

# KARI A. SCHUMAKER

530-867-1011 • kari.schumaker.2015@anderson.ucla.edu

## SUMMARY

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### Problem Solver Cultivating Relationships to Achieve Measurable Economic Results

- Achieved over \$2M in savings across 17 years of conducting market research and analysis, improving processes, leading teams, and managing projects and programs.
- Trust builder and strong influencer who manages client relationships and builds consensus to quickly yield results.
- Earned MBA at UCLA Anderson School of Management

#### Key Areas of Expertise

- Client Relationship Management
- Project/Program Management
- Process Improvement
- Public Speaking
- Grant Writing & Administration
- Water and Energy Resources
- Environmental Regulations
- Innovative Thinking
- Market Research
- Analysis
- Environmental Site Assessments
- Cross-Functional Team Leadership

## PROFESSIONAL EXPERIENCE

### Polytechnique Environmental, Inc.

**Bellflower, CA**

Project Consultant

2021 – present

- Provided in-house environmental program support to John Wayne Airport (JWA). Worked with airport staff to identify and target sustainability goals and develop an implementation plan; updated JWA's climate action plan; applied for grants; recommended innovative ideas for pilot programs; guided EV charge readiness study for JWA. **Result:** Secured \$150K grant funds from State of California for a food waste recovery project for JWA. Also, secured an invitation from the Federal Aviation Administration (FAA) to submit a full proposal for \$1.5 M in grant funding from FAA's Environmental Mitigation Pilot Program.
- Conducted business development and outreach including completing proposals and serving as the Project Manager and key speaker on interviews in response to government bid opportunities. **Result:** Successfully secured new \$300K contract with the Orange County Transportation Authority for grant writing and administration. Helped secure contract with LA Metro.
- Provided technical planning support (CEQA/NEPA review, analysis and recommendations), and site investigations/assessment, and sustainability support for Los Angeles World Airports. **Result:** On-time and accurate reports and recommendations for client. Helped client navigate CEQA/NEPA compliance throughout later stages of project development.
- Researched and identified possible outside funding sources for Long Beach Airport. **Result:** Helped client make informed decisions about funding pursuits.

### EnviroApplications, Inc.

**San Diego, CA**

Associate Scientist

2020 – 2021

- Compiled data, performed QA/QC, completed form submittals, and communicated with staff for California UST Fund (Fund) reimbursements for clients. **Result:** Secured reimbursements and resolved Fund-related issues for clients, and reduced company's outstanding A/R
- Prepared applications for clients for funding from State of California reimbursement programs. **Result:** Successful application submittals – funding not yet determined.
- Uploaded reports and data to California GeoTracker database. **Result:** Met regulatory requirements for client projects.
- Performed Phase I Environmental Site Assessments for due diligence purposes in accordance with ASTM Standards. **Result:** On-time and accurate reports for clients
- Assisted with groundwater, soil and soil vapor sampling & testing. **Result:** On-time and accurate reports for clients

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- Conducted business development and outreach including completing proposals in response to government bid opportunities as well as for private sector clients. **Result:** Completed timely submittals, increased networking, and broadened company exposure for potential future work (government bids to-date have been unsuccessful due to not being the low bidder – pricing determined by colleagues).

### Soto Resources

Grants Consultant

Orange, CA

2019 – 2020

- Drafted grant application sections, completed required forms, conducted research. **Result:** Helped team complete timely and accurate deliverables for clients

### ADV-SOC, Inc.

Associate Scientist

San Diego, CA

2018 – 2020

- Served as the Project Manager for ADV-SOC, Inc. as a subcontractor to a large prime contractor on a multi-million dollar statewide Caltrans contract. Gathered data, conducted data QA/QC, conducted field surveys, and drafted technical reports. **Result:** Ensured accuracy and timeliness of deliverables, and demonstrated trustworthiness and value as subcontractor thereby securing greater percentage of overall contract and longer engagement duration for ADV-SOC, Inc.
- Assisted with business development efforts and completed registrations with prime contractors and public agencies **Result:** Helped secure initial work, and partnerships with large prime contractor
- Updated company webpage and capabilities statement. **Result:** Improved, easy-to-navigate marketing materials with key information clearly highlighted

### County of Orange, California

Custodian of Records (2017 – 2018)

Manager of Special Projects & Sustainability (2014 –2017)

Utility Initiatives Coordinator (2013 –2014)

Environmental Engineering Specialist (2010-2013)

Project Manager (2008 –2010)

Grant Administrator (2007 –2008)

Santa Ana, CA

2007 – 2018

- Conducted primary research with 12+ subject matter experts. Initiated and led cross-functional team of 12-20 to establish and continuously improve an employee safety program for ~1,000

### County of Orange, California (continued)

County employees in the OC Civic Center. **Result:** Improved efficiency, improved employee relations

- Convinced management to partner with & implement The Energy Network Program for the County. **Result:** > \$100K in claimed utility incentives and ~\$600K in zero percent on-bill financing for energy efficiency improvements
- Gathered and synthesized data from 22 departments, conducted primary research, analyzed findings and documented environmental sustainability recommendations in a report to management. **Result:** Identified \$1M of potential cost-savings measures
- Developed Excel model to track actual cost-avoidance from 20-year solar power purchase agreement for 3.2 megawatt aggregate solar system. **Result:** Verified & validated vendor's data
- Presented annual trainings to large audiences (>100 people) for the Civic Center Employee Safety Program. **Result:** Increased employee morale & productivity
- Led request for proposals for an automated Public Records Act Request Management System. **Result:** Reduced staff time spent responding to requests, improved customer service

- Implemented automated process for monitoring and tracking verbal assignments from the County's Board of Supervisors to County staff during regular meetings. **Result:** Improved tracking & accuracy, reduced staff time
- Researched, analyzed, and provided recommendations to management on California's Cap & Trade Regulations. **Result:** Reduced \$4M risk of exposure
- Identified and claimed IRS Excise Tax Credits. **Result:** Secured \$300K refund
- Collaborated with cross-functional department heads & other high-level executives. Analyzed high priority initiatives & provided recommendations to Board Supervisor. **Result:** Increased efficiency of decision making & reduced human capital costs
- Identified & corrected ongoing errant utility bill payments. **Result:** \$100K savings
- Developed and implemented process for invoice and deliverable submittals for the County's \$25M South Orange County Integrated Regional Watershed Management Plan (IRWMP) grant. **Result:** Decreased invoice submittal time by ~60%, increased speed of payment

**State Water Resources Control Board**  
Environmental Specialist

**Sacramento, CA**  
2005–2007

## EDUCATION

### **UCLA Anderson School of Management**

**Los Angeles, CA**

Masters of Business Administration, Leaders in Sustainability Certificate

- Global Access Program (GAP) Consulting Project
  - Served as team Client Manager for consulting project with Merus Power Dynamics Oy, a Finnish power quality solutions company **Results:** Improved next generation product & company achieved greater financial stability. GAP Team asked to present project to following year's GAP teams
- Selected as GAP Fellow (Top 5% of Class). Coached three teams through 2015 GAP.
- Elected to FEMBA Council: President, VP Internal Affairs, and Section Rep. Led team of 51 classmates to achieve implementation of FEMBA Program goals. Liaised among students, administration & faculty on important program-related matters.

### **University of California, Davis**

**Davis, CA**

Bachelor of Science - Biological Sciences, Native American Studies Minor

- Regents' Scholar & Integrated Studies Program (Freshman Residential Honors Program)