

# ROBERT L. DOMENICI, MPA, MSS, LTC (USA Ret.)

38 Ausable Forks, Albany NY 12205

(518) 858-2611

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## SUMMARY

- **Successful Senior Business Executive specializing in strategic leadership from conception through execution.**
- Track record of new business development and re-organization, and improvement for increased efficiency, effectiveness, and profitability applicable across multiple industries including government, military and non-profit.
- Retired U.S. Army Lieutenant Colonel (LTC) with expertise in strategic planning and operations, and communication with highest-level military leaders to benefit businesses and governmental within the U.S. and Internationally.
- Clearance: Top Secret Clearance - Sensitive Compartmental Information (Inactive).

## CORE COMPETENCIES

<i>Business Strategy</i>	<i>New Business Development</i>	<i>Executive Team Building</i>
<i>Top Level Communication</i>	<i>Decision-Making</i>	<i>Organization &amp; Logistics</i>
<i>Resource Procurement &amp; Allocation</i>	<i>Innovative Problem-Solving</i>	<i>Communication &amp; Interpersonal</i>
<i>Training &amp; Development</i>	<i>New Business Start-up</i>	<i>Global Business Planning</i>
<i>Corporate Leadership</i>	<i>Creative Thinking</i>	<i>Program Management</i>

## KEY ACCOMPLISHMENTS

- First recipient of the competitive edge award 2018. This is in recognition of continued success and exemplary leadership demonstrated throughout the Minority Business community.
- SBA Emerging Leader (CEO) Program – One of 12 selected to attend the SBA Emerging Leader Program out of several hundred applicants reviewed.
- 2016 Recognized as the Small Business Success Story of the Year at the VETCON and Long Island Community and Economic Development Conferences.
- Finalist of the Innovative Small Business Owner Award (2016).
- Organized, disciplined decision-maker with a distinguished record in planning, selling, training, supervising, and assessing training and security operations.

## EXPERIENCE

### **President and Managing Member, Strategic Response Initiatives, LLC, Watervliet, NY, 2004 - Present**

- Founded award-winning Service Disabled Veteran Owned Small Business (SDVOSB), verified by the U.S. Department of Veterans Affairs, New York State and The Commonwealth of Massachusetts.
- Generated new business and partnerships providing solutions in the public and private sectors.
- Develop Training Management Systems for large defense corporations, DOD, SAIC, AIG, US National Guard etc.
- Developed and built two start-up companies (Resilient Support Services Inc. and Vanguard Tech Group Inc. (Over the past 24 months). Both are recognized throughout New York State as the fastest growing SDVOSB companies and have a Business Development Stream of over \$10 million dollars (2014 – 2017).
- SBA Emerging Leader (CEO) Program – One of 12 selected to attend the out of several hundred applicants.
- Established business operations with Afghanistan, and the United Arab Emirates. Trained and organized first joint Sunni- Shiite HAZMAT team in Baghdad, Iraq.

### **CEO, Resilient Support Services Inc., Watervliet, NY, 2017 - Present**

- Founded award-winning Service Disabled Veteran Owned Small Business (SDVOSB), verified in New York State.
- Mission to support 100 State Agencies and 100 Authorities to support needs in multiple facility areas.
- Awarded \$1.8 million in contracts in 1<sup>st</sup> half of 2017; business development pipeline of \$6.5 million and growing.
- Built a sustainable team that is building the start up as a focused unit. In 6 Months have AECOM, Siemens and EMT tech as partners and subcontractors to RSS Inc.

***Manager, Technical Training Operations, Globalfoundries, Inc.,*** Malta, NY, 2014 - 2015

- Recruited and developed the technical training department of 14 personnel and tasked with forming, developing and implementing all Technical Training Initiatives for FAB8 which includes training programs for 70+ vendors, 2,700+ employees and 3,000 contractors.
- Developed and implemented Technical Training Operations including Technical Training Management Council, which has integrated into all levels of operations to standardize training and capture new training requirements.
- Developed a comprehensive FAB 8 wide learning plan curriculums.
- Trainer Recognition Program (\$140,000 annual program); Vendor Credit Capture Program (\$2 million program).
- Created training boot camp for 730+ staff in Structured Problem Solving, Factory Direct Controls and Statistical Process.

***President, HyGie-Tech USA, Inc. (U.S./Swiss Partnership),*** Albany, NY, 2011 - 2014

- Identified pursued opportunities to provide risk-oriented Computational Fluid Dynamics (CFD) solutions for hospitals, nanotechnology, semiconductor clean rooms, pharmaceutical manufacturers, and critical infrastructure.
- Performed and oversaw budgeting, staffing, training, resource allocation, and the development of strategic partnerships that support the company's mission and technologies.
- Developed modeling and simulation software and services to addresses challenges of airborne contamination.
- Managed day-to-day operations of this U.S./Swiss venture.

***President, NYS Municipal Benefits Coalition/Capital Region BOCES (Non-Profit),*** Albany, NY, 2010 - 2017

- Non-profit corporation providing cost-effective solutions for managing health care benefits in the public sector, containing costs while increasing purchasing power.
- Developed start-up plan for Capital Region Boards of Cooperative Educational Services (BOCES), which consists of 23 school districts comprising 25,000 students and employees, plus more than 470 facilities for short-term and long-term operations, and implemented mission statement. Generated cost savings of \$600,000.

***President for Training, Exercise, and Procurement, AMIC Group, Inc.,*** Watervliet, NY, 2002 - 2006

- Led day-to-day contracting operations and the development of client relationships for a Weapons of Mass Destruction (WMD) preparedness resource.
- Developed AMIC business to be the number one SDVOSB provider to the United States Marine Corps Logistics Command, and the number five Defense Company in New York's Capital Region.
- Built a business pipeline in Defense Procurement and local training contracts worth \$9 million.

**PROFESSIONAL EXPERIENCE**

***Special Project Officer, NYS Guard Augmentation Team,*** 2008 - 2009

***Homeland Security / WMD Liaison Officer, Division of Military and Naval Affairs,*** Latham, NY, 2002 - 2003

***Commander, 2nd Weapons of Mass Destruction, Anti-Terrorism, Civil Support Team (CST), FEMA II,*** 1998 - 2003

***Plans and Analysis Officer, New York Army National Guard Initiatives Group,*** Latham, NY, 1996 - 1998

***Support Operations Officer/Trainer, NY Army National Guard, 206th Corps Support Battalion,*** 1994 - 1996

***Board Member, Capital Region BOCES - \$107 million budget, 80,000 students, 23 school districts - 6 years***

***Board Member, South Colonie School District, - \$92 million budget and five school districts - three, 5-year terms***

**EDUCATION**

**Master of Strategic (International) Studies,** U.S. Army War College, Carlisle, PA

**Master of Public Administration,** Marist College, Poughkeepsie, NY

**Bachelor of Arts, Liberal Arts,** Queens College, The City University of New York, Queens, NY

**Senior Level Staff and Resource Planning Certification,** Command and General Staff College, Fort Leavenworth, KS

***Over 20 Certificates from multiple DOD/FEMA/DHS/NYS Responder agencies\****

***\*Currently working on obtaining PMP certification\****

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## **ADDENDUM**

### **PROFESSIONAL ACHIEVEMENT HIGHLIGHTS**

- Winner of the Innovative Small Business Owner Award, recipient of Master's degrees in Public Administration and Strategic Studies, entrepreneur, and published author.
- Civic leader with multiple terms of service on Capital Region, NY BOCES Board and South Colonie, NY School Board. Served on major South Colonie School District and Capital Region BOCES committees; Strategic Planning, Budget (\$92 million Plus) and Information Systems.
- Organized, disciplined decision-maker with a distinguished record in planning, selling, training, supervising, and assessing training and security operations.
- Program / Project manager for County and National Level Emergency Response All Hazard Exercises.
- Broad range of Federal, Military, State, local, and not-for-profit government and operational experience.
- Retired, Service-Disabled U.S. Army Lieutenant Colonel.

### **PROFESSIONAL ASSOCIATIONS and AFFILIATIONS**

Capital Region BOCES Board Member (6 + Years) (\$107 Million Annual Budget 80,000 students 23 School Districts)  
Former member of the South Colonie School District Board Member (Three 5-Year Terms) with Committee assignments: Budget (\$92-million annually), Strategic Planning, Transportation (80 buses that transport 7000 passengers daily, and that assist five school districts), and Information Systems.

Veterans Bridges – Non-for-Profit, Board Member

### **AWARDS**

Legion of Merit

Meritorious Service Medal with Oak Leaf Cluster

Army Commendation Medal with Two Oak Leaf Clusters

Army Achievement Medal with Two Oak Leaf Clusters

Air Force Achievement Medal

Army Reserve Components Achievement Medal with Three Oak Leaf Clusters

Armed Forces Reserve Medal with Hourglass Device

Army Service Ribbon

Overseas Service Ribbon

Parachutist Badge

Expert Infantry Badge

Ranger Tab

New York State Meritorious Service Medal

Long and Faithful Service Award with Two Devices

New York State Defense of Liberty Medal with World Trade Center Device

New York State Conspicuous Service Cross with Silver and Gold Device

New York State Aid to Civil Authorities Medal with Four Devices

New York State Humane Service Medal with Two Devices

### **MEDIA** - Contributing author for the following print, television, radio, and on-line media:

Jane's Defense Chem/Bio Handbook (2nd and 3rd Ed.)

Jane's Defense Citizens Safety Guide (1st Ed.)

Jane's Defense Crisis Communications Handbook (1st Ed.)

History Channel Series – Defending the Homeland, Volume II – National Guard's Role

ABC News, Fox News, and 60 Minutes

Capital Region TV news channels 6, 10, and 13; NPR Radio  
New York Times and other national and local newspapers  
Responder Rundown and Threat Vector e-newsletters