



Mike Von Plinsky

Non-Profit Exec. Dir. / Business Consultant / Start-up Entrepreneur

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PO Box 6132, Fort Myers Beach, FL 33932

"I have extensive and varied management, marketing / sales, and business writing skills (plans, proposals, grants, etc.) and experience gained in my 30 yr. + Military / Civilian DoD engineering and acquisition management career and my subsequent business consulting activities. I've also branched out into fulfilling volunteer work and am now the Exec. Director of a charity Foundation in SW Florida (Florida Helps Foundation)"

EDUCATION

Sep 2012 - Dec 2013

MIAMI-DADE COLLEGE

Studies in Non-Profit Management

Jan 2004 - Mar 2004

ROBERT MORRIS COLLEGE

Executive Certificate - Small Business Management

Sep 1981 - May 1983

PENNSYLVANIA STATE UNIVERSITY - MAIN CAMPUS

MBA (Management Emphasis)

Sep 1977 - May 1979

AIR FORCE INSTITUTE OF TECHNOLOGY

Masters of Science in Astronautical Engineering

Sep 1973 - May 1977

PENNSYLVANIA STATE UNIVERSITY, MAIN CAMPUS

Bachelors of Science in Aerospace Engineering

EXPERIENCE

Aug 2010 - Present

FLORIDA HELPS FOUNDATION

Executive Director & Chairman of the Board

Responsibilities

The Florida Helps Foundation is an IRS and FL approved non-profit dedicated to supporting other non-profit businesses and raising funds for selected Florida charities. We work to improve business set-up, execution and management for start-up entities and established non-profits alike. We "Help U Help Others" by providing a wide variety of services, tools and support for non-profit formation (State and IRS approval), management consulting, fundraising support, financial analysis and control, etc. We also have significant experience with planning, organizing and running fund raising events such as large music festivals, silent auctions, celebrity chef dinners, etc. Our annual Flagship event is the Fort Myers BEACH BASH!
www.flhelps.org

Jul 2010 - Present

BIZOLUTIONS CONSULTING

Owner & Executive Consultant

Responsibilities

I have extensive and recognized concept development and writing skills for Business Plans, Marketing Plans, Proposals and Grants that include ALL aspects of the document, including not only extensive topic-specific research and full text writing but also doing all the financial and investment planning via a complex EXCEL TOOL

built for this purpose (full 3 or 5 year Pro Forma development, P & L profile generation, cash flows, balance sheet, etc.), market & competitive analyses, marketing strategies, user demographic evaluation, sales analyses, etc. I've developed Business Plans / Proposals / Grants for my OWN projects as well as for many prior DoD & commercial customers in my past positions. Also register INCs & LLCs in Florida and 501-c-3 with IRS. I am an EXPERT with MS Office tools (EXCEL, WORD, POWERPOINT & VISIO), Quicken & Quickbooks, ACCESS dBases and automated Decision Support processes and tools. I am fluent with social media, tele-presence & virtual work environments, and cloud-based support tools and I'm very computer & tech. savvy. www.bizolutionsconsult.com

- Jul 2005 - Present **REAL ESTATE SALES & CONSULTING**
[Real Estate Sales Associate](#)
Responsibilities Mike is accomplished in both residential and commercial sales in Fort Myers Beach, Naples and Bonita Springs in SW Florida. Expert in market analysis, comparative market assessments, use of numerous on-line tools supporting client needs research, purchase financial analyses, mortgage needs assessment, and skilled in client support. Licensed with various Brokers since July 2005.
- Dec 2004 - Dec 2010 **BEACH DELI COMPANY & SHAMROCK BEACH CLUB**
[Owner / Developer](#)
Responsibilities As Owner and Developer, Mike led the professional team selected for this real estate project. This includes close interaction and management of the Architect, Site Engineer, Landscape Architect, Lighting Engineer, Fire Protection Contractor, etc. He has completed the source selection process for the Builder. He completed coordination with County and Town personnel to get the full Permit and Development Order (DO) approvals for the Project. This project lost its funding with the credit crisis of late 2008 is seeking new funding.
- Sep 2004 - May 2009 **SHAMROCK IRISH PUB**
[Owner](#)
Responsibilities Mike ran all aspects of this business including food and bar service management, personnel, accounting, marketing, inventory and ordering, financing, etc. Also managed the overall property and its 2 attached apartments, handling all rental marketing, tenant coord., collections, maintenance, and all aspects of 2 evictions.
- Oct 1995 - Jun 2003 **FRONTIER TECHNOLOGY, INC.**
[Corporate Vice President](#)
Responsibilities Founded FTI's Washington DC office and grew it to \$2M/yr in 3 years. Transferred to Corp. HQ in Santa Barbara, CA to start FTI's "Distributed Simulation and Training" Operation. Promoted to VP of Information Technology Solutions in 7/01, a new Group responsible for 40 personnel and \$4+M business area. Invented and managed 2 major IT software products, a web-based collaboration and acquisition management system and an automated tool for management decision support and cost / benefit analysis. Led several programs relating to the integration of modeling, simulation and analysis (MS&A) processes and tools to enable multi-level, variable fidelity, distributed analysis frameworks. Also captured and led FTI's Team on the Space Architect Joint Service Program and the Joint Strike Fighter Program. Last assignment was leading a Corporate-wide business development operation. Held Top Secret / SCI clearances.
- Mar 1985 - Sep 1995 **SCIENCE APPLICATIONS INTERNATIONAL CORP.**
[Asst. Vice President / Division Manager](#)
Responsibilities Led the BMDO Theater & National Missile Defense (TMD / NMD) Systems Engineering

Assessment Process and the integrated requirements development and assessment effort; Managed a 20 member multi-contractor analysis team for survivability requirements generation resulting in a 400+ page "Natural and Hostile Threat Environment Systems Specification"; Also supported the GPS and Anti-Satellite programs. Formed and managed a \$2+M/yr. SAIC Division with 9 staff in the Washington, DC area.

Oct 1981 - Feb 1985

HRB SINGER CORP.

Program Manger

Responsibilities

Program Manager of a \$1M, 2 yr. project to produce a computerized interactive missile simulation and performance analysis tool for the USAF Foreign Technology Division; Managed a \$250K effort to develop 'cutting-edge' algorithms and techniques to estimate foreign missile performance characteristics within reduced data collection conditions; Deputy Program Manager for a \$4M telemetry processing system and responsible for the program's financial reporting and cost control.

May 1977 - Sep 1981

US AIR FORCE

Captain

Responsibilities

Space Systems Engineer stationed at the Los Angeles Air Force Station's Space Division. Program Element Manager for the USAF Anti-Satellite Program. Government lead for the development of 5 "A" and "B" level system specifications, Managed the lower stage development of the Air Launched Anti-Satellite System valued at \$11M. Key technical team member performing a competitive proposal evaluation and pre-negotiation review for multi-million contract award.

SKILLS

Programming

WordPress Web Site / Blog SW, EXCEL sheets & data bases.

Software

EXPERT in MS Excel, Word and Powerpoint. Skilled with QuickBooks / Quicken accounting software and several POS systems. Skilled with data base development and use. Also skilled with Web Site / Blog development tool "Word Press".

Technical

Extensive experience with: Business Plan development, Proposal / Grant development and support, professional management consulting, business acquisition financial planning and budgeting, product / service market research, commercial / residential real estate sales and analysis support, customer liaison and sales support, integrated solution partnership brokering and negotiation support, strategic alliance formation, development, and support, investment capital client research and process support, and automated decision support systems applications (AHP & QFD and related automated tools). Accomplished proposal, grant and business plan writer; expert computer user; very familiar with on-line research and social media; skilled typist.

Social

Skilled with Facebook pages and groups. Also uses Linked In, Plaxo, Twitter and Google +.

Organizational

Executive Director of non-profit Foundation. Highly skilled professional program / project manager and proposal manager from a diverse government and commercial acquisition management career. Has run \$100M class programs as well as an 80 person Corp. Division. 8 years of property / apartment management experience. 5 years managing Bar / Restaurant.

Other skills

Invented a hybrid decision support system & software tool to improve business acquisition and technical decision making, still being used by several major Defense Dept. contractors. Author of numerous papers, briefings, business plans and defense

system acquisition proposals. I am an accomplished public speaker / briefer and have given presentations to groups of over 1000 and to levels including CEO's and 4-Star Generals.

LANGUAGES

Mother tongue English