



MICHAEL N. KOSMAS



1603 N INDIAN RIVER ROAD
NEW SMYRNA BEACH, FL 32169

386.690.0080
MICHAEL.KOSMAS@GMAIL.COM

Michael N. Kosmas has held senior level, executive positions within the global hospitality sector for 20 years in progressive roles of responsibility ranging from sales and marketing to operations and finance.

Internationally, he served as the official representative for hotel and resort developers and/or commercial real estate ventures promoting EB-5 Regional Centers (U.S. immigration investment program) and has spoken abroad (Beijing's Great Hall of the People in Tiananmen Square) on the subjects of capital markets and wealth management within the realm of U.S. immigration investment. He was selected by Sino American Trade Development Assn (SATDA) and the China Investment Promotions Agency (CIPA) to direct and inform investor delegations. CIPA is the official executive branch of the Chinese Ministry of Commerce to promote Foreign Direct Investment (FDI) with a stated goal of \$1 trillion in 2009-2010 to be invested in real estate, hi-tech green energy initiatives, and immigration investments in European and U.S. markets.

Prior to managing EB-5 initiatives, Mr. Kosmas received multiple leadership awards in Starwood Hotels & Resorts Worldwide as the Regional Director of Marketing East & Caribbean, managing and collaborating on comprehensive sales and marketing initiatives for Sheraton, Westin and Atlantis brands of vacation ownership resorts.

Privately, Mr. Kosmas founded Blue Flag International specializing in strategic planning, training, and campaign implementation for overseas call centers in Nepal and India and simultaneously mediated resort finance. Clients and projects ranged from the five-star Fulbari Hotel in Nepal as their loan re-structuring liaison, to developing strategic marketing plans for resorts in Florida, Bahamas, Colorado, and the Caribbean.





Mr. Kosmas also served as SVP for the top-tier ad agency of Bates Worldwide, managing brand development and awareness for clients such as Hilton, Marriott, and Hyatt vacation ownership brands. For his family-owned and operated consortium, KGI Resorts, he served as SVP for Cape Canaveral Cruise Line, a 720-passenger cruise ship with two- and four-day service to the Bahamas and Key West, and managed a multi-site portfolio that included properties in the Eastern United States and Caribbean (Maryland, Florida, New Orleans, Key West, St. Thomas, St. Maarten, etc.). He supervised sales, marketing, operations, and legal compliance for 22 call centers across the United States and Canada with 1.2 million pieces of direct mail per week and millions of Internet impressions, generating top response and sales results in the travel industry.

In 2000, Mr. Kosmas earned his MBA with distinctions from Embry Riddle Aeronautical University in Daytona Beach, Florida. In 2007, Mr. Kosmas was chosen by Al Gore's team to be trained in Nashville on climate change science as a certified presenter for The Climate Project (actress Cameron Diaz was also among notable attendees) and co-developed the Starwood Vacation Ownership "Going Green" corporate initiative. He has spoken as a panel participant or key-note speaker on technology marketing and resort investment conferences for several years. By appointment from the governor of Florida, Mr. Kosmas served on the Florida Board of Tourism (FLA-USA) and as a Florida Delegate to The White House Conference on Travel & Tourism in 1995. He currently serves on the Board of Directors for The United Way for Flagler and Volusia counties. He lives with his wife and son in New Smyrna Beach, where his mother Suzanne currently serves as the U.S. Congresswoman for Florida District 24.