

SUMMARY SKILLS

Proven leader in managing people, projects, and ideas for outcome-driven results. Combines business development experience in emerging technologies with MBA level management skills. Motivated to scale organizational impact through effective communication and teamwork.

WORK HISTORY

2018–2021 *Program Director, Alaska Ocean Cluster, Anchorage, AK*

Developed and managed state-wide program to grow Alaska's ocean economy.

- Founded the Blue Pipeline Incubator for early-stage ocean-based businesses. Highlights from the first cohort included: four graduating companies, \$1.6 million raised, one provisional patent filed, invention of the year award at the University of Alaska Fairbanks, and semi-finalist at the Alaska Angel Conference competition.
- Lead author of a \$1.2M EDA Build to Scale grant awarded to create the Blue Pipeline Venture Studio working with early-stage businesses in the ocean industries.
- Established partnerships with other ocean clusters, including the Iceland Ocean Cluster, Maritime Blue, and TMA Bluetech.
- Partnered with the University of Alaska in support of the Alaska Blue Economy Center, an interdisciplinary effort between the College of Fisheries and Ocean Sciences, the School of Management, and the Alaska Center for Energy and Power to develop Alaska's maritime and aquatic industries.

2014–2017 *Director of Business Development – Alaska, Blue Evolution, LLC, San Francisco, CA*

Managed an Alaskan-based team to initiate a seaweed aquaculture industry in the state.

- Worked closely with State of Alaska agencies to develop permit protocols for seaweed-based hatchery and aquatic farm operations. Permitted two commercial seaweed hatcheries and an offshore aquatic farm.
- Created a public-private partnership with the University of Alaska to develop the state's first commercial seaweed hatchery and supply seed for research and commercial farms.
- Part of the team that secured and implemented the state's first Cooperative Research and Development Agreement (CRADA) with National Oceanic and Atmospheric Administration (NOAA) to open a scalable commercial seaweed hatchery in Kodiak City.
- Contributed to successful ARPA-e MARINER grant application for \$3.7M in collaboration with the Woods Hole Oceanographic Institution and the University of Alaska to develop replicable scale model farms for the cost-effective production of seaweed.
- Built network of third-party seaweed farmers to supply Alaskan seaweeds.
- Assisted with brand development for vertically integrated seaweed-based food products.

2010–2015 *Co-Founder/Managing Director, Continuum Industries, LLC, San Francisco, CA*

Launched and managed turnkey lighting efficiency project development company.

- Developed streetlight financing and project pipeline with the Global Cleantech Cluster Association (GCCA) and P80 Group Foundation of institutional investors.
- Initiated and oversaw a study conducted in partnership with the Northwest Energy Efficiency Alliance, the Department of Energy, the City of Seattle, and the Virginia Tech Transportation Institute to measure next generation LED streetlights and control systems in support of IESNA and CIE criteria development in North America and Europe.
- Assembled strategic partnership with lighting design firm Clanton & Associates in Boulder, CO, and clean energy financiers Renova Capital Partners in Denver, CO.
- Responsible for all aspects of a start-up business.

EDUCATION

2008 *Presidio Graduate School, San Francisco, CA. M.B.A. in Sustainable Management*

1998 *Lewis and Clark College, Portland, OR. B.A. in History and Sociology/Anthropology*