

## Philip Boland

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Business strategy consultant and senior executive with over 20 years' proven experience in accelerating an organization's growth through improved operational efficiencies, enhanced inter-departmental collaboration, open communications and rigorous cost control.

Have successfully managed both domestic and offshore business and facilities operations, spanning such diverse industries as manufacturing, high-technology, wine, agriculture, warehousing/distribution, food processing, and research.

Most recently, as a Consultant CEO, guided a startup company in the alternative energy, waste-to-fuel conversion market to sales contracts in excess of \$150 million in less than one year.

### SUMMARY

- Started, organized, and managed a blended onshore and offshore operation to outsource services for architecture, engineering, building developers, facilities management operations.
- Hired to optimize return for investors of a company in Chapter 7 liquidation.
- Defined a turnaround plan for a winery, including cost cutting, engaging new distribution channels and repositioned the company for solid growth.
- Led a company from receivership to viable operation through major restructuring.
- Streamlined and improved operations and internal communications; increased the next-day delivery rate from 94% to 98%; increased sales 40% in eleven months exceeding corporate goals for sales, gross margins and inventory turns

### EXPERIENCE

**BOLAND RESOURCES, San Rafael, CA** 2002 - Present

*Managing Director*

Consultancy specializing in strategy and market development for small and medium sized businesses; conceived and implemented successful strategies to turn around small and mid-sized companies by redirecting financials, sales, marketing, and operations.

Clients include:

- **ENERGY VISIONS, INC., Sausalito, CA** 2008 - Present

Alternative energy, waste-to-fuel conversion technology

- Managed structure and formation of start-up company that deploys an enhanced German process for converting bio-wastes into high-grade diesel fuel
- Contacted potential clients and made presentations worldwide; pending orders of over \$150 million in the U.S., Central and South America
- Drafted pertinent strategic documents; proposals, company outline, and Business Plan/Executive Summary mission statements

- **eLOGICTECH SOLUTIONS, San Francisco, CA** 2007-2008

Architectural and engineering services company based in Hyderabad, India

- Retained to establish infrastructure to support office and national roll-out; hired experienced staff while developing and implementing new business model attracting multi-national clients in architecture, engineering, building developers, facilities owners, and engineers
- Facilitated long-term alliances between builders and architects through outsourcing of AutoCAD services accelerating plans development and construction documentation

- **SKYSIDE STUDIOS, Novato, CA** 2007

Custom cabinet shop providing environmentally responsible designs and finished goods

	<ul style="list-style-type: none"> <li>▪ Defined, determined, and developed infrastructure for initiation and implementation process for Chapter 7 bankruptcy proceedings; realigned leases and established debt consolidation plan</li> <li>▪ Integrated strategies for reincorporation into independent sales and production companies; Improved return for investors and shareholders by over 100%</li> </ul>	
	<ul style="list-style-type: none"> <li>• <b>GRAPECRAFT WINES</b>, Sebastopol, CA</li> </ul>	2006
	<p>Iconic winery producing fine wines for wholesale case goods sale and for the bulk market</p> <ul style="list-style-type: none"> <li>▪ Established and implemented infrastructure; aligned receivables and payables; re-established failed vendor/grower relations; renegotiated written contracts with growers and consultants</li> <li>▪ Performed comprehensive assessment of and eliminated certain underperforming marketing and distribution alliances; led re-branding of winery; improved sales staff communications which resulted in 27% sales growth</li> </ul>	
	<ul style="list-style-type: none"> <li>• <b>HYDROPOINT DATA SYSTEMS</b>, Petaluma, CA</li> </ul>	2002 – 2004
	<p>Producer of weather-based smart irrigation management for water efficient landscapes</p> <ul style="list-style-type: none"> <li>▪ Led company from receivership to viable operation through major transformation of operations; 2005 revenue of \$12M</li> <li>▪ Managed manufacturing and production of high-tech satellite-based irrigation controller: developed policy, procedures and guidelines for same. Outsourced primary manufacturing and managed in-house assembly, testing, and shipment</li> </ul>	
	<ul style="list-style-type: none"> <li>• <b>ORCO CONSTRUCTION SUPPLY</b>, Woodinville, WA</li> </ul>	2000-2002
	<p>Pro-contractor supplier of building materials</p> <p><b>Branch Manager</b></p> <ul style="list-style-type: none"> <li>▪ Improved operations and communication between departments through open dialogue; increased the next-day delivery rate from 94% to 98%; increased sales 40% in eleven months exceeding corporate goals for sales, gross margins and inventory turns</li> </ul>	
	<ul style="list-style-type: none"> <li>• <b>K&amp;K CONCRETE PRODUCTS</b>, Everett, WA</li> </ul>	1987-1998
	<p>Precast concrete producer serving metro Seattle, WA and surrounding areas</p> <p><b>Operations Manager</b></p> <ul style="list-style-type: none"> <li>▪ Managed operations and sales for pre-cast concrete business</li> <li>▪ Increased sales to existing accounts by 50-150% each; added key accounts annually through referrals and reputation within industry from alliances and vendors</li> <li>▪ Introduced new product lines resulting in a 30% sales growth</li> <li>▪ Acquired allied concrete pre-casting company to face, head-on, competition from national home improvement chain resulting in complete vertical integration</li> </ul>	
	<b>PRIOR EXPERIENCE</b>	
	<p><b>NESTLE’/CARNATION</b>, Oregon and Washington</p> <ul style="list-style-type: none"> <li>• Directed administrative, business and operations for five-corporate division 1200 acre, 22 building facility with 120+ employees and visits by over 50,000 patrons per year</li> <li>• Managed operations for west coast’s largest mill with three-shift production</li> </ul>	
<b>EDUCATION</b>	Fellow, Washington Agriculture and Forestry Education Foundation BA, Psychology, University of Portland	
<b>ASSOCIATIONS AND VOLUNTEER ACTIVITIES</b>	Lecturer, Haas School of Business, University of California, Berkeley American Institute of Architects, Associate Member U.S. Green Building Council, Member; Association of Facilities Engineers, Member	