

Experience

WIMM Labs

Director of Developer Relations

Los Altos, California

2011 – present

WIMM Labs is creating a new category of wearable technology. With seasoned management and committed strategic investors, the company has not yet announced its specific intentions.

- Define strategies and tools to recruit external developers to create new software apps and hardware accessories for the WIMM Platform.

HOMER Energy

Partner, Chief Operating Officer, and VP of Business Development

Boulder, Colorado

2009– 2010

A spin-out from the National Renewable Energy Lab, HOMER provides software and services to optimize hybrid power systems, focusing on microgrids and renewable distributed electricity generation (RDEG). It has 50,000 software users in 193 countries.

- Coordinated team members, university partners, and consultants to define and create the next generation of software as a service (SaaS).
- Secured seed funding for product development from the National Science Foundation.

Equilibrium Power

Founder and President

Wilson, Wyoming

2005 – 2008

Renewable energy is unpredictably intermittent. This company explored different business models to find an equilibrium between renewable supply and electricity demand.

- Created new analytical methods for aggregating portfolios of renewable energy production to better match electricity demand, and assembled team of statisticians and programmers to create web-based tool for electric utilities.
- Raised two rounds of seed investment .
- Sold intellectual property to HOMER Energy.

U.S. House of Representatives

Candidate and party nominee ‡

Wyoming (At Large)

2004

- Challenged 10-year incumbent in the state's majority political party for Wyoming's lone seat.
- Won 42% of the popular vote: more votes than any member of my political party in Wyoming history to that point.
- Developed platform: fiscal restraint, entrepreneurship, and energy development.
- Recruited team of campaign professionals and volunteers. Raised 10x more funds than previous candidate. Raised more money from private donors than opponent.
- Held 70+ town hall meetings, press events, and debates. Drove 55,000 miles. Knocked on thousands of doors.

Hewitt Ladd Inc.

Principal

Wilson, Wyoming

2003 – 2008

HLi designs and implements strategies for entrepreneurs and investors on venture creation and growth.

- Achieved sales growth of 15% per month as Director of Marketing for OxygenToGo (rental of medical devices to travelers) through channel partners.
- Negotiated contract for anchor customer and acquisition of an e-reader company as Vice President of Business Development for Motricity (leading e-tailer of handheld software, now NASDAQ: MOTR)

Palm Inc.

Platform Evangelist and Marketing Manager

Santa Clara, California

1999 –2002

This early leader in handheld computing and mobile wireless communications produced the PalmPilot and related mobile services.

- Company spokesman to major sales accounts, conferences, partners, and media during company's Initial Public Offering.
- Convinced major internet brands, including Amazon, eBay, and ESPN, to build their first mobile wireless applications.
- Led team to design and launch consumer- and developer-focused marketing campaigns for new handheld devices, operating systems, and mobile services.

Service

Lower Valley Energy Northwestern Wyoming
Board of Directors ‡ 2006 – present
LVE serves electricity and natural gas to 15,000 members around Jackson Hole with an annual budget of \$50MM.

- Revising integrated resource plan (IRP) for power supply and conservation options.
- Vice-chair of associated Jackson Hole Energy Sustainability Project (JHESP).
- Elected by members in 2006; re-elected in 2009.

Bainbridge Graduate Institute Bainbridge, Washington
Adjunct Faculty for capstone Entrepreneurship course 2010 – present
BGI offers an accredited Masters in Sustainable Business Administration to 200 students annually.

Wyoming Small Business Development Center State of Wyoming
Small Business Consultant and Advisory Board ‡ 2003 – present
Funded through federal and state governments, the SBDC provides free business advice to Wyoming entrepreneurs.

Wyoming Business Council State of Wyoming
Board of Directors ‡ 2003 – 2009†
The WBC is responsible for the State of Wyoming's economic development policies and activities.

- Appointed by Governor Freudenthal; confirmed by the Wyoming Senate.

Community Foundation of Jackson Hole Teton County, Wyoming
Board of Directors ‡ 2002 – present
CFJH promotes philanthropic leadership in northwestern Wyoming.

- Chair of emergency fund for vital health and human service providers during the recession.
- Nominated by secret ballot of community leaders.

CLIMB Wyoming Teton County, Wyoming
Advisory Board 2007 – present
CLIMB prepares single mothers – often teenagers – to (re)enter the workforce as a step towards self-sufficiency.

‡ Youngest member in history of organization at induction; † Terms limited by statute.

Education

The Wharton School, University of Pennsylvania Philadelphia, Pennsylvania
Master of Business Administration 1998

- Double Majored in Strategic and Entrepreneurial Management.

The School of Advanced International Studies (**SAIS**), Johns Hopkins University Bologna, Italy and Washington, DC
Master of Arts in International Relations with Honors 1998

- Majored in International Economics with focus on International Technology Policy.

Cornell University School of Arts and Sciences Ithaca, New York
Bachelor of Arts *Cum Laude* with Distinction in All Subjects 1993

- Triple Majored in Biology, Government, and Technical Sociology.

Personal

- Live in Jackson Hole, Wyoming and Woodside, California with wife Laura and dog Tasman.
- Play and coach ice hockey with increasing passion but decreasing speed.
- Tracked grizzly bears, cattle and errant tourists in the wilds of Wyoming.
- Certified farrier from the Oklahoma School of Horseshoeing.