



STEVE FARMIOLOE
Advisor

Having served in C-level roles in 4 different industries, Steve has been able to apply fundamental business practices to assist business development in any industry. After finishing his recent role as Chief Operations Officer at Vantreo Insurance Brokerage, Steve embarked on the establishment of his own consultation business. Offering services as an outsourced COO, or an outsourced VP of Sales, he used his own self developed curriculum to assist businesses in operational efficiency as well as breakout sales performance. All 3 consultation clients ended up offering him leadership positions. Steve recently accepted the role of General Manager at Video Symphony in Burbank, CA.

Video Symphony is a career college that trains students on Video Editing for TV and Film (TV shows, major motion pictures, independent films), Audio (music, music videos, music for films), Graphic Animation/3D (video games, animated films, advertisements), and New Media Video (institutional video ads, web flash presentations, iPhone applications, etc). When someone goes through one of the programs, they come out being able to compete for jobs against 10 to 15 year veterans. After completing a program, they are placed in jobs between 70% and 90% of the time depending on the program.

Video Symphony has an excellent reputation as a post production training school because of their curriculum and state of the art editing equipment, but also because the instructors are very experienced. They are not just students who made it through the program a couple of years ago and now want to teach. Most of them are highly decorated with real world experience – winners of Oscars, Grammys, and Emmys. Additionally, Video Symphony has excellent relationships with most of the top employers that ask for recent graduates. They don't just train students in Avid, Final Cut Pro, Maya, Adobe, Cinema 4D, and Pro Tools, they actually help them connect for a career. Graduates enjoy career long job placement services. Some of the employers that repeatedly hire graduate students include Disney, Warner Brothers, NBC, Paramount, E-Entertainment Network, Nickelodeon, MTV Network, and many others.

Recently establishing Vantreo Insurance Brokerage's operational framework and sales team, Steve has a broad business background with more than two decades of first-hand experience as a business owner and manager. He built his own business, increased revenues ten-fold, and then sold it to a national corporation. He then built a sales team in the telecom industry with bottom-line results far in excess of industry benchmarks. Following that, he served as President of a national manufacturing company.

In addition to being a past board member of the Santa Rosa Chamber of Commerce as well as a participant in the Chamber's Leadership Santa Rosa program, Steve's commitment to serving our community is underscored by his many years of service with United Way. Steve just completed a two year term as Chairman of the Board of United Way of the Wine Country. Steve is passionate about serving the community and helping others.