



1/7/2020

To the Board of County Commissioners,

The Registrar of Voters has consulted the Washoe County Voter Rolls and has confirmed that on

December 24, 2019 , the applicant        Michael Hess

was registered to vote at the following address 521 Spencer Way, Incline Village, NV 89451  
which is within the bounds of the Incline Village General Improvement District.

Comments regarding applicant if the above does not apply

1/7/2020

Deanna Spikula, Registrar of Voters

Date

**INCLINE VILLAGE GENERAL IMPROVEMENT DISTRICT TRUSTEE  
APPLICATION OF INTEREST**

(Note: This document and accompanying materials will become public record.)

**Only complete applications will be forwarded to the Board of County Commissioners for consideration.**

**General Information**

**Applicant Name:** Michael Hess  
**Physical Address:** 521 Spencerr Way  
**City:** Incline Village **Zip:** 89451  
**Mailing Address:** 521 Spencer Way  
**Best Contact Phone Number:** 7758326565  
**Email Address:** mike@morshess.com



**I certify, by signing below, the following:**

☒ That I actually, as opposed to constructively, reside at the physical address listed above, which is **WITHIN THE BOUNDARIES** of the **Incline Village General Improvement District**

*You can verify that you live within the boundaries of the Incline Village General Improvement District by visiting the Washoe County Voters [website](#)*

☒ That I am a **QUALIFIED ELECTOR** pursuant to Section 1 of Article 2 of the Constitution of the State of Nevada;

☒ That there is no legal condition, status, or other matter which would prevent me from taking the oath of office as an IVGID Trustee or from holding such an office.

01/06/2020

Signature

Date

**ADDITIONAL INFORMATION**

**Along with this application, you may attach information regarding your background and education such as a letter of interest, a resume, or a statement of qualifications. (For example, you may include information about community work, memberships in various organizations etc.)**

**SUBMITTING APPLICATION**

Your completed application may be delivered in-person to the County Manager's Office, 2nd Floor, Room 201, Washoe County Administrative Complex, 1001 E. 9th St, Reno, 89512 or emailed to [bvujeva@washoecounty.us](mailto:bvujeva@washoecounty.us) by **5 PM, January 6, 2020**. Applicants for appointment must present their government issued ID and be present during the Board of County Commissioners meeting on January 14, 2020 at which the BCC will make the appointment.

## Michael Hess

521 Spencer Way, Incline Village, NV 89451  
6565

Cell 775-848-9375

Home 775-832-

Entrepreneurial, innovative team player who can work across organizations and departments to maximize objectives and performance. A strategic analytic focused on accelerating growth across business lines.

### Areas of Expertise:

Human and Computer Systems  
Teambuilding, Coaching  
Partnering  
Retail Management

Financial and Technical Analysis  
Planning - Strategic and Annual Accounting  
HR - Benefits, development, Merit/performance  
Finance and Accounting

### *Experience and Notable Accomplishments*

Snap Consulting LLC  
Consultant

Redwood City, CA  
**June 2012- current**

Established team and funding capability for development-stage companies. Acted as Interim CEO, COO, CFO and General Manager for multiple companies, building core management and technology teams. Startups included wireless security, enterprise software, web-based products, wireless connectivity, storage systems and video servers. During this time I also have worked many temporary or part time jobs.

Mariah Power

Reno, NV  
**2005-2010**

**Co-Founder, President and CEO**

Developed the business plan, raised funding, built management team and developed the necessary business relationships to complete technology development and product delivery of this renewable energy leader while building distribution. Using my mechanical engineering skills I improved the life of the product from six years to 20 years through changes in design and manufacturing.

Pilot Ventures

Mountain View, CA  
**2003-2005**

**Consultant**

Established team and funding capability for development-stage companies. Acted as Interim CEO, COO, CFO and General Manager for multiple companies, building core management and technology teams. Startups included wireless security, enterprise software, web-based products, wireless connectivity, storage systems and video servers.

etNetworks

Incline Village, NV.  
**1999-2003**

**Co-Founder, Sr. VP, Technology & Operations**

Complete responsibility for developing and delivering DBS and IP-over-satellite systems necessary to support major customers, including IBM, Sun, and Cisco, in education, training, and data delivery on a worldwide basis. Implemented new product on schedule and on budget with less than 6 seconds of downtime in the first year.

Lightwave Microsystems

San Jose, CA.  
**1995-1999**

**Co-Founder, CEO**

- Conceived of company and established infrastructure through self-funding plus raising \$30 million in VC-based capital.
- Hired 100 people and built successful, motivated management team
- Developed product strategy, plus directed business development, sales, and marketing, landing beta customers including Scientific Atlanta, SAIC, Ciena, and Lucent.
- Company received a \$3B offer from Corning

Compression Labs

San Jose, CA.

### **General Manager - Broadcast Division and VP – Engineering 1991-1995**

P&L responsibility for \$130 million Broadcast Division with products consisting of MPEG-2 compliant encoders and decoders.

- Turned around business which had lost money for 3 consecutive years and achieved breakeven, driving sales from \$60 million in \$130 million.
- Successfully introduced and delivered on schedule the first MPEG-2 compliant encoders for use at DirecTV.
- Played a critical role in developing all-digital approach to set-top boxes.
- Converted division products from hardware to software orientation.
- Developed and implemented processes that reduced development time and costs as well as warranty and service costs.

### **Raychem Corporation**

Menlo Park, CA.

### **CFO, Controller**

**1982-1991**

- Hired and developed a staff of 30 professionals to lead company into European and Asian markets.
- Implemented processes and procedures to support culturally diverse and geographically broad sales, engineering, and support organization.
- Raised \$115 million in VC capital, giving up only 5% of equity, through private placement.
- Established and managed departments of Finance, MIS, Facilities, and Administration.
- Established required international legal organization and completed SEC filings.
- Directed controllership function of U.S. Raychem Corporation, including Mexico and Puerto Rico, with \$550 million in revenues, 25 divisions, and staff of 100 financial and accounting personnel.
- Restructured financial function to reduce headcount by 40, decreasing expenses 15%.
- Member of Benefits Committee; implemented 10% cost reduction while increasing level of benefits.
- Developed and implemented plan and reporting process that reduced operating expenses 4% for FY 1985 / 1986 and improved working capital ratios.
- Acted as Business Manager for startup / new-venture divisions.

### **EDUCATION AND TRAINING**

**BS Business Administration** • California State University, Hayward

**MA Management** • John F. Kennedy University

**Executive Engineering Program** • Stanford University

**Certificate in Network Engineering** • UC Santa Cruz

**US Army**

**References upon request**