

# Ricardo Garcia

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## **Summary**

Multi-lingual U.S. Government resources, entrepreneurship, program and technology management professional, leveraging entrepreneurial vision and aeronautical process fundamentals to provide guidance and direction to startups, innovators, small businesses and veteran entrepreneurs involved in the commercialization of innovative technologies and Government procurement. United States Air Force Veteran, with service in the U.S. and Afghanistan.

## **Professional Experience**

### ***University of Central Florida***

#### **Business Development Manager | Veteran Entrepreneurship Manager** (February 2015- April 2019)

*University of Central Florida, Business Incubation Program, Office of Research & Commercialization*

- Promoted to this position to support companies across the incubator network extending to eight incubator locations throughout Central Florida. Most recently managed the government resources program at the University of Central Florida Business Incubation Program (UCF BIP), which provides support and direction to incubator companies pursuing Government business/grant opportunities.
- Responsible for providing business coaching, services and resources to help client companies assess viability and readiness to pursue government opportunities and assist with navigating and streamlining the government procurement process.
- Responsible for overall program development and management of the UCF Veteran Entrepreneurship Initiative whose mission is to empower and support veteran entrepreneurs through business guidance, education and mentorship.
- Responsible for business & pipeline development of strategic partners, sponsors, partners & clients.

#### **Accomplishments of note during this period include:**

- As Co-Principal Investigator(Co-PI), secured \$245,000 in grant funding for 3 consecutive years from the State of Florida to launch and manage the Veterans Florida Entrepreneurship Program at UCF.
- As part of the core incubator team, we empowered more than 25 incubator companies secure over \$29 Million in Research & Development (R&D) funds through the Small Business Innovation Grant (SBIR) Program from 2012 to 2017. This funding was a catalyst to enable client companies to innovate, conduct R&D and commercialize new technologies.
- More than 48 incubator companies have successfully secured over \$517 million in federal government contracts as the prime contractors; excluding subcontracts and state/local contracts from Fiscal Year 2012 to 2018.
- Supported incubator companies achieve \$1.51B in annual sales and create more than 4,710 local jobs with \$2.48B impact to the regional economy.

#### **Government Resources Manager** (October 2012-February 2015)

*University of Central Florida, Business Incubation Program, Central Florida Research Park*

- Developed and implemented a government resources process within the UCF Business Incubation Program to provide support and direction to incubator companies pursuing Government business and Research & Development opportunities.
- Developed tools and resources to streamline the process for company start-ups to maximize the benefits of doing business with the Government, including: identifying and obtaining Government contracts, research & development (R&D) grants, and strategic partnerships.
- Responsible for overall program development and management, including helping client companies assess viability and readiness to pursue government contracts, assist with navigating and streamlining the government procurement process.

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## ***U.S. Air Force***

### **Health Services Management/ Administrative Technician** (June 2010-April 2012)

*Surgical Inpatient Flight, Keesler Medical Center, U.S. Air Force*

- Engineered and served as a database administrator for a patient accountability database used to populate statistical reports. Developed, designed and managed an intranet web page tailored to consolidate vital information and improve lines of communication within the surgical unit. Provided managerial and administrative assistance in support of the care and treatment of patients on the inpatient unit.

### **Force Protection** (March 2008-July 2008)

*Bagram Airfield, Afghanistan, U. S. Air Force*

- Enabled uninterrupted Force Protection to \$3 billion in International Security Assistance Force resources. Escorted over 1,500 Third Country/Local Nationals and guaranteed safety and security for 15,000 U.S. and coalition forces. Sustained Army Mil Con project worth \$65 million enabling third country nationals to survey fuel lines. Volunteered at the Task Force Medical Center; admitted patients such as U.S. troops, coalition forces, local nationals, foreign nationals, enemy combatants, and Special Forces incoming from the combat theater into the hospital. Ensured accountability and safety for all patients in the Intensive Care Unit and the Ward. Enabled and directed Medical Evacuations by triage for further care or treatment to Landstuhl Regional Medical Center, Germany.
- **Awards:** *Air Force Achievement Medal, U. S. Air Force, March 2008– July 2008* “For outstanding achievement and meritorious service during combat operations while deployed to Bagram AB, Afghanistan in support of Operation Enduring Freedom.”

### **Health Services Management/ Dental Commander Support Staff** (August 2007-August 2009)

*Dental Clinic, Keesler Medical Center, U.S. Air Force*

### **Health Services Management/ Outpatient Records Technician** (February 2006– August 2007)

*Outpatient Records, Keesler Medical Center, U.S. Air Force*

## **Education**

### **Embry-Riddle Aeronautical University**

- **Bachelor of Science in Aerospace/Technical Management** - May 2012 - **GPA:** 3.9
- **Honors:** Magna Cum Laude; Alpha Sigma Lambda National Honor Society; Dean’s List multiple times

### **Community College of the Air Force**

- **Associate of Applied Science in Healthcare Management** - August 2009 - **GPA:** 4.0

## **Certifications**

- **Business Incubation Management Certification** – International Business Innovation Association (iNBIA) – Sep. 2015
- **Multilingual:** English, Spanish & Portuguese
- Lean Methodology & Business Model Canvas Training Certification – 2015
- Project/Program Management Training - 2013
- FAA Registered Drone Pilot (Sec. 336) - 2016
- Military Security Clearance: SECRET – Exp. 2015
- Certified Basic Life Support Instructor for the American Heart Association-2009

## **Memberships & Appointments**

- Florida Association of Veteran Owned Businesses (FAVOB) – Advisory Committee - 2018
- Veterans Advisory Board Member, Congresswoman Stephanie Murphy – 2017
- Advisory Board Member, Florida 8(a) Alliance – 2016
- Orange County Mayor’s Veteran Advisory Board - 2018
- International Business Innovation Association (iNBIA)
- National Defense Industrials Association (NDIA)
- Iraq & Afghanistan Veterans of America (IAVA)
- Embry Riddle Alumni Association
- U.S. Air Force Veteran