

Edward Dowdy

Principal Consultant, Boro Holdings Inc.
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Professional Summary

Driven entrepreneur and consultant with over 15 years of cross-industry leadership in borosilicate manufacturing, sports program development, real estate advisory, and regulatory compliance. Proven track record of building scalable business models, guiding high-stakes licensing and capital strategies, and forging partnerships with government agencies and community stakeholders. Adept at translating complex challenges into actionable solutions that balance risk, compliance, and growth.

Core Competencies

- Strategic Planning & Business Model Innovation
- Risk Management, Licensing & Regulatory Compliance
- Capital Requirements Analysis & Financial Oversight
- Stakeholder Engagement & Government Relations
- Program Development & Educational Training
- Supply Chain Logistics & Route-Sales Management
- Real Estate Contract Drafting & Negotiation
- Leadership, Team Building & Mentorship

Consulting Services

- Licensing Strategy & Execution
 - Beverage rollouts, manufacturing permits, local and state approvals
- Risk Management & Compliance Frameworks
 - Operational audits, incident response protocols, insurance alignment
- Capital Structuring & Funding Roadmaps
 - Equity and debt modeling, investor pitches, grant applications
- Real Estate Advisory
 - Contract drafting, due diligence, historical title resolution
- Community & Government Liaison
 - Annexation research, infrastructure advocacy, interagency coordination
- Program Design & Training
 - Customized workshops for operational teams, educational curricula for skilled trades

Selected Engagements

CT Beverage Rollout Consulting

Developed licensing framework and risk-mitigation plan for a multistate craft drink launch. Defined capital requirements, negotiated local permits, and structured compliance reporting.

VDOT Road Ownership Advocacy

Prepared and submitted formal notification to VDOT regarding administrative lapses on Virginia Avenue. Secured recognition and compliance commitments from regional transportation authorities.

Sand Resource Joint Venture

Collaborated with regional partner to evaluate high-quality sand reserves. Produced market analysis, partnership term sheet, and infrastructure development plan for pit operations.

Professional Experience

Boro Holdings Inc. — Principal Consultant

Suffolk, VA · 2022 – Present

- Advise manufacturing and beverage clients on licensing, capital formation, and risk management.
- Coordinate with government agencies on regulatory compliance and infrastructure projects.
- Lead workshops on strategic planning and operational scaling for emerging entrepreneurs.

Gibbie Glass Studios — Owner

Suffolk, VA · 2011 – 2022

- Grew wholesale revenue to \$3.5 M and built a retail network of 400+ stores.
- Designed and delivered a comprehensive training program for borosilicate glassblowers.
- Managed logistics, route sales (650,000+ miles), budgeting, and customer relations.

Island Glass Studios — Operations Manager

Hatteras, NC · 2006 – 2011

- Scaled team from 1 to 22 glassblowers; achieved \$30,000 weekly wholesale sales first year.
- Oversaw HR, scheduling, procurement, bookkeeping, and retail/manufacturing integration.

Island Dyes — Regional Manager

Hatteras, NC · 2005 – 2007

- Directed two retail locations; handled scheduling, ordering, payroll, advertising, and budgeting.

Salvo Volunteer Fire Department — Board Member & Pump Operator

Salvo, NC · 2007 – 2011

- Developed incident response procedures and conducted safety training for volunteer teams.

Sports & Community Leadership

Grassroots Certified Virginia Soccer Coach

14 seasons of youth program development, volunteer coach mentorship, and league management.

Nationally Ranked Youth Travel Head Coach

Led teams to regional finals; adapted competition rules to match participant skill levels.

Education

- Studied Nuclear Engineering, United States Navy
- Old Dominion University Participant, U.S. Navy “Cash Program” Future Placement
- Windsor High School — Graduate with Honors

Awards & Certifications

- World Series of Glass Winner, 2019 People’s Choice (Las Vegas, NV)
- Rookie of the Year, Chicamacomico Water Rescue, 2011 (Rodanthe, NC)
- 2nd Place, American Legion Oratorical Competition
- U.S. Soccer Grassroots Coaching Certification

Affiliations

- Professional Referee, ECNL & NPL
- Member, Isle of Wight County Recreation Advisory Committee
- Volunteer Mentor, Regional Entrepreneurship Workshops