

PROFESSIONAL SUMMARY

Offers vast industry knowledge and encouraging oversight with a family-focused approach for staff and clients alike while expanding Southern States Management Group's profile by constantly adapting to the needs of community associations

MANAGEMENT & CONSULTING

Good management is the art of making problems so interesting and their solutions so constructive that everyone wants to get to work and deal with them. ~Paul Hawken

- Leads a skilled team of Community Association Managers, Accountants and administrative staff
- Consults with clients on a daily basis to identify unique needs in order to execute best practices for a community
- Provides guidance to developers, utility providers, municipalities, and real estate professionals with respect to the creation of common interest entities

ADMINISTRATION & FINANCIAL

Beware of little expenses. A small leak will sink a great ship. ~Benjamin Franklin

- Provides oversight of the leadership team that manages 150+ independently operating master and sub-associations representing nearly 16,000 assessment paying units
- Develops policies and practices that assist community associations and community managers alike in operating in an efficient and effective manner while adhering to applicable covenant and restrictions
- Creates financial planning models for use in creating comprehensive capital improvement programs and pro forma-operating results

MARKETING & COMMUNICATION

Creativity is intelligence having fun. ~Albert Einstein

- Develops strategies and offerings to accomplish the communications goals of staff, clients and industry-specific initiatives
- Maintains long-lasting relationships with clients, vendors and other members of the community
- Leads with a family first focus which creates a unique and thriving environment for expansion and professional development

PROFESSIONAL HISTORY

President Southern States Management Group March 1990 – Present

District Manager The Dunes Community Development District 1989 – 1998

The Viera East Community Development

District

Vice President Security First Federal Savings & Loan Association 1975 - 1989

COMMUNITY INVOLVEMENT

PTA Organizations – Elementary, Middle and High Schools
Kiwanis Club of Daytona Beach – Past Member
Rotary Club of Flagler County – Past Member
Civic League of the Halifax Area – Present Member
Ormond Beach Chamber of Commerce – Present Member
Daytona Regional Chamber of Commerce – Present Member
Oceanside Country Club – Finance Committee
Trails Homeowners Association, Inc. Past Director/Treasurer

EDUCATION

Bachelor Science, Accounting and Finance - Florida Southern College, Lakeland, FL
Executive Development - The University of Oklahoma, Norman OK
Licensed Community Association Manager (#6660)

TESTIMONIALS

“The team at Southern States Management Group has been a tremendous asset to me and my partners on our residential development sites. Their knowledge and guidance has helped with ourselves and our residents unlock value and provide stability to the existing HOA’s that we have inherited over the years. SSMG is my go-to team when it comes to residential community management.”

~ *Chris Butera, Principal SVN Alliance*

“Southern States Management Group meets all our expectations for the association. The SSMG Team is always diligently working in the background and does a fine job of keeping the association up-to-date on the finances. This management company has been invaluable in helping this Board make decisions.”

~ *Carol Rotolo, President COA, Daytona Inn Beach Resort*

“Southern States Management Group team is the best in our area. The leadership is reliable, knowledgeable, and attentive to details. Their communication skills and financial acumen is outstanding. They are problem solvers and work hard to meet our HOA needs in a timely manner.”

~*Bruce Aiello, Treasurer, Hammock Dunes Owners Association, Inc.*

