**

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See Attached Resume

**Member of the Following Organizations:**

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Golden Beach Association, Coastal Cruisers Bicycle Club, LifeLink of Florida Advisory Board, and World Transplant Games Sports Advisory Board, USA Transplant Team

[GLR\\_Resume\\_2023.doc](#)

Upload a Resume

**You have reviewed the Board/ Commission's regular meeting schedule and are able to attend in-person meetings?**

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Yes  No

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**Acknowledgements**

**GARY L. ROSENBAUM**  
229 Firenze Avenue W.  
Venice, Florida 34285  
Cell: 410-707-5077  
grosenbaum@gmail.com

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## **PROFESSIONAL PROFILE**

Energetic and versatile planner and business professional with extensive experience in the public and private sector. Possessed a distinguished track record in planning, site selection, lease negotiations, finance, design, construction management, multi-site administration, operations, marketing and retail sales. Served on several high-profile boards and was an active volunteer in the Howard County, Maryland community.

## **SELECTED ACCOMPLISHMENTS**

- Planned and implemented business plans for two successful small businesses
- Successfully marketed and negotiated the sale of both businesses for a substantial profit
- Appointed to the Howard County Planning Board for a five-year term
- Raised over \$1 million for Howard County General Hospital, Columbia, Maryland

## **PROFESSIONAL EXPERIENCE**

**Manager, Concession Activities**  
**Maryland Aviation Administration**  
BWI Airport, Maryland  
2008-2009

- Administered the development of revenue generating retail concessions at Baltimore-Washington International Airport
- Prepared and executed leases and special use agreements for Federal and private airport tenants

**Senior Vice President and Chief Operating Officer**  
**Regional Retail Concepts, Inc. dba Celebrate Maryland**  
Columbia, Maryland  
2006- 2007

- Managed the overall operation of a multi-store airport retail specialty chain in a highly competitive and fast paced environment at BWI Thurgood Marshall Airport with sales over \$2.5 million and 40 employees
- Administered finances, buying, merchandising, sales, distribution services and facilities to facilitate the execution of a multi-year contract to expand from four to eight storefronts

**President and Owner**  
**The Fountain of Youth, Inc. dba Panache Papers**  
Columbia, Maryland  
2003-2006

- Conceived, implemented and operated a single retail operation located in The Mall in Columbia, specializing in upscale stationery and social expression products with sales over \$650,000 and 12 employees
- Conducted and supervised lease negotiations, store design, construction, buying, merchandising, marketing, operations and sales

**President and Owner**

**Party! Party! Party!, Inc.**

Columbia, Maryland

1980-2005

- Provided the vision and leadership to successfully plan, finance, operate and manage a multi-store retail party supply and gift chain in the Baltimore region with over \$3.5 million in sales and 75 employees
- Conducted site selection, lease negotiation, store design, construction bid process and management, store openings, buying, merchandising, marketing and overall store operations and management
- Performed administrative support functions necessary to operate a small business, including but not limited to accounts payables, payroll and human resources
- Planned for the growth of the business with an office and warehouse facility to manage all of the support functions needed for a multi-site operation that included positions for finance, human resources, buying and distribution
- Established and maintained excellent credit and financial relationships with several banks and over 200 vendors
- Awarded "Best of Baltimore" and numerous sales awards for outstanding sales achievements

**Station Development Coordinator**

**Maryland State Railroad Administration**

Linthicum, Maryland

1979-1980

- Supervised the planning and implementation of improvements to rail stations throughout the state's commuter rail system which included building renovations, parking expansions, signage and lighting
- Coordinated state and local agencies, in addition to the B & O Railroad (The Chessie System), Amtrak and Conrail to facilitate the growth of the commuter rail system
- Conducted and attended public meetings to solicit citizen input for formulating plans for the expansion of commuter rail service
- Researched and documented information for public officials as requested

**Environmental Planner**

**Maryland Department of Transportation – Office of the Secretary**

Linthicum, Maryland

1976-1979

- Conducted environmental analysis of various multi-modal transportation projects including highways, aviation, ports and railways
- Project Manager of a Transportation Coastal Zone Management Study for the Baltimore Region

**EDUCATION**

**Master of Regional Planning**

1974-1976

University of Michigan, Ann Arbor, Michigan

**Bachelor of Science in Conservation and Resource Development**

1970-1974

University of Maryland, College Park, Maryland

**BUSINESS AND COMMUNITY INVOLVEMENT**

- Member of the Howard County Planning Board 2006- 2009
- Columbia Foundation, Board of Directors 2002-2005
- Howard Hospital Foundation, Board of Directors 1992-2000
- Howard County General Hospital Benefit Golf Classic, Chair 1994-2000

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**Profile**

Robert

First Name

Safadi

Last Name

505 Firebush Drive

Street Address

Nokomis

City

FL

State

34275

Postal Code

rsafadi@vionx.com

Email Address

Home: (813) 833-3278

Primary Phone

Alternate Phone

Microsoft

Employer

Sr. Manager

Occupation

**Which Boards would you like to apply for?**

Planning Commission: Submitted

**Have you ever been convicted or pled "no contest" to a misdemeanor offense?** Yes  No**Have you ever been convicted or pled "no contest" to a felony?** Yes  No**If yes, have your civil rights been restored?** Yes  No

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**Demographics****Are you a city resident?** Yes  No**How long have you lived in the City of Venice?**

2 years



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## Interests & Experiences

Are you currently serving on a city board or commission?

Yes  No

If yes, please list:

Tax Commision

If selected to the board or commission for which you are applying, is it your intention to resign from the current board or commission you are serving?

Yes  No

Have you ever served on a city board or commission?

Yes  No

If yes, please list

Venice City

Why are you interested in serving on a board or commission?

To enhance city future and create an oasis for citizens

Resume of Education and Experience:

I have a resume and an education BS in computer science MBA Ph.D.

[Robert\\_Safadi\\_082023.pdf](#)

Upload a Resume

You have reviewed the Board/ Commission's regular meeting schedule and are able to attend in-person meetings?

Yes  No

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## Acknowledgements



# Robert Safadi-Ph.D.

21698 Amelia Rose Way

Land O Lakes, FL 34637

[rsafadi@vionx.com](mailto:rsafadi@vionx.com)

<https://www.linkedin.com/in/drrobertsafadi/>

Home-813.833.3278

## Senior-Executive Leader Corporate Strategy, Development, & Implementation

### Profile and Value

**Effective and Accountable-** In making decisions to move forward with an MSI contract after three years of evaluation.

**Networking and Development-** A strategy to develop multiple cities using AI and robotics infrastructure into iconic smart cities.

**Enablement-Critical Delivery-** Driven to develop enduring results to create the first hybrid cloud turning IT into a revenue center increasing the bottom line by 70%.

**Restorative vision-**Transformed Nexus Telecom from a small wholesale telecom company to become the leading telco wholesale through AT&T International increasing shareholder value by more than 400%.

**Global Innovative Solution Architect-** Create an innovative recovery for Promina Health System of Georgia when all vendors failed saving the client millions of dollars.

**Yielding and Enduring Results-** Co-developed cancer treatment system with 11 Oncology physicians to provide a cure to terminal cases.

### Qualification & Expertise

P&L and Performance Improvement  
 Risk and Asset Management  
 Healthcare and Data Modeling  
 Product Development  
 Executive Advisement  
 Strategy Development  
 Innovation and Issue resolution  
 Growth and Business Development  
 Capitalization and investments  
 Mergers and Acquisitions  
 Purchasing and Negotiations  
 Program and Project Management  
 Cyber security assessment  
 AI and BI architecture (Cloud)  
 Infrastructure Modernization and DT

### Professional Experience

**L&T Technology / Microsoft, Redmond, WA**

**01/2020-present**

#### Senior Architect and Senior PM

Driving change and strategy to restructure the company to become a service and product-oriented organization to become agile and offer enduring results to the client base.

Management and leadership

- Joined to assist in Microsoft Digital Transformation program in developing a digital Twin of a new campus.
- Developed and delivered complete project plans for DT systems and LV systems ensuring resources alignment, budget adherence, change management, and risk management including communication plan to executives.
- Captured a 43% reduction in cost through internal audits and cost optimization evaluations.
- Implemented Digital Transformation to Microsoft Digital Twin using the Azure platform, big data, and data lakes while deploying new DT solutions.
- Risk and Audit SME on financial and deliverables to Microsoft.
- Developed new tools such as Dashboard and project management tools and techniques to enhance the health of the program.
- Instrumental in creating manageable data models with accurate data dashboards to provide real-time reports.
- Instrumental in developing smart solutions using IoT and predictive analytics
- Instrumental in creating SaaS solutions and IaaS for asset management architecture

- Drafted and approved consulting SOW of 6 clients in the first 2 years with proven profitability and using the agile program and proven techniques used previously.

**Nugen Enterprises, Lawrenceville, GA**

**07/2017-01/2020**

**CEO and Acting CTO**

Instrumental and hands-on leader in securing three new clients taking the organization from a small to medium size organization improving P&L and business revenue increase of 3.4M in the first 60 days.

**Leadership and Business Development**

- Secured new project managing SunTrust bank new project to migrate to AWS and Azure cloud and shifting from local on-premise to cloud within 3 months from initial engagement date.
- Audit Marta systems and applied solutions based on clients' requirements developing solid solutions to manage financial risks and capital investment using OCI and Unifier for a platform.
- Negotiated multi-million dollar manufacturing agreement with AT&T and IBM to provide products and service power by AI.
- Joined SunTrust bank to develop a migration plan and assess internal solutions readiness for cloud migration while developing risk mitigation solutions and compliance to SOPs.
- Advocated risk control and compliance to SOX, best practices to data, network, and business process in compliance with ISO and NIST.
- Negotiated new SOWs for Marta, Promina Healthcare of Georgia, and SunTrust within 6 months.
- Developed and delivered SaaS, IaaS, and PaaS solutions for our clients managing capital assets, finance, and capital management.
- Restructured IT and engineering departments to ensure agility and productivity to meet new clients' needs.

**GCC International**

**06/2008- 07/2017**

**CIO and Sr. ICT Director**

Joined to develop AI/IoT and build smart Cities in Dubai and Qatar. Instrumental in developing a business plan and an ROI to demonstrate the feasibility of such investment. Instrumental in meeting VVIP executives and royal members to listen and deliver their vision of building iconic smart cities. Co-developed four cities in Qatar. Designed a bilateral agreement to create a business model to support the local cultural vision and enhanced community engagement.

- Designed and implemented 3 large data centers, 3 Command and control centers, and 3 NOCs and implemented the first hybrid cloud with interlinks to Azure and AWS as a service offering locally.
- Implemented enterprise cloud infrastructure for major enterprise application companies such as Oracle, Microsoft, SAP, Sale Force, IBM MID and Mainframe, Adobe, Cisco, HP, and Dell and maintained a single source of ITaaS offering SaaS, IaaS, PaaS,
- Transformed and migrated 23 data centers into one in less than 8 hours with a massive project plan and coordination while managing telco services, data center architecture, and end-user experience.
- Responsible for all IT and ICT architecture, asset management hard and soft assets, vendor management, contract management, risk management, Audit controls, and cyber security.
- Solve the Group CEO issues with the MSI Company after three years of evaluation and signed a revised MSI contract within three weeks from the joining date.
- Transformed a smart city into a digital oasis redefining smart cities with AI, IoT, and robotics.
- Instrumental in working on complex solutions and network architecture.
- Responsible for creating the first energy hub in Qatar in one large campus for energy city.
- Instrumental in taking a failed SAP project and redeveloping a new structure with processes to ensure the success of the platform along with the sales force platform.
- Instrumental in managing construction and integration of systems for 2 Schools, 4 Banks, two 6.1KM commercial projects, 2 Energy Centers, 1 Broadcast Station, and 26 FM hubs with all their systems in turn-key solution architecture.

**CTO**

Joined Nexus as CLEC to assist in developing a technical solution to prepaid telecom B2B and B2C platforms with a state-of-the-art Class 4 switch fabric with Coin/NFT-based payment reconciliation systems.

**Education**

Bellevue University BS Computer Science	1997
University of San Jose Ph.D. Philosophy – Computer Science	2004
Florida Institute of Technology MBA – Project Management and Finance	2017

**Training and Certifications**

Ricks Program Management Professional, RICS Project Management, MSDN, MCSE, CCNA, PMP, ISO, Alcatel/Lucent VV&D Master, Oracle training, P6/Unifier, ITIL, TOGAF, Cyber Security. AWS, Azure, President of Florida Institute of Technology Chapter

**Personal Data**

Status: USC  
Married: No Children  
Great Health  
Author of Seven books

**Affiliations and Member Ships**

Smart City Council  
IEEE  
IETF  
Florida Institute Chapter President  
Board member of Venice County Commissioner’s Office  
Executive Member of GCC Project Association

**Reference Available Upon Request.**