

Charlie Taylor

Management Overview

Charlie Taylor began his career in the mid 1970's with the international consumer finance conglomerate, Beneficial Corporation, managing branch offices in Maryland and Virginia. Innovations and achievements at Beneficial included the introduction and development of the private label credit card, and high limit revolving consumer mortgages in the Washington, D.C. area, and led to his receipt of Beneficial Corporations' President's Distinguished Achievement Award in 1983, among other accolades.

After an eleven-year stint at Beneficial, Charlie turned his attention to establishing and developing a local mortgage company, and established an agency for the Stewart Land Title Insurance Company of Houston, Texas, under the corporate umbrella of Financial Services, Inc., a privately held Virginia corporation he formed in 1986.

In addition to serving as president of Financial Services, Inc., Charlie also engaged in activities in the intergovernmental relations arena which led to his nomination in 1990 to the Republican Senatorial Inner Circle, led by then Vice-President Dan Quayle, and Senate Majority Leader Bob Dole. During this time Charlie was actively involved on a host of federal legislative initiatives including the annual federal budget, environmental, social, tax, and transportation legislation. Highlights include the Telecommunications Act Amendments, Clean Air Act Amendments of 1990, Energy Policy Act, Americans with Disabilities Act, the \$155 billion Intermodal Surface Transportation Efficiency Act of 1991 (ISTEA), the \$218 billion Transportation Equity Act for the 21st Century (TEA-21), the Swift High Speed Rail Development Act, and aviation, Coast Guard, Amtrak, and annual appropriation's legislation. Former clients have included the Orlando International Airport, Jacksonville (FL) Transportation Authority, Florida Department of Transportation and the State of Georgia - Department of Transportation. As former chief lobbyist for the State of Georgia, Charlie successfully advanced concepts, policies and principles leading to agreement between House, Senate, and Administration decision makers.

Charlie had also been actively engaged for many years with the National Governors' Association - Transportation Working Group, participating in the development and implementation of national surface transportation policy for the Governors. He also served as a member of the High Speed Ground Transportation Associations' Government Relations Committee, and had been an active participant in numerous American Association of State Highway and Transportation Officials (AASHTO) functions. Until 2002, he served as Vice-Chairman of the Washington Road Gang, a nonprofit transportation oriented association originally organized in 1942, whose membership includes key members of Congress, industry representatives, and U.S. Government officials.

In 1999, Charlie developed a software innovation that allowed a user to click on a weblink and be connected to a videoconference room. This venture advanced a new innovation in multi-participant video conferencing, which allowed multiple users to connect easily. He was certified as a programmer in the Fortran computer language in 1971, and has been actively involved in the application and development of communications software and systems since. In March 2000, the makers of the core award winning video conferencing software named his company Certified Alliance Partner. These innovative systems allow a user to actually see and talk with others in small or large groups on their PC, as well as share exchange instant text messages, documents and applications. In 2001, he was featured on ABC News with then Virginia Governor Jim Gilmore, who was advancing a new telecommuting initiative for the State of Virginia. These systems were known as Advanced Desktop Video Teleconferencing (ADVTC). In May 2002, Charlie teamed with a company located in Tao Yuan, Taiwan to advance the technology in Taiwan and Great Area China.

Charlie also served as President and Chairman of the Board of a local golf, swim and tennis club, a private nonprofit recreational facility in Northern Virginia in 1999.

In 2000, Charlie began the design and manufacture of custom computer workstations and servers. After a series of smaller projects, in 2002, his company was the first to market, and deliver an advanced complex cluster computer system for a government customer. The system more than doubled existing processing capability while taking up only half of the space previously required. Basic systems featured the equivalent of 60 Intel® advanced Xeon processors, 75 high-performance hard drives, and advanced Intel® chipsets. The development of these systems led to his company's designation as an Intel® Innovative Technology Provider in 2002, and government technology contract awards of nearly one million dollars. The systems were scalable and designed for the fast growing "front-end" and general-purpose server market. A second-generation system was delivered in 2003.

The Financial Services, Inc. team included delivery of the latest cutting edge custom computer systems and networks, and distribution of technology products from Intel®, Cisco®, Microsoft®, HP®, Toshiba®, Dell®, and other leading technology companies.

Also in 2002, Charlie launched a new program for high-speed wireless Internet access. This program addressed a need in upscale recreational areas for high-speed Internet access and where cabled networks were not feasible. Research conducted in the summer of 2002, indicated that there was a strong interest among customers, and recreational area operators to implement this new technology in the Chesapeake Bay region.

In 2003 Charlie launched FSI Sailboat & Kayak Adventures in Galesville, Maryland. FSI Sailboat and Kayak Adventures provided sailboat and kayak rentals, charters, and adventures along the scenic West River and Chesapeake Bay. Charlie and his company were featured on the front page, business section, of the Annapolis Capitol newspaper in August 2003. Four kayaks were donated to the West River Sailing Club, www.westriversc.org, in 2006.

After 18 years of operating his own enterprise, Charlie began a gradual wind down of Financial Services, Inc. business activities, and turned his attention to maintaining large power and sail yachts near Annapolis, Maryland.

In 2007 Charlie received his Master Technician Certification from the American Boat and Yacht Council (ABYC) www.abycinc.org, having completed the course work and examinations required. ABYC certifications in Marine Electrical, Marine Systems, Marine Corrosion, and Diesel Engines are held. In 2008, he successfully passed the examination and met the qualifications required for designation as a Raymarine Certified Installation and Service Technician. Raymarine, www.raymarine.com, is a world leader in marine electronics.

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