

## **PROFESSIONAL EXPERIENCE**

### **MOVED TO SANTA FE, NM**

**September 2005 - Present**

Spent the first two and ½ years building a personal residence (adobe) and developing knowledge and skills in building energy efficiency and construction. Completed RESNET HERS Rater training and was certified in November of 2008 through Kansas Building Science Institute.

Established EverGreen Energy Solutions January, 2009, to perform energy audits and ratings in Santa Fe, NM, and surrounding area. Business mission and plan is to assist builders and homeowners in building energy efficient homes, qualify for the New Mexico Sustainable Building Tax Credit through both Build Green NM and LEED-H, Energy Star Homes certifications, Builders Challenge, meeting the new Santa Fe Green Building Code requirements, and any other new green/sustainable programs that are developed.

### **DTN Market Access, Inc.** **New York, NY**

**December 2002 – June 2005**

Product Development Consultant and Director Sales, New York

DTN is vendor of real time information primarily to the Energy and Agriculture sector. DTN desired to move into the Financial sector. My challenge was to direct product enhancement that would meet the demands of the Financial markets primarily in NY and Chicago. Also, established a sales office in NY.

### **Early Retirement**

**2002**

EARLY RETIREMENT in December 2001 and traveled across the US looking for our next adventure. I was encouraged in December of 2002 to assist DTN develop its product line, see above, and put retirement on hold.

### **CQG, Inc.** **New York, NY**

**April 1988- December 2001**

Executive Vice President, Director Global Sales and Marketing, 2000

Responsible for managing sales, sales support, application specialist and marketing teams globally. This included all budgeting, bottom line accountability, performance metrics, process streamlining, training, and product pricing and packaging.

- Selected as part of the Corporate Leadership Team in June 1999 to reorganization and restructure CQG into a process oriented organization.
- Increased annual global revenue by 12% to \$50,000,000 by December 2001.
- Sponsored cost reduction project that will reduce the cost of sales by 12%. Overall Leadership Team increased net profit by 15%.
- Sponsored streamlined sales contract document processing into an electronic format. Will ultimately provide for processing contracts on line.
- Sponsored and lead successful negotiation and acquisition of critical news and market data services projects (Dow Jones News and BTec fixed income data).
- Lead NY 911 team in the reestablishment of service to CQG customers and CQG office.

Executive Vice President, Director North American Sales, 1998.

Responsible for sales, sales support and application specialist teams in North American. This included budgeting, bottom line accountability, performance metrics, sales training and new product pricing.

- Expanded same successful techniques used to increase revenue as Eastern Regional Manger to Chicago and Colorado offices to grow North American Revenue to \$33,000,000 per year by the end of 2001.
- Consistently met and exceeded US sales projections.
- Restructured sales team to successfully target the energy market which resulted in a 400% increase in terminals to the energy sector over a 2 year period.
- Sponsored development and marketing of 'advanced options' trading feature which generated an additional \$800,000 in annual revenue.
- Streamlined the commission reporting system which resulted in additional performance metrics.

Vice President, Eastern Regional Manager, 1988.

Hired by CQG in 1988 to develop the institutional financial market in NYC into a major profit center. Responsibilities included the all office operations including hiring of technical and sales staff, budgeting, bottom line accountability, data com and facility management.

- Increased annual revenue by 400% to \$11,000,000 per year by the end of 2001.
- Successfully developed CQG as a major institutional market data vendor in the NYC market.
- Lead the expansion of CQG data offering to reach beyond its traditional position in futures including FX, Fixed Income and stocks.
- Introduces the concept of the Application Specialist to lower the disconnect rate.
- Viewed as best managed CQG office by corporate headquarters.

**Shearson Lehman Mortgage, Inc.****1987****Phoenix, AZ.**

Production Manager - Hired to assist in complete reorganization of Phoenix branch office. Responsible for hiring, training, and managing residential mortgage loan officers servicing the Phoenix, Mesa and Scottsdale areas.

**Lomas & Nettleton Company, Inc.****1985-1987****Phoenix, AZ.**

Senior Loan Officer and Reorganization Manager -Hired to assist in completely reorganization of the office, the largest residential loan operation in the Phoenix metro area. Responsibility included hiring all new staff of 20 and relocation of the office. Primary function once reorganization was complete was as Senior Loan officer originating residential mortgage loans.

- Consistently generated \$1,500,000 in loans per month.
- Top producer among all offices in 1986.
- Chosen in 1987 to develop loan feasibility studies for the residential construction and development of project in Petaluma, California.

**First Western Mortgage, Inc.****1983-1984****Aspen, CO.**

Loan Officer and REO Management -residential mortgage loan origination, processing and closing. Managed foreclosure and REO liquidations. Held a Colorado Real Estate Brokers License. First Western was the resort division for Fort Worth Mortgage in Aspen.

- Only sales representative on team of 8 that closed over \$5,000,000 in loans per month.
- Successfully assisted establishing a new office in Park City, Utah.

**GOLDEN MEAN INDUSTRIES, INC.****1976-1985****Aspen, CO.**

President and owner/manager. Developed and built residential real estate projects. Class A licensed general contractor in Glenwood Springs, Carbondale, and Aspen. Build speculative solar homes Other activities included commodity hedge trading to offset building business risk and mortgage brokerage. President of the local HBA in 1983 & 1984.

**RETURNED TO SCHOOL.****1972-1976**

See education

**SNOWMASS RESORT ASSOCIATION****1970-1972****Aspen/Snowmass, CO.**

Director of Marketing - Directed and supervised staff for all marketing, convention, and reservation operations of a major resort. Directed advertising agency. Snowmass Resort Association was established by the Snowmass American Corporation to take over management as the developer phased out.

Snowmass Villager Edited and published the Snowmass Villager, the resort news monthly.

**SNOWMASS AMERICAN CORPORATION &  
JANSS CORPORATION****1967-1970****Aspen/Snowmass, CO.**

Marketing Manager – Part of original management development team that partnered with the Aspen Skiing Corporation to plan and develop the Snowmass Ski Resort, a major real estate and tourism marketing project. This was a team development approach and used Critical Path Project Management technique. Rose from Skiing Events Manager to Publicity Supervisor (1967) to Marketing Manager (1968). Also, managed an apartment building for developer.

**ASPEN HIGHLANDS SKIING CORPORATION  
Aspen, CO****Winter 1966-1967**

Public Relations Manager and Coordinator of Ski Competition events.

**FORMAL EDUCATION**

MASTERS OF BUSINESS ADMINISTRATION, June 1976, NEW YORK UNIVERSITY.

Major - Finance/Economics. Courses included Futures Trading. Thesis - The Management Game.

BACHELOR OF SCIENCE, May 1974, College of Business, UNIVERSITY OF COLORADO.

Major – Business (Finance/Real Estate concentration), Minor Engineering. Honors: Magna cum Laude.

**ORGANIZATIONS, MEMBERSHIPS & LICENSES**

- RESNET certified HERS Rater 11/2008 and Green Rater 3/2009. Also, certified for tax credits and Habitat for Humanity Volunteer.
- NAHBGreen Verifier 4/2009
- Member of Santa Fe Area Home Builders Association and Green Building Council.
- Recently joined USGBC and USGBC NM.
- Participate in the City of Santa Fe's committee developing the Green Building Code for remodels and renovations.
- FOUNDATION FOR FREE FLIGHT. Trustee– 2001 to 2008. Current secretary of foundation. President of foundation from 2005 to 2007.