

## Experience and Accomplishments

**Summary of specialties:** Public agency liaison, public speaking and media relations, private and public sector fundraising, administration and contract negotiation. Recent transaction partners include Hewlett Packard, Pacific Gas and Electric, State of California, Peninsula Open Space Trust.

### Government Relations Coordinator 2008-present

Providing project planning, development and process guidance for communities and public agencies locally and regionally.

Current client: City of Palo Alto

Current project: Analyzing High Speed Rail as proposed for Palo Alto and the SF Peninsula. Facilitating public discussion of community and regional impacts associated with HSR.

### Sempervirens Fund - Executive Director, 1999 - 2008

#### *Accomplishments*

Directed land resource acquisition and implemented fundraising campaigns securing \$26.5 million, meeting all deadlines early by obtaining funds from private donors, foundations, corporations and public agencies

- Completed California's [first forest carbon credit project](#) in partnership with PG&E to utilize land protection and preservation resources exclusively to fight global climate change.
- Negotiated, funded and purchased over 3,100 acres of forest watershed lands in 20 transactions which were conveyed to the [California Department of Parks and Recreation](#) and community water districts for resource protection and domestic water production.
- Purchased properties with historic public right of way access and transferred them to California State Parks. Settled encroachment and easement disputes.
- Assisted donors to create new charitable remainder trusts and established new investment policies for historic trusts.
- Provided grant funding and support for three statewide conservation bond initiatives.
- Tripled organizational land acquisition cash reserves.

#### *Management*

- Provided administrative oversight for all agency functions and programs.
- Managed organizational financial assets, including all real property, investments and commercial holdings.
- Prepared annual budget and quarterly projections. Maintained annual operating/program ratio of 10% or less.
- Secured income property tenancy and management contracts and monitored direct real estate positions.
- Formulated and implemented a strategic planning analysis to capitalize on new opportunities and to set strategic asset allocations.
- Provided oversight and supervision for staff and volunteers to attain program and budget objectives.
- Served as the organization's spokesperson for press, stakeholders, political and special events.
- Recruited and trained new trustees and staff members.

## **Independent Consultant - 1997-1999 Clients**

### **City of Monterey**

- Developed collaborative fundraising partnership strategies with California State Parks and the [David and Lucile Packard Foundation](#) to obtain \$15 million for the [Window on the Bay](#) project, also known as Monterey Bay State Park. Funding was used to acquire several commercial beachfront properties, remove old structures, protect shoreline resources, restore the public beach viewshed, and enhance recreational use of the area.

### **Laguna Seca Recreation Area, SCRAMP/Monterey County Parks Department**

- Negotiated a 30 year master lease for the [Laguna Seca Recreation Area](#)
- Helped develop capital investment plan to fund Laguna Seca's real property redevelopment programs.

## **The Big Sur Land Trust (BSLT) - Executive Director, 1980-1998**

### ***Accomplishments***

- Completed 75 land transactions, which preserved over 15,000 acres of scenic coastal property.
- Negotiated terms and conditions of conservation easements and purchases, in collaboration with the BSLT Board of Directors. Public transaction partners included California State Parks, Monterey Peninsula Regional Park District and the City of Monterey.
- Established the Big Sur Land Trust as a leading Central California non-profit land conservation entity.
- Built asset value from startup (1980) to \$32 million (1998).
- Assisted with the development of two statewide bond initiatives, Propositions 70 and 117, which have provided \$45 million to Monterey County for conservation purposes.
- Managed real property and enforced conservation deed restrictions.
- Assisted the California Coastal Commission and Monterey County with Local Coastal Plan implementation and EIR interpretation.
- Co-founded the California Land Trust Council.
- Supervised creation and development of a 1,000-member donor base.
- Facilitated the establishment of new charitable remainder trusts.

### ***Management***

- Developed BSLT printed materials including brochures, newsletters, press packages, etc.
- Supervised staff members/volunteers and preparation of monthly financial statements and annual audits.

## **U.S. Forest Service - Public Information Officer 1976-1979; Seasonal Assignments, 1969-1976**

- Participated in diverse public land management activities and program planning for the Inyo, Shasta-Trinity, and Los Padres National Forests. Carried out special assignments on other National Forests.
- Responsibilities included, timber and fire management, recreation planning, EIR preparation, conducting public hearings, developing visitor information and educational programs, facility maintenance, trail construction and maintenance, avalanche control, agency administration and other public land management activities.

## **Education**

### ***Bachelor of Science, Iowa State University***

- Major: [Forestry/Resource Development for Outdoor Recreation](#), a multi-disciplinary curriculum focused on land resource protection, public administration and outdoor recreation management.
- Minor: [Journalism](#). Emphasis on public relations.

## *Continuing Education*

Courses and specialized training at:

- [Monterey College of Law](#) in land use planning, public policy development, and real estate law.
- [Land Trust Alliance](#) in public relations, land use planning, fund development, conservation easement drafting and negotiation, human resource management, accounting, tax law and land stewardship.

## **Community Service**

Current board member, [Palo Alto Rotary](#);

Current Lay Leader, [First United Methodist Church](#), Palo Alto

Human Resources Review Team, [Monterey County](#), 1997

[Asilomar Task Force](#) member, California State Parks, 1993-94

Board Member, [The Land Trust Alliance](#), 1989-1995

Board Member, [Pacific Grove Unified School District](#), 1990-92.

## **Interests**

**Outdoor sports:** Bicycling, hiking and mountain climbing.

### **Choral Music:**

Current performing member of the [Bay Choral Guild](#), Palo Alto.

Performing member of the [Carmel Bach Festival](#) 1980-1998

Founding and performing member of [I Cantori Di Carmel](#) 1980-1998