

RESUME

Stephen E. Stark

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DESCRIPTION

The future belongs to those who make it.

PROFESSIONAL PROFILE

An experienced business professional with a successful background in business development, real estate, finance and capital formation. A dedicated futurist with a wide breadth of knowledge and experience in disparate areas. A diligent pacesetter who is precise and ethical in all areas of work assignments. A confident and articulate communicator offering high-caliber presentations, negotiation and closing skills.

QUALIFICATIONS SUMMARY

- Author of approximately 100 business plans, executive summaries/corporate profiles.
- Notable fundraiser, rainmaker, leader and team builder.
- Sought-after business mentor and consultant.
- Broad local, regional, national and international business, political and personal contact networks via social media and LinkedIn.
- Driven to learn and apply new ideas, processes and strategies to minimize risk and maximize reward.
- Financial modeling expertise with Microsoft Excel. Deep understanding of the Apple ecosystem: hardware systems, software and integrated services. Experience with **Salesforce** and **Quickbooks**.

SPECIALTY AREAS

STRATEGIC BUSINESS ADVISORY

- Served as financial consultant for numerous early stage high technology, medical device, entertainment and consumer product companies in capital formation, M&A, investor communications, personnel, management and strategy.
- As a business owner, developed and managed all corporate legal and accounting systems, procedures and relationships, identified, initiated, negotiated and secured all clients and advisory projects.

INVESTMENT BANKING + INVESTMENT RESEARCH

- At four NASD member firms developed nationwide investment banking client base in diverse industries including high technology, real estate, oil & gas, medical devices, bio/pharma, software, consumer products, Internet and business-to-business services. Successfully established and led NASD member firm's research function, initiating coverage/profiles on 18+ public entities. Research product published on Reuters, Dow Jones, CNBC, the Red Herring and Bloomberg News.

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REAL ESTATE DEVELOPMENT

Alteren – a luxury master planned eco-resort community in Upstate New York.

- Developed all business concept and marketing plans.
- Found and secured over thirty buy-side contracts for the acquisition of approximately 2,500 contiguous acres of developable land.
- Oversaw the development of the master plan, subdivision and environmental process.
- Raised initial seed capital of \$2.5 million, secured conditional commitment for \$85 million in construction loan financing.
- Facilitated all political and governmental relationships at local, state and federal levels including securing municipal commitments for infrastructure improvements..
- Identified and secured management and construction management services.
- Developed all branding, logos, names and marketing conceptualizations for 15+ interrelated businesses in hospitality, retail, food service, internet, recreational and education markets.

3 Sisters Development – Secured \$3.0 million bridge loan for resort development.

Ellicottville Villas: Secured JV Partner for condominium development project.

Arrowhead Golf Course – Secured bridge loan financing for owner.

US Capital Services – Secured and closed on nine multi-million dollar real estate loans

TECHNOLOGY SOLUTION SALES

- Advised retail and business customers on hardware systems and software solutions for their computer and telecommunications needs.
- Led companies to best of practice solutions for CRM and accounting.
- Facilitated learning group workshops and one to one sessions on various applications.
- Identified and developed business relationships for local, regional and national companies.

EMPLOYMENT HISTORY

Stark Systems, LLC and **Posit Development Group, LLC**, Clarence, New York

- Founder, Owner and President/Managing Member

Vfinance, Inc., Boca Raton, Florida + Rochester, New York

- Managing Director – New Business Development

Schneider Securities, Inc., Denver, Colorado + Rochester, New York

- Vice President – Investment Banking and Research

Avec Capital Services, Inc., Phoenix, Arizona + Clarence, New York

- Founder, Owner and President

W.B. McKee Securities, Inc., Phoenix, Arizona

- Vice President, Investment Banking, Director of Syndication

Thomas James Associates, Inc., Rochester, New York

- Investment Banking

US Capital Services

- Vice President

JM Jayson & Co., Buffalo, New York

- Demographic and Market Specialist

EDUCATION

State University of New York at Buffalo:

- **Masters of Arts: Urban Planning** - 1987
- **Bachelors of Science: Environmental Technology** – 1985

Syracuse University:

- **Aerospace Engineering:** 1980 – 1982
- New York State Realty License – 1988
- New York State Life, Health and Disability Insurance – 1990
- Series 7: General Securities Regulations – 1993
- Series 63: New York State Securities Regulations – 1993

COMMUNITY INVOLVEMENT

- Clarence Chamber of Commerce – Member
- Crossroads Roundtable – Co-Founder
- Chenango Greenway – Founding Director
- Ledgeview Elementary School – Literacy Volunteer
- Small Business Mentor and Advisor
- Founder and Executive Director of the BriteStar Foundation.

OUTSIDE ACTIVITIES

- Artist with an established portfolio of digital art and sculpture;
- Writer of fiction, non-fiction and screenplays;
- Biking, hiking, tennis and beach walking;
- Parent to three amazing children and one amazing son-in-law.
- Member of the Board of Directors for **The History Institute**, Sarasota, Florida.

REFERENCE WILL BE PROVIDED UPON REQUEST

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