

VINCENT L. MORVILLO, JR.  
3045 Marina Bay Drive #10307, League City, TX 77573  
281.334.6348 (o) 713.829.2214 (m)  
[vince@vincemorvillo.com](mailto:vince@vincemorvillo.com)

## **SUMMARY**

- A passionate entrepreneur with a record of success in the medical, business consulting, and marine industries
- A fiery competitor in sports, business and life
- An accomplished yachtsman of national fame
- An effective motivational speaker – a champion for his audience - that helps big and small organizations change their way of thinking to “harness the power of the unimagined”
- **And, severely vision-impaired at birth, progressing to blindness.**

## **EDUCATION**

BA, California State University at San Jose - 1968

- Extensive coursework in physiology, anatomy, physical education, kinesiology, and motor skills development with an emphasis on physical education

MBA, University of Houston Clear Lake - 1984

- Extensive coursework in accounting, economics, finance, and financial theory

## **PROFESSIONAL ACCOMPLISHMENTS**

### **Immediate Post-College Career Accomplishments**

*Packard Children’s Hospital (PCH) at Stanford University in Palo Alto, CA*

*California Pacific Medical Center (CPMC) in San Francisco, CA*

PCH is a world-class, non-profit hospital devoted at that time entirely to the care of babies, children, and adolescents.

CPMC is one of the largest private, not-for-profit, academic medical centers in California, providing acute, post-acute and out-patient hospital care.

PCH and CPMC are both nationally recognized for their outstanding medical research results.

- Vince “earned” his way through college by working at PCH. Recognizing his natural ability to deal with children, and capitalizing on his understanding of special needs patients, Vince became an integral contributor in PCH’s pulmonary research activity. Ultimately overseeing the testing portion of a research project for children with cystic fibrosis.
- Upon graduation from Cal State, Vince was hired to lead the Department of Pulmonary Testing and Respiratory Therapy at CPMC. At the time he was the youngest department head in the Hospital.

### **Early Career Accomplishments in Business Operations**

*Houston Ventures, Inc. (HCI) in Houston, Texas*

HCI was a privately-held venture capital company with portfolio investments in the medical, manufacturing, organic foods and precious metals reclamation industries.

As a youth, Vince was raised to believe that his blindness was no excuse for failure to succeed. That belief, inspired by his mother, guided him daily whether it was in a high school or college track competition, or in saving the life of a near-death pulmonary patient, or in earning a substantial income for his family. As a result, in 1975, Vince moved his young family to Houston, and he assumed the role of Executive Vice President at HCI.

At HCI, Vince’s major accomplishments included:

- Providing “C”-level leadership to a company that provided equipment, staffing, billing, and reporting to 45 rural hospitals throughout the US. Under Vince’s leadership the company returned to profitability in 22 months, expanded its service footprint to 57 hospitals, and ultimately achieved a 25% return on assets
- Managing the start-up of a medical staffing company which matched nurses with hospital requirements in a unique “flexible labor force” model. This company was the premier medical industry staffing company in Houston at the time it was sold.

- Liquidating the business and assets of a silver recycling company that had built its business model near the historical top for silver prices in the US, recovering almost 90% of the investors' initial investment

### **Entrepreneurial Business Accomplishments Beginning in 1983**

By the mid 1980's Vince had achieved significant business successes working for others. Those experiences, in conjunction with what he had learned during his MBA studies, coupled with his natural passion for setting and achieving higher goals, took him down the path of entrepreneurship – a path he remains on today.

Growing up and sailing on the water in Rhode Island, being an avid sailor since his youth, and now living along the Texas Gulf Coast, a water-based business seemed a logical choice to Vince. With that in mind, Vince purchased a dilapidated marina on the mid-coastline of Galveston Bay. He opened a combination marina/wholesale seafood/bait shop/restaurant operation. This was an excellent first venture for Vince, as he is well-trained at carpentry and woodworking; and a business on the water always needs those types of repairs. Four years later, after developing a very profitable operation, Vince sold the business.

With the profit from the sale Vince knew he could develop a business that would embrace each of his passions – namely, competition, business success, sailing, reaching for the seemingly unattainable, and giving back to the community. From that combination, Sea Lake Yacht Sales was established in 1985.

Under Vince's ownership, guidance and management, Sea Lake has reached the following milestones, among others:

- Became the Texas market share leader (42%) in the sail boat market for both new and used boats
- Was the pre-eminent sponsor for the 2007 Rolex International Women's Keelboat Championship
- Was a major sponsor for the 2008 U.S. Special Olympics Sailing Team

### **PERSONAL ACCOMPLISHMENTS:**

At the same time that he was building the business, Vince achieved several personal milestones, including:

- Achieving national and international recognition by becoming the first blind person to skipper a racing sailboat to a US national championship, defeating 40 able-bodied skippers and crew
- Being inducted as an Honorary Admiral in the Texas Navy, an elite recognition that requires endorsement by the sitting Texas Governor
- Being elected as President and Director of the Yacht Brokers Association of America

### **OTHER COMMUNITY AWARDS AND INVOLVEMENT:**

In addition to the accomplishments noted above, Vince's community involvement has been recognized as well.

- Yachtsman of the Year awarded by the Houston Yacht Club, one of the longest-lived yacht clubs in the US, and home to numerous Americas Cup and Olympic competitors
- Good Skipper Award, presented to Vince by Boys and Girls Harbor, a charitable, long-term care facility for abused, abandoned, and neglected children ages five through eighteen.
- Director, The Lighthouse of Houston, a private, nonprofit education and service center dedicated to assisting blind and visually impaired people to live independently.
- Director, Bay Access, Inc., a private, nonprofit organization dedicated to the support of amateur sailing and nature conservation in and around Galveston Bay -- one of the world's most productive estuaries

### **VINCE AS A MOTIVATIONAL SPEAKER**

“Harness the Power of the Unimagined”

In his motivational talks, Vince affirms the fact that anything is possible when you “harness the power of the unimagined”. Vince's own experience has proven that it is not sight that builds successful companies, or enables you to succeed, compete and win. Rather, it is your own “vision” – your own ability to “harness the unimagined” and to understand that “what is, is not all there is or can be”. This belief has led to Vince's extraordinary achievements, and he wants to share that belief with his audience.