



“Networking Toward Prosperity” 2019 WINTER CONFERENCE

Speaker Biographies (in order of WEDA conference program)

Keynote Speaker: Mike Egan, Director, TechSpark, Microsoft



Mike Egan is the Director of Microsoft’s new TechSpark team. This new civic initiative is aimed at fostering greater economic opportunity and job creation through partnership with communities across the nation.

Mike has been with the Microsoft Corporation for over 19 years, and previously served as the Director of Corporate Affairs. He’s been responsible for the company’s external and political engagement, management of the Microsoft Political Action Committee, and hosting of dignitaries and leaders to the Microsoft headquarters in Redmond, Washington.

Mike previously worked in Congress, serving as the Legislative Assistant to U.S. Senator Patty Murray and Congressman Norm Dicks in Washington D.C. 1990-1999, before joining Microsoft’s Corporate, External and Legal Affairs Department.

Mike was raised in Puyallup, Washington, was the state’s debate champion and graduated from the University of Washington, where he was elected the school’s Student Body President and served on the University’s Board of Regents.

Mike has served on the Board of Directors for the University of Washington Foundation, the Good Samaritan Multi-Care Hospital, the University of Washington-Tacoma, the Washington State Fair Foundation, YMCA Youth and Government, the Washington Council for International Trade, and served recently as President of the University of Washington Alumni Association. Mike, his wife Karyn, daughter Mabel-9 and son Jack-6 reside in Newcastle, Washington.

Brian Kraft, Ph.D., Assistant Vice President, Innovation and Research Engagement, Office of Research, Washington State University



Brian Kraft is the Assistant Vice President for Innovation and Research Engagement within the Office of Research at Washington State University. Within this role he is focused on building research partnerships with public and private sector interests that serve to translate innovative research at WSU into meaningful societal impacts. Brian has a long track record of building successful collaborations in areas ranging from research focused on technology commercialization to the development of student training programs to the implementation of organizational change initiatives. Specific WSU initiatives Brian has led include; The efforts to implement the recommendations of the External Review of Innovation and Entrepreneurship, an effort to support and incentivize students and faculty to embrace an entrepreneurial culture; The Scholarly Knowledge, Innovation and Leadership Development Program (SKILD), which aims to provide technical graduate students experience in technology opportunity assessment; The Entrepreneurial Faculty Ambassadors (EFA) Program, which serves as a faculty

networking group to disseminate best practices and connect experienced and aspirational faculty entrepreneurs; The WSU I-Corps site which is a training program for technology entrepreneurship funded by NSF ; The Small Business Development Center, which is an SBA funded program focused on supporting the growth and stabilization of small businesses in Washington. Brian holds undergraduate degrees in Biology and Chemistry, a PhD in Chemistry and has served Washington State University in roles ranging from technology evaluation to programmatic development over the last thirteen years.



Hon. Colleen McAleer, Port Commissioner, Port of Port Angeles



Colleen serves as President of the Washington Business Alliance where she leads the organization to influence the state's processes by applying business principles: A strategic plan with metrics and clearly defined goals. She works with businesses, nonprofits, and policymakers to advance bipartisan problem-solving to unlock our state's potential.

Colleen is also a Commissioner at the Port of Port Angeles. She previously served as the Port's Director of Business Development. After challenging the status quo, she ran for office, and won 59 of 59 precincts to become the first female Commissioner in the Port's 91-year history. They have since won an award from the Coalition of Open Governments.

At the Port, Colleen has spearheaded the Composite Recycling Technology Center, which has received millions in private and public funding to create jobs in rural Washington. Colleen owned and operated a successful commercial real estate office. She is a decorated combat veteran who served 10 years in the Army as a helicopter and fixed wing pilot and as a military intelligence officer.

Kevin Hoult, Certified Business Adviser, Washington State University Small Business Development Center (SBDC), North Peninsula SBDC



Kevin Hoult serves the north Olympic peninsula as the certified business adviser for the Washington State University Small Business Development Center (SBDC). In this role, Kevin works with stakeholders, business owners and community members to develop a resilient local economy. SBDC business advisers help entrepreneurs develop actionable plans and acquire the resources needed to reach their goals. Prior to joining the SBDC, Kevin worked in the technology industry as a commercialization adviser to a global portfolio of software developers. Before going into the technology field, Kevin managed economic development projects in Arctic Alaska. Kevin completed his undergraduate work at Washington State University and earned his MBA at WSU in 2001.

Sarah Truglio, Certified Business Adviser, Kittitas, Yakima & Klickitat Counties



Sarah joined the SBDC network in 2018 with experience in small business development, economic development, marketing and customer service. She serves Kittitas, Yakima and Klickitat Counties in her business advisor role. SBDC Advisors provide in depth business counseling and coaching for new companies and existing businesses in areas such as marketing, financial analysis, business planning and expansion, market research and exporting just to name a few.

Sarah has spent over 6 years with the Kittitas County Chamber of Commerce, managing a successful Business Incubator and 2 Co-working spaces, administering microloan funding for small business financing, providing business outreach and technical support to businesses throughout Kittitas County. She is certified in Business Incubation Management.

Areas of Specialization Include:

- Business startup and management
- Marketing
- Customer service
- Community building
- Business planning



Jonathan Smith, Executive Director, Yakima County Development Association



Jonathan has a Master's Degree in Communication & Leadership Studies from Gonzaga University and a Bachelor's Degree in Public Communication with a minor in Economics from the University of Idaho. Since joining the EDC in 2005, Jonathan has assisted seven companies in relocating to Grant County. These companies have spent over \$450 million in construction of new facilities and have created 280 full time jobs that pay approximately \$14 million in annual wages and salaries

Michael Hass, CEO, PM&P



Michael Hass heads one of the leading international economic development consulting firms. PM&P's is headquartered in Frankfurt, Germany with additional offices in Munich and Berlin. In 2018, PM&P opened an office in Chicago to serve the North American market.

Michael Hass has significant global experience as a management consultant with a focus on marketing and business development for companies and economic development organizations.

For the past 30 years, Michael has been advising economic development agencies around the world on FDI attraction, organizational development, institution building and strategy. This work has enabled him to build close relationships with many European and American companies. Michael advises many economic development agencies including JETRO (Japan), Invitalia (Italy), Marketing Birmingham (UK), Western Michigan, Enterprise Florida, and Basel Area (Switzerland).

Michael delivers FDI training programs around the world which have included sessions in Shanghai, Miami, London, Amsterdam, Frankfurt and Chicago.

He advises large corporations on cross-border business development, international market research and market entry. Two of these companies he helped were DuPont and Emerson. He has conducted investor searches for manufacturing facilities that have been closed or sold by large corporations, including Michelin, Alstom and Terex.



Quinn Butler, Recovery Coordinator, Washington Emergency Management Division, Washington Military Department



Quinn has worked for the Washington Emergency Management Division as the disaster Recovery Coordinator since October 2017. He is the project manager for the Washington Restoration Framework, currently in development, which will guide how our state organizes for recovery following a disaster. He has experience responding to local incidents in Washington as well as being deployed out of state to assist in recovery efforts. Prior to his time at EMD, Quinn worked with the American Red Cross as a disaster preparedness coordinator, with the Department of Oregon Geology Mineral Industries on an earthquake hazard mapping project for the Portland urban area, and with the Washington Department of Natural Resources as a field scientist assistant for the state School Seismic Safety pilot project. Quinn graduated from Western Washington

University with a B.S. degree in Geology and a minor in Disaster Risk Reduction. He lives in Seattle and enjoys backpacking, climbing, and being outside.

Joshua Berger, Governor's Maritime Sector Lead, State of Washington



As the Governor's Maritime Sector Lead for the State of Washington, Joshua works as the liaison between maritime industry stakeholders, the Governor's office, legislature and state agencies. As Sector Lead he focuses on economic development, building public/private partnerships, and ensuring a 21st century workforce. In his role, Joshua is leading Washington Maritime BLUE, the Governor's strategic vision for a sustainable, decarbonized maritime industry alongside the development of a Maritime Innovation Center. Previously, Joshua served as Director of the Washington Maritime Federation and brings extensive maritime industry experience to his position. He earned a Master's Degree from Antioch University Seattle in Participatory Planning. Joshua is also a professional Merchant Mariner having worked in the towing industry and spent six years as captain of the historic schooner *Adventuress*.

Rianne Perry, Manager of Agricultural Market Development & Assistance



Rianne manages the Washington State Department of Agriculture's International Marketing Program and also oversees the agency's Small Farm Direct Marketing and Farm to School programs. Previous positions at the Department of Agriculture have included Policy Assistant to the Director, Special Assistant to the Chief of Staff and Manager of the Specialty Crop Block Grant Program. She has represented the Director of Agriculture on the board of the Washington State Wine Commission since 2013. A native of Washington, Rianne was raised on a small family farm in rural Lewis County. She holds a Bachelor of Arts degree from Western Washington University and is a graduate of the Washington Agriculture and Forestry Leadership Program.



Julia Terlinchamp, Governor's Sector Lead, Director of Life Science & Global Health Development



Before joining Commerce, Julia Terlinchamp worked as Governor Jay Inslee's Northwest Regional Representative, serving Snohomish, Skagit, Whatcom, Island and San Juan counties. While working for the Governor, she focused on stakeholder engagement and coalition building. Prior to that position, she worked in the Bothell Office as Congressional Liaison to Rep. Suzan DelBene of Washington State's 1st Congressional District. She also worked in Washington, DC both on and off the hill. She has a Masters of Public Administration with a concentration in Public and Economic Policy from London School of Economics and Political Science and a B.A. in International Studies from Pitzer College. She was a Fulbright Scholar to Bulgaria where she focused on the sociopolitical implications of Bulgaria's nuclear energy sector while they prepared for EU accession.

Robin Toth, Governor's Sector Lead and Director of Aerospace



Robin Toth has been with the State of Washington, Department of Commerce, since November 1, 2018. Her role is to support the aerospace industry, including new space, unmanned systems and electric aircraft activities. Prior to joining the State, Robin served as the Vice President of Business Development for Greater Spokane Incorporated. In this role, Robin's primary responsibilities were to manage recruitment, retention and expansion activities, government contracting, international trade and entrepreneurship.

Before being recruited to Greater Spokane Incorporated, Robin assisted in leading the City of Spokane's economic development efforts, and was a marketing and communications professional for World Wide Packets, Packet Engines and Itron, Inc.

Robin attended Mt. San Antonio College in Walnut, California, majoring in transportation and received a full scholarship to Grand Canyon University in Phoenix, Arizona. She also attended the Organizational Leadership Course at Eastern Washington University in Cheney, Washington.

In addition to being the past Chair of the Washington Economic Development Association, Robin also participated on the boards of the Inland Northwest Economic Alliance, the Aerospace Futures Alliance, the Washington Military Alliance, Washington Aerospace Partnership and the Washington Clean Technology Alliance.



Brian Young, Director of Economic Development for the Clean Technology Sector



Brian Young brings diverse strategic and operational experience to his role as Governor Inslee’s Clean Technology Sector Lead. He is the point of contact for clean technology companies who want to navigate Washington State’s political and economic landscape. He is focused on developing a prosperous and varied clean tech sector based on the state’s existing strengths.

Prior to joining the Department of Commerce, Brian worked in a variety of clean tech industries. After serving as an officer in the United States Navy, he joined an early stage biofuel start-up that grew into Imperium Renewables, the largest independent US biodiesel producer. After Imperium, Brian created Element Strategic Partners, a clean tech consultancy that led the development of the Washington Clean Energy Leadership Council and worked internationally on sustainability and carbon issues. In 2011, he became a business development manager for a Tri-Cities engineering firm working on nuclear remediation efforts at Hanford and elsewhere within the Department of Energy complex. Brian graduated from Georgetown University’s School of Foreign Service with a degree in Science, Technology, and International Affairs. He has a lovely wife and two precocious young boys. In the winter, you can find him on the slopes at Alpental, where he is a member of the National Ski Patrol.

Candice Bock, Director of Government Relations, Association of Washington Cities



Candice joined AWC in December 2009 and serves as a lobbyist primarily in the areas of public safety and criminal justice, personnel and open government. She has 15 years of experience working in municipal government. Prior to joining AWC, Candice served as City Manager of Carnation, a small town in east King County. Candice worked for the City of Lakewood holding a variety of positions including Assistant City Manager and Government Relations Director. Her work with cities has also included working for the cities of Richland, Washington, and Colorado Springs, Colorado, in the field of economic development. Candice holds a Masters of Public Administration from the University of Colorado.

Mike Ennis, Government Affairs Director, Association of Washington Business



Mike Ennis is AWB’s director of government affairs on transportation and environmental issues, including water resources and air quality. He joined AWB in 2013. Before joining AWB, Ennis was the director of transportation policy at Washington Policy Center, a free-market think tank based in Seattle. Ennis is the author of numerous studies on transportation policy in Washington, including “Five Principles of Responsible Transportation Policy,” “Vanpools in the Puget Sound Region: The Case for Expanding Vanpools to Move the Most People for the Least Cost,” and “Roadmap for Mobility.” His work has been covered in many local and national media outlets, including The Seattle Times, The Wall Street Journal, and Investor’s Business Daily, as well as on CNN and Bloomberg News.

Ennis served in the U.S. Army with the 2nd Ranger Battalion and is currently in his third term on the Enumclaw City Council. He earned his bachelor’s degree from the University of Washington and his Master of Public Administration degree from the Daniel J. Evans School of Public Affairs, also at the University of Washington. He lives in Enumclaw with his wife, Heidi, and their two children.



Cheryl Fambles, Chief Executive Officer, Pacific Mountain Workforce Council



Cheryl Fambles has served as Chief Executive Officer for Pacific Mountain Workforce Council (PacMtn) since 2012. She is an articulate advocate for rural communities, issues of inequity and the redemptive power of work. Cheryl is a Board Director for the Seattle Branch of the San Francisco Reserve Bank, and a Trustee for the Thurston County Chamber and Capital Medical Center. She represents workforce issues on the Governor's Poverty Reduction and Military Transition Council. She has longstanding involvement with SafePlace Shelter, the YWCA and Women United of Thurston County. Cheryl completed her Master's Degree in Public Administration at Baruch College in the CUNY system and a Senior Executive certificate at Harvard's Kennedy School of Government. She graduated from the Evergreen State College and lives in West Olympia on Eld Inlet with her husband and bossy cat.

Eric Johnson, Executive Director, Washington Public Ports Association



With a 30 year history with the Washington Public Ports Association, Eric Johnson was appointed Executive Director in January 2009. As Executive Director, he represents port interests to state and federal elected and appointed officials, as well as with international and domestic business, trade and investment interests. He is responsible for directing the day-to-day operations of the Association, including administration, budget, communications, policy and strategic planning functions. Eric joined the Washington Public Ports Association in 1988 as the Environmental Affairs Director and was promoted to Deputy Director in 2006.

Eric holds a bachelor's degree in biology and political science from Pacific Lutheran University, and a Masters of Public Administration with a concentration in environmental policy and natural resource management from the University of Washington. Prior to joining WPPA, Eric worked for the Washington State Senate. A native of Washington State, he lives in Olympia.

Mellani McAleenan, Director of Government Relations and General Counsel, Washington State Association of Counties



Ms. Mellani McAleenan joined WSAC as the Director of Government Relations and General Counsel in September 2018. Mellani has worked in government relations since 2000, most recently as Director of Government Affairs for the Washington State Dental Association. Mellani has also represented the state judicial branch of government as the primary legislative advocate for the Board for Judicial Administration, Administrative Office of the Courts, and Supreme Court. Prior to her work with the judicial branch, Mellani advocated on behalf of the business community, including six years as a Governmental Affairs Director for the Association of

Washington Business. Mellani earned her Doctor of Jurisprudence degree from Seattle University and her BS in Human Services from Wayland Baptist University.



State Senator Lynda Wilson (R-17- Vancouver/Clark Co.), Ranking Member, Financial Institutions, Economic Development & Trade Committee



Lynda Wilson was elected to the House of Representatives in 2014 and to the Senate in 2016. She brings a wealth of real-world knowledge to the Legislature. Lynda has years of experience in the private sector, a strong commitment to community service, and a passion for reform. In addition to graduating with honors from Evergreen High School and attending Clark College, Lynda is a graduate of the Jennifer Dunn Leadership Institute.

Lynda and her husband, Tracy, are owners in DeWils Industries, a third generation manufacturing business serving the United States, Canada, and Japan. Additionally, Lynda has an extensive background in banking. Through her experiences operating a family-owned business, Lynda has first-hand knowledge of the issues many entrepreneurs face in Washington. She is committed to increasing job opportunities, holding government accountable, and reducing unnecessary regulations that hold the economy back.

Growing up on military bases in the United States and Germany while her dad served in the Air Force, Lynda learned early on the importance of service. Whether it was volunteering in her children's schools, or grassroots organizations, Lynda has always led through service.

She has volunteered with the Southwest Washington Search and Rescue Team, C-Tran Citizen's Advisory Committee, National Federation of Independent Business Leadership Council, Association of Washington Business Government Affairs Committee, and through her business is a sponsor of the Clark County Veteran's Court Board. Lynda is also a past chair of the Clark County Republican Party.

In the House, Lynda was chosen to serve as an Assistant Whip for the House Republican Caucus, while serving as the Ranking Minority Member on the Community Development, Housing & Tribal Affairs Committee. She also served on the Transportation Committee, Public Safety Committee, and Joint Administrative Rules Review Committee.

In the Senate, Lynda currently serves as a member of the Labor and Commerce Committee, and Law and Justice Committee. She also is a member of the Joint Legislative Audit and Review Committee, Joint Legislative Oversight Committee on Trade Policy, and Joint Oregon-Washington Legislative Action Committee on the I-5 Bridge. Lynda also is an ex officio member of the Washington State Gambling Commission.

Lynda and Tracy reside in Vancouver. Together they have three daughters, and three grandchildren.



Representative Norma Smith (R-10-Island/Skagit/Sno. Cos.), Ranking Member, Innovation, Technology & Economic Development Committee



Since 2008, Rep. Norma Smith has served the people of Washington state's 10th Legislative District, which includes all of Island County and parts of Skagit and Snohomish counties. She currently serves as the ranking member on the House Innovation, Technology and Economic Development Committee, and as the assistant ranking member on the House Capital Budget Committee. She also serves on the House State Government and Tribal Relations Committee. During her time in office, Norma has been committed to finding positive solutions to the most pressing issues facing the 10th District and the state. She has built and been involved with multiple bipartisan coalitions addressing a number of critical issues.

In 2017, she was asked to help lead the behavioral and mental health portion of the capital budget. Working with a bipartisan team of legislators, record investments across the continuum of care were secured. During the 2018 session, she helped negotiate and pass the first state net neutrality law in the country, which is preserving a fair and free internet, protecting consumer choice, and ensuring entrepreneurs and small business owners can remain competitive globally.

Norma has also been a strong advocate for the adoption of long-term environmental stewardship policies that recognize the responsibility we have to the generations that will follow us. In 2013, she successfully led the effort to secure the final \$3.5 million needed to complete the removal of derelict fishing nets from Puget Sound.

During the 2015 legislative session, she introduced legislation to establish the Joint Center for Deployment and Research in Earth-Abundant Materials. Her bill passed with overwhelming support, putting Washington state on a path toward becoming a leader in advancing the use of earth-abundant materials in clean technologies. These technologies will have a profound impact on the future of our national security, energy independence, sustainability and environmental responsibility.

In recent years, Norma has introduced a number of bills that have been signed into law, giving individuals more control of their personal data and demanding greater accountability and transparency from those who seek to profit from monetizing it.

Norma also remains strongly committed to supporting economic policies that help strengthen the middle class and allow job creators to grow. That means holding state agencies accountable when they are not being fair to small business, fighting to keep energy costs low for families and the production sector of our economy, and supporting responsible tax policies that do not overburden taxpayers.

Norma lives in Clinton on Whidbey Island. She is active in her church and community, and dedicates her time to mentoring young adults. She served for a time on the South Whidbey School Board, and was also honored to serve as special assistant to Congressman Jack Metcalf from 1995-2000.