

William James (Jamie) Foster

(WJF@JF2.com)

Practicing the art and science of planning and doing

Jamie Foster has 25+ years in organizational development, information technology, business development and operations, community and economic development, and other related experiences that bring a plethora of skills for tapping new opportunities and solving rising challenges.

Organizational Development

Seasoned start-up and change agent lead

Member of a collaborative team leading the formation of the predecessor organization to a statewide nonprofit trade association. Continued program and technical support for 15 years, culminating in proposing and managing grant-supported programs up to \$16M as chief operations officer.

Co-developed process and implemented collaborative enterprise strategic planning across a statewide industry, including writing of the plan and plan implementation. Original and three update cycles.

Staff liaison to statewide nonprofit's CFO and Board Finance Committee, providing all reporting and budget preparation materials for board consideration.

Developed and managed a mixed-use, 27,000sf real estate project from construction completion through final permitting, leasing, and 12 years of operations and marketing.

Started and operated a retail jewelry store for 11 years. Developed budgets, managed the finances, lead original construction as well as a mid-course remodel, handled IT and gemological arenas, marketing and publications.

Co-founded and ran a citizens' energy advocacy nonprofit organization: research, writing, public speaking.

Information Technology

IT lead for variety of organizations with diverse IT needs

Responsible for development and maintenance of a sophisticated financial software system leased by trust departments of major banks. Typically 20-person staff responsible for about 2 million lines of code.

Designed, installed, and managed all computer hardware and software needs for a statewide nonprofit trade association.

Developed and utilized technology tools for developing and implementing statewide industry strategic plans involving hundreds of participants across hundreds of organizations.

Designed, installed, and managed all computer hardware/software needs for a mixed-use real estate project.

Designed, installed, and managed all computer hardware and software needs for retail jewelry store.

Established and operated the retail personal computer department of a metropolitan hi-fi store.

Designed and maintained numerous websites for nonprofit membership-based organizations, and often managed their IT needs as well (email, networking, etc.).

Wrote software and associated manuals for faculty and students at a state university.

Business Development/Business Practices

Pro-active leader for business community

President, Pismo Beach Chamber of Commerce. Began visitors bureau, significantly increasing income.

Co-founded the Central Coast Tourism Council, serving on its first board of directors. Designed initial structures and financing plan, and was the organization's first Treasurer.

Served as director on the inaugural board of the Pismo Beach Convention and Visitor's Bureau, supporting design of initial statewide, national, and international business attraction strategies.

Addressed real and potential ethics issues as director and arbitration trainer for Tri-County Better Business Bureau.

Designed and implemented process to hire the Pismo Beach Chamber of Commerce Executive Director.

Webmaster and board member for local operating shortline freight railroad.

Prepared and negotiated contract for the use of space by an outside organization.

Organized inaugural "VIP Auction" event as a fund-raiser for a business improvement group.

Chaired extremely successful stewardship program (+23%) for a local organization including database design and implementation for evaluation.

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Regional/Community/Economic Development

Experienced leader in community and regional development

Ten years as a City Councilmember (Westwood, KS; Pismo Beach, CA) including a short stint as Mayor (KS).

Provided data analysis and graphical reporting on a collaborative team of responses to various roundtable discussion questions and surveys for a county-wide development group.

Co-lead the development of a community-wide consensus to raise the bed tax by three percentage points, two of which for General Fund purposes and one to fund projects developed by a new Economic Improvement Commission for short and medium term capital projects.

Worked on steering committee for a Pismo Beach Rural/Urban Design Assistance Team weekend resulting in plans for the economic development of Pismo Beach. A team of four architectural and design professionals from around the country were brought to town for a long weekend of public "Town Hall" meetings involving hundreds of citizens, then follow-up meetings and report production.

Sat on City/County Participation Committee created to resolve conflicts between cities and the county given new state "take-away" provisions (jail booking fees and tax collection fees).

Participated on Growth Management Committee, ultimately resulting in growth ordinances for Pismo Beach.

Participated in the General Plan update of a coastal community as Councilmember.

Co-founded two major events for Pismo Beach (Western Days, Car Show) now drawing 100,000 visitors.

Strategic planning lead, primarily responsible for data collection and analysis including federal census data for a local nonprofit. Designed and analyzed survey (67% participation).

Began "Presidents' Meeting" to link various Pismo Beach business organizations.

Other Relevant Experiences

Provide programs on a wide variety of gem, jewelry, and earth science topics for elementary and junior high school classrooms, service clubs, church groups, etc.

Develop and teach courses on a myriad of religious topics: "Is God Expanding, Too", "Out of the Ashes", "In His Own Hand", "This Train is Bound for Glory".

Lead geology field trips along Pismo's cliffs for numerous organizations.

Directed the choir and participated in other music activities of a local church.

Assistant Director, middle school drama department (volunteer).

Computer Lab teacher, elementary school (volunteer).

Coached Odyssey of the Mind (now Destination Imagination) teams: six to State Finals and two to World Finals.

Education

B.A. Geology, Carleton College, Northfield, MN, with N.C.A.T.E. accredited secondary-level teaching certificate, 1976.

Professional Work Experience

California Space Authority, Santa Maria, 1999-2010. Chief Operations Officer. Finance, Human Resources, Information Technology, Program Management. Collaborative Enterprise Strategic Planning.

Santa Maria Valley Railroad, Santa Maria, 2007-. Boardmember. Webmaster. Conductor/Brakeman.

Cypress Landing, Pismo Beach, 1986-2000. Development and Property Management.

C&C Jewelers, Pismo Beach, 1986-1997, Partner/Operator.

DST Systems, Inc., Kansas City, MO, 1982-1986. Staff Consultant, lead analyst for software system.

University of Missouri at Kansas City, 1979-1981. Programmer. Information specialist.

Computer-Video Room / Beatty Stereo, Kansas City, MO, 1976-1979. Founder/Manager.

References (Contact information is available)

The Honorable Andrea Seastrand, California Space Authority, Executive Director.

Victoria Conner, Strategic Vitality LLC, Principal.

Rob Himoto, Santa Maria Valley Railroad, Owner/President.