

## **Kit Werremeyer**

### **President/Owner – Southernstar Consultants LLC Chairman – SCORE Chapter 203 Tampa, Florida**



[Kit Werremeyer](#) has been with the Tampa Chapter of SCORE since 2003 and is currently Chairman. SCORE provides free mentoring to start up and existing small businesses and holds various workshops on business issues. He is the Owner and President of Southernstar Consultants LLC. Southernstar Consultants provides one and two-day practical training courses in understanding and negotiating construction contracts, in addition to providing other professional services to US and international engineering and construction companies. He retired in 2001 from Chicago Bridge & Iron Company (CBI) after 32 years of service. His last position was Vice President and Area Director of Sales and Marketing for Asia, located in Singapore where he had profit and loss responsibility for the region and was

responsible for area sales, marketing and contracting, and for the general management of six regional CBI subsidiaries. He has extensive US and international management experience in the development, sales, contracting, engineering, procurement and construction of turnkey oil, gas, refining, chemical, petrochemical, power and LNG projects. He has 13 years of management, sales, engineering, construction and contracting experience in Thailand, Malaysia, Singapore, Indonesia, the Philippines, Japan and the Peoples Republic of China. He is a graduate of the University of Illinois at Urbana-Champaign with degrees in Business and Engineering and is a US Army veteran, serving in the US and Vietnam.

## **Susan Nieland, CPA**

### **Mentor – SCORE Chapter 203 Tampa, Florida**



As a small business or startup, you need to know and understand your numbers, you need to plan for your growth and answer to investors and bankers looking to fund your business growth and you need to nail your pitch. You need an astute financial partner on your side to help you take your business to the next level. That's where Susan comes in!

After serving four years in the US Air Force, Susan attended and graduated from the University of Hawaii with a BBA in Accounting. Like any good accountant, she began her career at Coopers & Lybrand (now PWC), took and passed the Certified Public Accountant exam and became a CPA. She spent the next few years as an auditor before moving her career into banking and mortgage banking and eventually into working with small, fast-growing, entrepreneur lead SaaS

technology companies.

Susan knows startups and entrepreneurial businesses. She is one! She was part of a successful \$300 million exit. She was one of the startup executives of Revolution Money (funded by Steve Case's Revolution VC fund) that was sold to American Express in 2010. Subsequent to this, she founded her own CFO advisory firm to serve startups and small business owners helping them achieve their dream. Her passion is providing financial coaching and advisory services to small business owners and entrepreneurs in the areas of cash flow, financial systems and financial strategy.

Susan is known for consistently delivering high quality work product under tight deadlines, and prides herself on being an active listener, creative problem solver and developing interpersonal relationships with honesty, humor and respect.

Susan believes in small business, so much so that she devotes a substantial amount of her time volunteering with organizations that assist small business owners. She is a certified SCORE mentor through the Tampa chapter of SCORE, a mentor and committee member for the Tampa Bay WaVE and a mentor for USF's Student Innovation Incubator.

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## **Ed DiSanto**

### **Mentor – SCORE Chapter 203 Tampa, Florida**



Ed received his master's degree from Northern Illinois University and holds an undergraduate degree from Marist College in Poughkeepsie, New York.

Ed has worked in the training and development arena for over 25 years at United Airlines World Headquarters Corporate Training Department in Chicago, Illinois. He was a senior level instructor/facilitator with classroom instruction, design, and development experience. He has worked extensively in sales training, leadership, supervisory, conflict resolution, coaching, counseling and customer service training.

After retiring from United Airlines, he started his own consulting company and continued to conduct workshops and training seminars.

Ed taught part-time at St. Pete College and has worked at SCORE for the past 11 years as a mentor and coach.

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## **Shelly Walk**

### **Resource – SCORE Chapter 203 Tampa, Florida**



Rochelle Friedman Walk, Esq. is an experienced, thoughtful and strategic attorney, business executive and neutral mediator. She has been court-appointed as a receiver and mediator and is a member of the FINRA arbitration and mediation panels. She is known for her negotiating skills and the ability to bring parties together in win-win, creative solutions. She offers a practical and business-oriented approach to the practice of law. Her background in business enables her to relate well to clients and to quickly define the work and potential solutions.

In her more than thirty years of business and legal experience, she has served as the chief restructuring officer, chief administrative officer, chief legal officer and Business Unit Manager to several national and multi-national business organizations. As an attorney, she has represented clients in a wide range of legal transactions including complex commercial, ecommerce, technology, real estate, financial restructuring and employment matters. She has served as an ombudsman in employment, elder care, NAACP, creditor and shareholder matters and has worked with a number of different international unions to resolve concerns. Most recently she has been engaged to help business partners and owners as a neutral mediator or arbitrator resolve disputes and differences so that their businesses can operate more effectively. Her work includes

mediating and negotiating buy-sell agreements, partner or member buy-outs and new partner or member admissions for LLCs, partnerships and corporations.

Ms. Walk is a Martindale-Hubbell Preeminent (AV)-rated lawyer for more than 15 years, she was named a Super Lawyer in 2019 and has been consistently named as one of the Top Lawyers in Tampa Bay since moving to Florida in 2007 and is included in Martindale-Hubbell's inaugural and all subsequent editions of its Bar Register of Preeminent Women Lawyers (2011-present).

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## **Jeff Baughman**

### **Resource – SCORE Chapter 203 Tampa, Florida**



Jeffry Baughman practices corporate law with a focus on corporate, regulatory and transactional matters. His clients include businesses, real estate developers, financial institutions and nonprofits. He routinely advises clients on forming businesses, mergers and acquisitions, transactions, commercial real estate, securities matters and taxation.

Jeff is known for organizing complex deals and his ability to create win-win solutions for all parties. As a U.S. Army veteran, he brings the same mission-first focus and history of service to his legal work that he did to serving his country.

Jeff ran his own law firm for six years, managing a staff of five that handled corporate and real estate transactions, regulatory compliance for financial businesses, business litigation—including appeals—and defense of federal administrative law matters.

Between that and joining AEGIS Law, Jeff divided his time between an of counsel position at a Tampa-area law firm, handling complex real estate matters, and a general counsel position for Veterans Alternative, a nonprofit dedicated to helping combat veterans heal and adapt to civilian life. Jeff's interest in veterans' issues grows out of his time leading a light infantry squad for the U.S. Army's 10th Mountain Division, including during deployment to Bosnia-Herzegovina.

Jeff is also involved in community service related to veterans' issues, serving as a volunteer mentor for the Hillsborough County Veterans Treatment Court. In addition, he volunteers as a business mentor and resource for SCORE of Pinellas County, a nonprofit dedicated to incubating small businesses.

In his spare time, Jeff practices and teaches Brazilian jiu jitsu

### **Education**

- Stetson University College of Law, J.D., 2008
- Pennsylvania State University, B.A. in Information Sciences & Technology cum laude, 2005
- Basic Non-Commissioned Officer Course, distinguished honors, 2001

### **Community**

- Volunteer mentor, Hillsborough County Veterans Treatment Court
- Established business resource volunteer, SCORE Pinellas