

LAWRENCE L. LYMAN

+1.407.304.9399 | lawrence_lyman@hotmail.com | www.linkedin.com/in/lawrence-lyman-bb8193101

GOVERNMENT RELATIONS & PUBLIC AFFAIRS CONSULTANT

Appetite for bringing people together, coupled with the innate ability to marshal people and create gravity around ideas.

Government relations and public affairs consultant leveraging deep government relations experience to gather information to formulate strategies that help achieve policy outcomes. Adept to analyze the political dilemmas and determine the best way forward. Proven ability to adapt to long-term political strategies to support, protect, and advance the mission of a client's organization. Exceptional communicator to clearly present information to political peers, legislators, and congress members. Persuasive and trusted advisor to persistent through written and verbal communication to influence legislative policies. *Core areas of expertise include:*

Government Relations | Public Affairs | Strategy Formulation | Networking | Relationship Management | Negotiations
Strong Written & Verbal Communication | Public Relations | Event Planning | Stakeholder Communications
Information Gathering | Insights Sharing | Quantitative & Quality Research | Analytical Problem Solving

PROFESSIONAL EXPERIENCE

TACTICAL ELECTRONICS CORPORATION, Melbourne, FL

08/2006 – Present

Vice President, Business Development & Government Relations / Managing Partner (08/2011 – Present)

Promoted to Vice President of Business Development and Government Relations/ Managing Partner because of performance. Lead and drive strategic business planning, overseeing all phases of business development activities to ensure business and financial objectives are attained for domestic/foreign government development opportunities. Liaison to local, state, and federal agencies as well as the U.S. Congress.

- Managed business pursuit team involved in the capture of current and emerging opportunities, identifying new marketing trends, managing marketing budget and establishing and maintaining relationships with government customer and industry personnel.
- Directed activities to identify markets, pursued business partnerships and alliances, and determined the feasibility of product development for current and future government opportunities.
- Presided over and managed the assessment of potential business opportunities through activities such as market and economic analysis, monitoring competitive activity and identifying customer needs.
- Represented Tactical Electronics on trade missions all over the world sponsored by the U.S. Government and the State of Florida. These resulted in opening up new markets and partnerships for Tactical Electronics.

Director of Operations (08/2006 – 08/2011)

Joined Tactical Electronics Corporation as the Director of Operations to oversee day-to-day operations to provide custom engineering services, including RF communication systems, telemetry, digital video, signal intelligence, modification, and customization to a multitude of clients, including military, government, law enforcement and private sector organizations.

- Looked holistically at the company's funnel to identify gaps and opportunities and execute programs that drove aggressive growth. Understood the needs of clients and coordinated growth efforts and their impact within the organization.
- Built growth programs and collaborated on and drove the creation of compelling and effective marketing campaigns for each stage of the client's journey. Regularly measured and analyzed the performance of integrated marketing campaigns.
- Achieved growth goals through both analytical understanding of targets and performance. Helped identify and drive P&L priorities around top-line growth and cost efficiencies and reductions.

CONTINUE TO NEXT PAGE

THE GABOTON GROUP, LLC Winter Park, FL

01/2020 – 10/2021

Principal

Invited to join The Gaboton Group, a leading government and public affairs firm as a Principal. Charged with helping organizations navigate the public policy terrain in Washington and Tallahassee. Provided a full spectrum of federal government relations services and public affairs consultancy services for various entities. Deliver informed political insights and effective solutions to clients.

- Areas of federal advocacy expertise include budget and appropriations, federal grants, elementary and higher education, transportation and maritime, public safety, economic development, environment, and energy, among several others.
- Built and maintained a strong bipartisan relationship with congressional leaders as well as House and Senate committee members and their staffs.
- Built and maintained relationships with Executive Branch offices and State of Florida Executive Offices.

CONGRESSMAN JOHN MICA, SEVENTH CONGRESSIONAL DISTRICT, Washington, DC

08/2003 – 08/2006

Executive Assistant (02/2004 – 08/2006)

Promoted to Executive Assistant because of performance and dedication to the office of Congressman John Mica. Provided strategic direction and leadership to Congressional Office staff and directed all front office operations of the Congressional office. Organized and supervised Congressional Office Intern Program, comprising of 15 interns.

- Drafted and reviewed correspondence on a variety of legislative topics, including appropriation requests, foreign affairs, and homeland security. Resolved various constituent issues by examining and discussing problems directly with the Congressman.
- Managed all public relation events for the Congressman and participated in legislative events with the Congressman. Arranged Washington D.C. tours for constituents and represented the office of Congressman John Mica when conducting tours.
- On behalf of Congressman John Mica, planned, coordinate, and organized a fund-raising drive, raising over \$500,000 towards the renovation of Norman Hall at the University of Florida.

Staff Assistant (08/2003 – 02/2004)

Joined Congressman John Mica with the Seventh Congressional District as a Staff Assistant Delivered frontline administrative operations support to the office of Congressman John Mica, including support for a variety of specialized or unique programs as well as special projects. Coordinated with other staff members in resolving complex program or administrative issues or problems.

- Directed incoming correspondence; prepared a variety of written correspondence; reviewed outgoing correspondence; managed correspondence to ensure actions were completed accurately and appropriately and in a timely manner.
- Assisted in the preparation of special projects and other varied functions that would assist the office of the Congressman with important activities of a non-recurring nature that could not be specifically defined or predicted in advance.
- Conducted research on a variety of documents to gather, correlate, analyze, determine, and recommend solutions to resolve issues. Classified and cross-referenced documents to be filed in accordance with established procedures and guidelines.

HONORS & ACTIVITIES

Winter Park Chamber of Commerce Debra Hendrickson Volunteer of the Year, 2018
 Winter Park Magazine Most Influential People in Winter Park, 2018
 Graduate, Leadership Florida Connect Class IV
 James Madison Institute Fellow

GOVERNMENT AFFAIRS & COMMUNITY INVOLVEMENT

Orlando Partnership Central Florida Pollical Leadership Institute Graduate 2021
 Winter Park Chamber of Commerce Government Affairs Committee Chair, 2021-2024
 City of Winter Park Charter Review Commission Appointee, 2019
 City of Winter Park, Tree Preservation Board, 2020-21
 Ablin Polasek Museum and Sculpture Gardens Trustee, 2017 – 2019
 Winter Park Public Library Trustee, 2017 – 2024
 Leadership Winter Park Class XXIII Graduate, Winter Park Chamber of Commerce
 Leadership Winter Park Class XVIII Class Chair, Winter Park Chamber of Commerce

BOARD AFFILIATIONS

President, Winter Park Public Library Board of Trustees, 2020–2022
 Development Chair, Winter Park Public Library Board of Trustees, 2018 – 2020
 Winter Park Chamber of Commerce Board of Directors, 2019, 2023
 Leadership Florida Board of Directors, 2017 – 2019,
 2023-24

United Arts of Central Florida Board Member 2020-2023
Central Florida Vocal Arts Board Member 2020-2024
Winter Park Institute Board Member 2021-2024
Leadership Florida Audit Committee Chair 2023-24
Leadership Florida Governance Chair, 2019 – 2020
Leadership Florida Connect Selection Committee, 2018
East Regional Chair for Leadership Florida, 2017 – 2018
Recruiting Chair for Connect Florida, 2015 – 2016
Board Advisor Hannibal Square Landtrust
Leadership Winter Park Alumni Council President, 2017 – 2018

EDUCATION

Bachelor of Science (B.S.), Family, Youth & Community Sciences | UNIVERSITY OF FLORIDA, Gainesville, FL