

Brian T. Sheehan Ph.D., P.E.

Rear Admiral, USN (Retired)
Olympic Valley, CA 96146

Building and Leading Biopharmaceutical Operations and R&D Consulting and Board of Directors

Technical Executive Business Leader
Technical Consulting, Engineering, Mentoring, Technology Assessment
Board of Directors, Squaw Valley Public Service District

Profile

Results driven **project executive, board member and consultant** for corporate chemical, pharmaceutical, federal and county organizations. Extensive domestic and international business and chemical/mechanical engineering experience. Scope includes hands-on and management experience for cGMP biologicals, API compounds and combination medical devices. Retired flag officer with management oversight for large multi-disciplinary team readiness and problem solving for federal military and civilian work force. Experienced in working within large and startup corporate for-profit and government cultures. Strong leadership, mentoring, administrative, communication and team building skills.

Major Professional Experience

2010 to present **Serving on Board of Directors of Squaw Valley Public Service District.**
Board is responsible for Squaw Valley water supply, fire department and sewer services.

2007 to present **Independent Engineering and Business Consultant**

Senior business and process development consultant for scale-up and manufacturing of biologicals and medical devices. Extensive background in novel vaccines and delivery systems. Developed technical and business model for "green" conversion of waste soda pop to ethanol biofuel (nanofiltration technology).

2002 to 2007 **Senior Director, Development Engineering**

ALZA CORPORATION (Subsidiary of Johnson & Johnson)
Mountain View, CA

Director of large development engineering group providing cGMP equipment, manufacturing technical transfer and design services to the R&D division and commercial product manufacture. Responsible for 90 direct staff, 50 contractors and operating budget of \$20 million plus capital.

1987 to 1992 **Vice-President, Research and Development**

COORS BIOTECH, INC
Fort Collins, Colorado

Directed development and technical transfer of novel fermentation and purification processes for vitamin and specialty chemical products using rDNA and classical microbial genetics.

1977 to 1981 **Vice-President, Manufacturing and Process Development**

GENENTECH, INC
South San Francisco, CA

Key early technical and business executive responsibilities as Genentech grew from two to over 250 employees. Closely involved in definition and execution of corporate objectives, scientific recruitment and R&D projects. Directly responsible for process development and scale-up of first rDNA pharmaceutical products (somatostatin, HGH, insulin and alpha interferon).

Other work history during the period 1970 through 2000 includes technical management roles at E.R. Squibb, Cooper Development, Process Facilities Inc (Parsons Engineering), Eichleay Engineers and Jacobs Engineering. Details available upon request.

Education

1960	Bachelors in Chemical Engineering Cornell University Top 10% of class
1961	Masters in Chemical Engineering Cornell University
1970	Ph.D. in Biochemistry University of Wisconsin, Madison

Personal Qualifications

Hold **active professional engineering licenses** in states of California and Ohio

Rear Admiral, US Navy Reserve (Ret) -- Engineering Duty designator with Two Stars

Served on active duty as officer in Navy for three years as an instructor at the US Naval Academy, Annapolis, MD. Taught courses in chemistry, engineering materials and physical metallurgy.

Craig Powell

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Profile

Senior executive with over twenty years of progressive experience in sales, marketing, public-sector leadership and board membership, non-profit leadership and board membership, manufacturing, operations, investments, accounting/finance, and line-of-business management.

- Merger and acquisition expert.
- Very successful team builder. Significant "turnaround" experience.
- Multi-plant and co-packer management experience. Global experience.
- Broad and diverse experience in environmental regulation, land-use, and facility development issues.
- Loan officer responsible for developing and managing large investment portfolio.
- Demonstrable record of increasing sales, reducing cost, and improving profitability.
- Excellent communicator and presenter.
- Effective connecting strategic objectives to specific, implementable tactics.
- Creative negotiator. Led collective bargaining negotiations in both the public and private sector.

PROFESSIONAL EXPERIENCE

□ Superior Farms Inc. Roseville, CA 2010-Current

Vice President-Sales and Marketing - Oversees the Company's Sales and Marketing department with direct responsibility for the development and implementation of sales, branding, messaging, and market/product development efforts for domestic and international markets. This position plans, directs, and manages all sales and marketing strategies, functions, policies, objectives, and initiatives.

- Grew sales from \$230 million to over \$300 million in one year.
- Overhauled brand strategy, go-to-market strategy, and pricing strategy for North America's largest lamb company resulting in largest EBITDA in company history.
- Developed and implemented strategy to reclaim lost market share and brand identity on the east coast. By negotiating master distributor agreements and consolidating facilities, Superior Farms has significantly improved profitability and increased brand awareness on the east coast.

□ John Hancock Financial Services. Sacramento, CA 2009-2010

Senior Loan Officer - Corporate credit analyst focused on agribusiness, manufacturing, and tech industries. Major functions included: Credit Analysis and Underwriting, Equity Valuation, Sensitivity Analysis, Financial Modeling, Portfolio Management, Compliance, and Industry Research.

- Originated over \$150 million in private bonds/mortgages.
- Monitored public bond portfolio (food/beverages) and made purchase recommendations.

□ PJ's Rebar, Inc/G&G Rebar, Inc. Roseville, CA 2008-2009

Chief Financial Officer - Officer responsible for finance, accounting, risk management, human resources, and development/implementation of strategic plan.

- Developed and implemented a completely new financial budget/reporting model to enhance PJ's gross margin/fixed cost analysis. Despite a 40% reduction in revenue due to the recession, actually improved financial condition (paid off debt, acquired G&G Rebar, Inc., and reduced credit line borrowings).
- Consolidated G&G's accounting, finance, human resources, contract administration, labor relations, and risk control functions into a new office in Roseville.

□ Pacific Coast Producers, Woodland, CA 2002-2008

General Manager - Top manager in 1,200-employee, \$165 million private label tomato processing business. Turned around crisis situation that was threatening company's viability. Eight direct reports including finance, human resources, engineering, environmental and regulatory compliance, operations, logistics, and quality control.

- Built new management team and overhauled critical business and plant processes. Reduced costs by \$20 million+ over five years.
- Focused capital investment to achieve specific quality improvements and throughput enhancements. Improved gross margins by over 350 basis points despite significant input cost inflation.
- Assumed responsibility for strategic planning process. Overhauled pricing strategy, rationalized sku's, and implemented metrics to highlight products/segments with lower returns. Profit increased by \$4 million in one year.
 - The Produce Exchange, Livermore, CA 1999-2002.

Director of Operations-Led all operational activities in \$125 million privately held fresh produce company including five packaging/distribution facilities and \$15 million transportation subsidiary.

- Changed personnel and processes to enhance service levels and reliability in \$15 million transportation company. Operation went from break-even to \$1 million profit in one year.
- Closed down old Southern California site and developed new facility from "ground up" with developer/partner.
 - Musco Olive Products, Tracy, CA 1997-1999.

Director of Operations- Secured financing and regulatory (HSR) approval for acquisition of bankrupted competitor as leader of the company's manufacturing group.

- Conceived manufacturing strategy that consolidated three manufacturing plants into one large plant and one niche facility. Resulted in \$2 million direct cost savings.
- Developed standard costing methodology and for company.
 - ConAgra, Davis, CA and Helm, CA, 1991-1997.

Multiple Positions- Started as Product Leader in Helm Plant and was promoted several times culminating in multi-plant responsibilities.

<u>Period</u>	<u>Position</u>
1991-1994	Product Leader -Helm Plant
1994-1995	Operations Manager- Helm Plant
1995-1996	Operations Manager-Davis Plant
1996-1997	Assistant Plant Manager -Davis and Helm Plant (responsible for daily activities in both plants).

- Nestle, Hanford, CA, 1989-1991.

Multiple Positions-Progressed through numerous positions including Production Trainee, Production Supervisor, and Shift Supervisor.

<u>Period</u>	<u>Position</u>
1989-1990	Production Trainee
1990-1991	Production Supervisor
1991	Shift Supervisor

Education

MBA- Concentration in Finance and Accounting- 3.8 GPA, Graduate School of Management, University of California , Davis, CA, 1999.

BS-Food Science and Engineering -Graduated "With Honors" University of California, Davis, CA, 1993.

Affiliations/Appointments/Elected Positions

South Placer Fire District (President) Board Member, since 2007.

Granite Bay Municipal Advisory Council- Board Member,2005-2008.

The Family Network, Treasurer/Board Member- since 2007.

Tomato Products Wellness Council- Founding Board Member, 2007.

Bella Vista Christian Academy- Chairman, Implementation and Founding Committee, 2002.

St. Paul's Lutheran Church- Treasurer and CFO, 2000-2002.

Institute of Food Technologists- Professional Member, since 1993.

MIDWAY HEIGHTS COUNTY WATER DISTRICT

P.O. Box 596

Meadow Vista, CA 95722

(530) 878-8096

March 16, 2012

To Placer County Independent Special Districts:

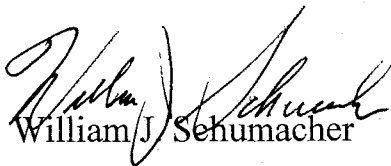
I am seeking your support and vote as the LAFCO Special District Representative.

For the past years I have been your alternate representative for Special Districts at regular LAFCO meetings. I have faithfully attended the meeting and also have attended three statewide LAFCO Conferences in Central and Southern California.

I was mayor of Daly City when proposition 13 passed in 1977. When voters were facing with fewer funds for local services they first looked for government waste, then for Special District consolidation, and then city consolidation with Special Districts. Given the financial crisis that the state is currently experiencing, I anticipate this will happen again. I believe that LAFCO will be the last line of defense for common sense and rational decisions.

I have the energy and desire to represent the Special Districts and request your vote and support. Please find my resume outlining my experience with local government attached.

Respectfully yours,


William J. Schumacher

RESUME

William J. Schumacher
1865 Hillish Rock Road
Meadow Vista, CA 95722
Telephone: (530) 878-6867

CURRENT OCCUPATION

Attorney/Private Practice
Current Elected Board Member Midway Heights CWD

EDUCATION/CREDENTIAL

University of S. F. – Doctor of Jurisprudence
San Francisco State College – AB Degree
City College of San Francisco – AA Degree
Member, California State Bar Association
Credentialed to Teach in CA Community Colleges

RELATED OCCUPATIONAL HISTORY

Governor's Appointment to the S. F. Regional Water Quality Control Board

ELECTED & APPOINTED OFFICES

Police Sargent City of Daly City
Prosecuting Attorney for the County of San Mateo
Department Head Police Science-College of San Mateo
Chairman & School Board Trustee – Jefferson Elementary School District
Mayor & City Councilman – Daly City
12 Years Elected Past Chairman & President, San Mateo County Board of Supervisors
Assigned to San Mateo LAFCo for 5 years - Board Representative in negotiating property tax allocation between county, city and Special Districts.
Attended several CA statewide LAFCo Conferences