



Background

Demonstrated leadership in management, organizational restructuring and recruitment, spanning a host of industries and fields including telecommunications, transportation, real estate, gaming, and privatization initiatives.

Achievements

University Capital Management, Inc.
Sacramento, California
January 2012 to Date

Aina Le'a, Inc.
Waikoloa, Hawaii
April 2015 to July 2015

- Spearheaded and assisted in the preparation of two initial public offerings, West Coast Realty Trust, Inc. on behalf of Mr. Jeffrey Berger and Aina Le'a, Inc., respectively,

General and Property Manager
Auburn Blvd Self Storage
University Capital Management, Inc.
Sacramento, California
February 2007 to December 2011

- Reporting to Mr. Jeffrey B. Berger, President, University Capital Management, Inc., responsible for the roll-out and management of 5384 and 5396 Auburn Boulevard. Included project management in final stages of construction; building certification; ongoing physical and structural inspections of building and equipment to meet fire, safety and climate control specifications; recruitment of staff; production of policy and procedural manual; fiscal reporting and document production standards; and marketing promotion.

Consultant and Member of the Board
People's Advocate, Inc.
Sacramento, CA
December 1997 to Date

- Reporting to and with the assistance of the Executive Director, Mr. Ted Costa, the President of the Board of Directors, et al, responsible for analyzing the size and servicing of the total debt of the State of California, including the degree and nature of external borrowing practices coupled with the impact of long- and short-term financing on the debt, and the extent to which excluding "off-budget" activity contributed to the total debt. The resulting disclosure, among other issues, served as the foundation for Peoples Advocate to proceed with sponsoring the special election held in the State of California in the fall of 2003. People's Advocate, a non-profit political advocacy organization, was established in 1987 by Paul Gann and is probably best known for Proposition 13, a property tax initiative.

Consultant
Communications and Business Development
The Hinton Group and Casino Cruises Corporation
Las Vegas, Nevada and Marco Island, Florida
February 1995 to February 2007

- Reporting to the President of an independent investment banking firm, responsible for performing on-site due diligence and market research; developing investor packages; business plans; and presentations to raise capital on behalf of clients in preparation for a public offering. Included the preparation of placement memorandums and dealing with legal and securities counsel, broker and investor communities, as required. Focused on the development of real estate commercial and resort properties throughout Mexico, the Bahamas and the Dominican Republic.

Consultant
Commonwealth Equity Trust (CET)
Commonwealth Equity Trust USA
CalREIT
August 1990 to December 1994

- Reporting to the Chairman of the Board, reviewed policies, practices and procedures related to organization, management and financial operations of a family of publicly held real estate investment trusts (REITs). The largest of these was Commonwealth Equity Trust with revenues in excess of \$500 M. Analysis entailed ongoing meetings with a number of the 20,000 shareholders and various broker dealers across the nation.

Consultant
SHL Systemhouse, Inc.
Washington, D.C.
February 1989 to July 1991

- Sampling of clients with Systemhouse, a wholly-owned subsidiary of Kinburn and Associates, a \$1.5 B holding company, included the U.S. Federal Government (the Departments of Defense and Health and Human Services), GTE, Marriott Corporation, Ameritech, and Safeway. At the request of the Chairman of the Board, created teaming arrangement with various corporations resulting in multi-million dollar awards in Canada and the United States.

Manager
Saskatchewan Telecommunications
Regina, Saskatchewan
Canada
October 1983 to January 1989

- Reporting to the President and the Board of Directors, assigned specialized projects related to restructuring a publicly held company employing 4500 people with investments in plant, property and equipment in excess of \$ 1.5 B and revenues approaching \$.5 B in preparation for a competitive, deregulated marketplace. Results included a “skunkwork” to drive business requirements, hundreds of thousands of dollars in cost savings, reduced turn-around time and improved customer service. Portfolios were related to human resources, advertising and promotion, sales and directory, the latter two divisions which contributed to 80% of corporate revenues.

Educator and Consultant
September 1978 to June 1983

- Nominated for the Canadian Teachers' Federation award for most Innovative Teaching Intern. Established first Middle School Journal for educators in Canada. Lectured and wrote on administrative techniques for supervisors and board trustees, teaching methodologies in the classroom and communication strategies. Experience ran the gamut from kindergarten and classroom musical instruction to algebra/trigonometry, and "street-wise" adolescents. Recognized as launching one of the first integrated gifted education programs in rural Canada resulting in an award from the Canadian teachers' Federation.

Professional Recognition Highlights

- Guest Speaker, Department of Transportation, AAMVA Conference, "Business Modeling: Efficiencies of Business Basics in Government", San Antonio, Texas; Coeur d'Alene, Idaho; and Phoenix, Arizona.
- Guest Speaker, Canadian Progressive Conservative Party Annual Convention "Fiscal Restraint Means Just That", Canada.
- Guest Speaker, Canadian Information Processing Society, Annual Meeting, "Egg Salad Sandwiches Again! (or, If You Made It, You Can Change It)", Canada.
- Guest Speaker, Institute of Canadian Bankers Association, Graduation and Awards Banquet, "Deregulation and the Emerging Customer", Canada.
- Guest Speaker, Business Administration, Graduate Studies, Organization and Management, Canada.
- Guest Speaker, Fusion '82, Canadian Bar Association and Ontario Teachers' Law Society, "Business, Education and the Law?", Canada.
- Workshop presenter across the country and author of various published articles related to administration, communications and educational policy, Canada.

Personal Accomplishments

- Appointed board of Directors, Goliath Gaming, Myrtle Beach, South Carolina.
- Elected to the Board of Directors, People's Advocate, Inc., Sacramento, California.
- Appointed to the Editorial Board, California Waterfowl Association, Sacramento, California.
- Awarded "Director of the Year", Junior Achievement of Canada.
- Served as Translator and/or Advance Man on behalf of the Premier of Saskatchewan and the Prime Minister's Office for cultural, educational and health care dignitary events.
- Recognized in Dr. K. Weber's book, The Teacher is the Key, and, in his address to the United Nations.

Education

- Graduate Studies, University of Saskatchewan, Saskatoon and Regina, Saskatchewan, 1980 to 1982.
- Bachelor of Education, University of Saskatchewan, Exceptionality and Administration, Saskatoon, Saskatchewan, 1978.
- Bachelor of Arts, University of Saskatchewan, English, Psychology and History, Saskatoon, Saskatchewan, 1976.