

PROFESSIONAL EXPERIENCE (continued)

CHARLIE'S PRODUCE CO., Seattle, WA

May 2009 –Dec 2009

Sales Manager, Anchorage, AK

The largest locally owned private Northwest produce and processed food wholesaler with over 850 employees in eight Northwest states.

Led the Charlie's Produce sales division in Alaska with revenues exceeding \$16MM annually. Created monthly and annual forecasts and budgets. Developed sales plans and performance measurement programs. Managed and reviewed financials statements and sales, activity and productivity reports. Recruited, trained and evaluated all sales and service personnel.

- Successfully opened and expanded market penetration into Fairbanks Northstar Borough, adding an additional \$1.8 in annual sales potential.
- Developed sales and customer service performance accountability programs & sales tracking tools.

ALASKA DISTRIBUTORS CO., Kent, WA

Dec 1991- May 2009

State Sales & Marketing Manager, Anchorage, AK

One of Alaska's largest wholesalers with more than 200 people and over \$105MM in annual sales. Alaska Distributors Co. was the 21st largest privately held company in Washington.

Led the Alaska Distributors division in Alaska with revenues exceeding \$105MM annually. Created forecasts and sales plans for division on a statewide basis. Managed and reviewed financial statements and revenue activity reports. Developed and managed marketing budget of over \$25MM annually. Recruited, trained and directed a team of over 100 people across sales supervisory, marketing, sales, administration, merchandising and draught services in 11 geographic cost center areas, servicing over 1000 accounts.

- Named as successor to VP/General Manager role in 2002 as part of Company succession plan. Company sponsored the completion of my Masters Degree as part of succession planning process. Was integrated into more detailed operations, finance, and HR issues in past 6 years in preparation for eventual transition.
- Grew divisions market share and gross profit percentage for 10 consecutive years
- Assisted team in successfully implementing and integrating new V.I.P operating system across all branches of the company.
- Upgraded and implemented sales training and orientation systems for sales divisions statewide. Assisted in development and analysis of internal company programs, policies, & procedures across areas of Human Resource, payroll, operations and accounting.

PROFESSIONAL EXPERIENCE (continued)

GREAT SOUTHERN CONSTRUCTION, Boca Raton, FL 1988-1991
Privately held South Florida commercial construction company specializing in full service commercial site development projects.

Project Manager

Guided construction development company in building commercial projects across South Florida, all under budget and ahead of scheduled completion targets. Handled all aspects of vertical and horizontal construction projects and site development from design and analysis of projects, sub-contractor selection, critical path method activity scheduling, on-site job supervision, building code compliance, quality control, and employee and subcontractor scheduling. Reviewed and managed financial statements and activity reports. Managed and maintained all job costing and employee files and profit& loss budgets. Led expansion of company from one with all subcontract employees to one with 25 plus employees on payroll. Developed job descriptions, evaluation program and processes for newly created positions.

Key Projects for Great Southern Construction -

- The Boulevard Shoppes, a 215,000 SF strip mall in Port St. Lucie, FL
A \$26MM project involving site clearing and development through custom tenant finishes.
 - A 467-unit luxury apartment complex in Pompano Beach, FL
Took over this troubled \$54MM project when previous contractor was fired for poor performance. Repaired deficient work and completed project within customer deadline & budget.
 - Gardens Medical Office Park, a 3 story, 150,000 SF medical offices building in Palm Beach Gardens, FL. A \$12MM shell construction project utilizing pre-cast slabs.
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BRAG ENTERPRISES, Anchorage, AK 1984-1988

Owner/Operator

A self-owned residential contracting, construction and maintenance services company specializing in residential remodel construction and commercial property maintenance.

PERSONAL/VOLUNTEER EXPERIENCE:

- Alaska Worker's Compensation Board Member – appointed by Governor Mike Dunleavy in March 2019 for a 3-year term
 - Member – Resource Development Council Alaska -2012 – present
 - Board of Directors, Alliance for Support of Oil & Gas Industry – 2016 - present
 - Executive Committee, Alliance for Support of Oil & Gas Industry – 2018 – present
 - Alliance for Support of Oil & Gas – VP of Government Affairs/Incoming President
 - Member – Alliance for Support of the Oil & Gas Industry-2012 - present
 - Member – Anchorage Economic Development Council – 2012 – present
 - Member – Alaska Miners Association – 2012 - present
 - Past President of the Board of Directors – Anchorage Glacier Pilots, Inc. - 2008-2009
 - Manager & Head Coach – East Anchorage High School Baseball – 2003-2009
 - Manager & Board Member – City View Little League – 1991- 2004
 - Board and Advisory Member – Boy's & Girl's Club Southside – 2003 – 2004
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