

Resume

Harry D. Jones

252 S. Sierra Vista Lane, Payson, AZ 85541

harryjoneshdjmg@gmail.com (928) 595-1111

<p>2003-Present Consultant/Owner HDJ Management, LLC Payson, AZ</p>	<p>Engaged by various government units, public utilities, and private industry for advisory and day-to-day management services. Since 2003, have been engaged on three occasions (12-20 months each time) as the Manager of the Pine-Strawberry Water District in Pine, AZ related to daily operations, condemnation proceedings, water resources, financial controls, etc. Since 2012, consulted with propane gas trading business and oil industry service businesses in Houston. Since 2007, have been District Manager of Pine Creek Canyon Portal IV Water District where over \$1 million of deep well, wastewater, and tank projects have been completed, mostly with American Recovery Act stimulus funding. Spent 20 years in Board Chairman and District Management positions with Rim Trail Water District where major construction and upgrades to surface water treatment facilities have been completed with stimulus, WIFA, and USDA Rural Development funding. Spent 10 years positioning Rim Trail DWID and residents to begin settlement talks with Salt River Project for multiple water claims on the East Verde River. In 2006-2007, consultant to private land owner/developer on water development and water rights issues dealing with river water diversions. Managed grant program demand study for use of Blue Ridge water by 14 communities near the East Verde River. In 2007-16 became contract manager/advisor to water districts boards in Beaver Valley, Pine/Strawberry, Tonto Village, and Cowan Ranch. After years of testimony at the Arizona Corporation Commission, raised \$6.4 million to ultimately condemn and acquire for the local citizens the two water companies in Pine/Strawberry, AZ. Appointed by Gila County Board of Supervisors to several board and management positions of governmental entities and as the County's voting/economic analysis/drafting participant on the \$700K Mogollon Rim Water Resources Management Study (2003-2010), a joint project of Town of Payson, Gila County, and Bureau of Reclamation, with U.S. Forest Service and Salt River Project help.</p>
<p>2001-2003 Consultant/Owner HDJ Management Payson, AZ</p>	<p>Provided general management advice and operational services in areas of capital raising, direct sales, market development, human resource management, contract negotiation, business policies, operational controls, accounting, budgeting, customer service, and related areas. Developed cabinet division of a multi-division home construction business, raised \$750K in new capital for expansion of manufacturing and service business in Payson. Twice appointed to Board of Directors of public entities by Board of Supervisors.</p>
<p>1996-2000 President, Simula Composites Corp. Tempe, AZ</p>	<p>Assessed, rebuilt, and reduced costs by over 55% for this commercial products subsidiary of Simula, Inc. (NYSE listed firm). Led management team that developed an economical, lightweight, high-strength line of carbon fiber and glass composite aircraft seatbacks sold to a sister company, Boeing, Airbus, and major airlines. Established 15K sq. ft. manufacturing facility; installed compression molding, routing, bonding, and environmental control equipment; implemented a complete human resource management program and a system of quality control policies; and installed control systems for financial reporting, improved material yields, bills of material, process procedures, inventory management, and engineering documentation. Managed patent and trademark portfolio and completed sale of high-tech bicycle and archery product lines in 1999. Assisted several sister companies with market evaluations (silicon and polyurethane foams), tooling issues, and process developments for quality improvements. Assisted Simula, Inc. Chairman with numerous projects including recruiting Board Members and leasing of 186K sq. ft. production facility.</p>

<p>1985-1994 General Partner Testing Laboratories Limited Partnership Tempe, AZ and Santa Clara, CA</p>	<p>As President of the AEA subsidiary (a military certified electronic testing service laboratory), was intimately involved in marketing, management, recruitment, capital raising, and technology development. Increased sales, quality, labor productivity, and technical capabilities while reducing staff from 120 to less than 70. Designed and acted as general contractor for a new 23K sq. ft. facility. Achieved sole source status with Motorola, Raytheon, and National Semiconductor. Sold this business in 1993 after spinning off (to the existing shareholders) the electronic cooling process that became the core intellectual property right of Thermal Management Corporation. As President of the Thermal Management Corporation subsidiary, directed technology acquisition, product development, and patenting (8 issued) of a high-efficiency cooling process for electronic devices and systems, acquired from AEA in 1990. Completed the business plan, acquisition of capital, product designs, trade show displays, and staffing to commercialize, license, joint venture, or sell the technology. Negotiated sale of demonstrator product line to AT&T in 1993 and the merger of the company and its technology into a large international firm in 1994. Latest \$1.0 million cash investment in TMC was at a \$10 million valuation.</p>
<p>1983-84 President Western Pumping Systems Tempe, AZ</p>	<p>Worked with two partners to develop a new firm engaged in custom design, sales, manufacturing, installation and service of pre-fabricated, high-efficiency water pumping stations (\$5K-\$125K per unit) sold to individual, golf, municipal, and agricultural clients. Supervised marketing, design, electrical and mechanical fabrication, and field service teams. The business met brand-name recognition, sales, and profit goals during its first two years and became the dominant firm in the Southwest prior to its sale to a national competitor.</p>
<p>1970-1982 President/CEO Chambers Belt Company Phoenix, AZ</p>	<p>Built this apparel leather products business over 12 years to the industry leader with over 90% market share in the national retail chain stores. Completed the recruitment, development, and supervision of engineering management; VP's of Marketing, Finance, Operations, and Labor Relations; and the President of a silver buckle and jewelry subsidiary in California. Assisted founder of this family-owned business in negotiating sale of the 300+ person firm to a conglomerate during 1978. From 1975 to 1982, led this 37-year-old manufacturer and in-store service firm to peak sales and profit years. Pre-tax profits on a \$5-\$12 million annual sales base exceeded \$1 million per year for 5 of the 7 years, and exceeded \$2 million in one year. After-tax profits exceeded 8.5% of sales for 6 of the 7 years. Won top award for all 15 subsidiary firms within the conglomerate for profitability and cash flow.</p>

EDUCATION:

Ph.D, Business Administration, Arizona State University. Major in Finance with minors in Economics and Management Sciences. Awarded Harold Stonier Fellowship in Banking by American Bankers Association.

Master of Business Administration, Arizona State University. Emphasis on Marketing and Finance.

VOLUNTEER ACTIVITIES: Since 1980, managed several major upgrades of community water systems, roads, and bridges. Served as Treasurer and then Chairman of fire department in a rural community. Co-chaired church financial programs, building designs, and construction projects. Organized and helped manage US Swimming sanctioned team serving needs of 8-year olds to NCAA team members and Olympic gold medal winners. Served on Countywide project for improved jails and courtroom facilities. Served (with frustration) on Board of Northern Gila County Economic Development Corporation.