



MEMORANDUM

SUPERVISOR BILL CAMPBELL
ORANGE COUNTY BOARD OF SUPERVISORS, THIRD DISTRICT
10 Civic Center Plaza, 5th Floor, Santa Ana, California 92701

714.834.3330

Date: 4/3/09

To: Darlene Bloom, Clerk of the Board

From: Supervisor Bill Campbell

Re: April 7, 2009 Board of Supervisors Agenda: Supplemental Item Request

Bill Campbell
for Patricia Bates

547B

Dear Ms. Bloom,

This memorandum is to authorize a Supplemental Item for the April 7, 2009 Board of Supervisors agenda.

Please add the following:

Supervisor Campbell – OC Animal Care Community Outreach Committee – Appoint Janette R. Thomas to complete term ending 3/31/11

Sincerely,

Supervisor Campbell

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2009 APR -3 AM 11:03
CLERK OF THE BOARD
ORANGE COUNTY
BOARD OF SUPERVISORS

Bd 4/7/09
#S47B

JANETTE R. THOMAS

Executive Summary:

- Experienced marketing, sales and general manager comfortable with sizable P&L responsibility. Skilled in strategic planning and project management.
- Consistently demonstrates ability to successfully bring new products and programs to market. Highly organized and systematic. Results oriented professional who has earned a reputation for delivering significant bottom-line results. (For profit and non-profit organizations)
- Effective communicator, motivator, negotiator and liaison. Recognized for ability to successfully motivate individuals to excel. (Staff and volunteers)
- Professional presentation skills.
- Experienced site plan development manager
- Secured national accreditation for expertise in dog training and behavior

Professional History:

The Loved World Foundation, Los Angeles, CA (2008 – Present)

Chief Executive Officer

- * Started non-profit organization focused on transforming lives of wounded warriors and at-risk youth through working with shelter dogs.
- * Identified and launched 3 training programs (CA Dept. of Corrections and Rehabilitation: Norwalk and Chino and Camp Pendleton in Oceanside.
- * Strategic fund development and marketing programs

Canine Support Teams, Inc., Temecula, CA (2003 – 2008)

Chief Operating Officer

- * Rebuilt a struggling non-profit organization to a prominent organization within the community
- * Developed and implemented a strong community outreach and marketing programs
- * Overall responsibilities included: fiscal responsibility, fund development/grant writing, client liaison, training coordinator, prison program manager and development of new site plan for facility and kennel

Ablestik Laboratories, Rancho Dominguez, CA (1991 – 2003)

Global Sales Manager, Product Manager

- * Responsible for the global strategic planning and fundamental market development.
- * Identified new product opportunities, which have resulted in \$15M in new business.
- * Successfully negotiated multi-year global contracts with major OEM's.
- * Demonstrated annual sales growth of >10%.
- * Developed and implemented strategic/target account profiles.
- * Well recognized as a motivational manager with strong interpersonal skills.
- * Responsible for \$42M sales territory.
- * Extensive international experience
- * Published three technical papers

The Carborundum Company, Niagara Falls, NY (1989 – 1991)

Marketing/Sales Manager

- * Demonstrated annual sales growth of 30%.
- * Successfully enhanced the market presence through extensive sales effort and aggressive advertising campaign.
- * Developed a market development plan for a new ceramic-based technology.

- * Penetrated new market opportunities identified as a result of an extensive network within the microelectronics industry.
- * Negotiated cross-licensing agreements with multi-national organizations.
- * Responsible for the identification and development of global sales organization.
- * Responsible for the development and implementation of all advertising programs.

PCK Technology Div., Kollmorgen Corp., Melville, NY (1987-1989)

General Manager, Product Manager

* P&L management responsibilities for this \$2.5M business division. Performed strategic planning and operations management for the entire business. Effectively re-directed a fledgling organization.

* Successfully created a market presence for a new technology.

* Bottom Line Accomplishments:

- Achieved 70% growth in customer base.
- Achieved 600% revenue increase in 1988 vs 1987.
- Achieve recognition as a market leader

EMCA, Subsidiary of Rohm and Haas Company, Mamaroneck, NY (1980-1987)

Global Marketing Manger, Technical Service Manger

- Directed marketing efforts for all product lines. Organized and managed new product introduction programs. Responsible for development of global marketing organizations.
- Generated \$10 M in new business.
- Prioritized development programs to ensure accurate penetration of new business opportunities.
- Responsible for all promotional and advertising activities, i.e. trade shows, technical literature, professional videos, etc.
- Motivated and supervised applications engineering staff responsible for product development.
- Traveled with sales force providing technical support and follow-up. Noted for strengthening business opportunities at four strategic accounts.
- Principal liaison with customers, sales force, engineering and production departments.

Education:

State University College at Oneonta, NY - B.S. Biology and Chemistry

Additional Professional Training and Seminars:

- * University of Michigan Graduate School: Strategies in Sales Management
- * Karrass Negotiation Course
- * AMA Courses: Negotiation, Sales and Product Management, Finance and other product specific technical training courses.
- * Association of Pet Dog Trainers – annual conferences

Professional Affiliations:

International Microelectronics and Packaging Society (IMAPS)

- * Member, Board of Directors
- * Member, Board of Directors for Educational Foundation
- * International President of the Society: 1989-1990

International Electronic Packaging Society (IEPS)

- * Member, Board of Directors

Council for Certified Pet Dog Trainers – CPDT certification 2002

References:

Available upon request.