

## Michelle Ward Bio

Michelle Ward is the Business Development/Community Relations Manager for South Bay Communications & Security which is a Communications and Electronic Security Business that designs, installs, maintains, and supports technology solutions from beginning to end. Ms. Ward is responsible for the development and implementation of a revenue growth plan and determines the most effective way to grow the company's business and the client relationship management portion.

Prior to joining South Bay Ms. Ward served as the Community Service Representative on behalf of the Florida Governmental Utility Authority which is a special purpose government that acquires, owns, improves, and operates water and wastewater utilities. Ms. Ward served 8 counties in Florida in which she created relationships with government bodies, community forums and the public. She provided a visible presence with current and potential customers and assisted with the implementation of policies, operations, and future goals of the FGUA.

A major portion of her career before moving to Florida she served the state of Virginia with her last position as the Manager of the Virginia Employment Commission covering 6 counties in the Shenandoah Valley. She directed a staff of 20 along with 2 agency partners and was responsible for strengthening the image, visibility and relationships between employers, customers, and the community in reference to employment and economic development.

Ms. Ward has over 30 years of customer service experience in the private and public sector to include areas of hospitality, municipalities, manufacturing, and technology. Ms. Ward received a BS degree in Business Management from Liberty University.

She currently represents South Bay as a member of the Virginia Peninsula Chamber of Commerce, Hampton Roads Chamber of Commerce, BizConnect, several local lead groups and serves on the Executive Team for Care Net Peninsula.