

January 16, 2024

San Juan County
PO Box 9
Monticello UT 94535

Letter of Interest – Blanding Cemetery District Board

I would like to volunteer to serve a four-year term on the Blanding Cemetery District Board. I am a registered voter in San Juan county, and I live directly across the road from the Blanding Cemetery. I'm attaching an aerial photograph.

My home is in the county, a few hundred yards from Blanding city limits. I chose the property four years ago fully recognizing that the land across the road would someday be developed by the cemetery. I always appreciate how well maintained the cemetery is, and it is one of my favorite places to walk. I will be buried there one of these days, hopefully not any time soon.

I have made a conscious effort when landscaping around my house to set high standards so that visitors to the cemetery will be uplifted by the views across the neighborhood to the beauty of the four corners beyond.

I have a business degree, am self-employed full time as a consultant, and have served on the boards of several non-profit organizations. My resume is attached.

It would be my honor to serve the community on this board. Thank you for your consideration.



Colleen Cayes
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Blanding UT 84511
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STRATEGIC ORGANIZATION AND PLANNING

Colleen Cayes supports leaders who want to build powerful organizations. She is the author of *The 7 Dynamos of Organizational Power*, the essential framework for building an organization capable of fulfilling an ambitious vision and accelerating its growth, profitability, and industry leadership.

Colleen was a founding member of the management team at Conner Peripherals, the fastest growing company in American history in 1987. She specializes in structuring complex projects and organizing large technical teams to execute rapidly and effectively. Colleen has led strategic initiatives within business models ranging from cut flower imports from South America to oil spill contingency plans for the Trans-Alaska Pipeline. She draws upon world-class operations management experience to help leaders structure and manage major new initiatives. Colleen earned her B.A. at Stanford University and her MBA from Harvard.

PROFESSIONAL EXPERIENCE

CLEARLIGHT TECHNOLOGIES, INC. (BOLDLY GO) 2008-present
Consulting for Silicon Valley and other clients on strategic technology and operations initiatives.

APPLIED MATERIALS – SANTA CLARA, CA 2001

Senior Director, Global Operations and Planning, Transistor and Capacitor Group

Responsible to the corporate CFO for P&L results of a \$1.5B business group in a hyper-cyclical industry. Led a culture change and implemented robust business processes in a highly matrixed, newly-reorganized operations group of 450 people; managed new product commercialization, manufacturing, materials, safety, quality, e-business, and facilities. Met profit targets, achieved 100% on-time delivery, and made improvements in quality and cost metrics.

QUANTUM CORPORATION – MILPITAS, CA 1997-2001

Reporting to the Vice President of Corporate Materials, created a new business planning and analysis group and created/revamped two new businesses at Quantum.

- **New Business Development:** Selected and led a group from engineering and marketing to create and validate my new product idea for an ultra-low-cost disk drive. Designed a new business model, completed proof of concept and business plan in 6 months, won \$8 million in corporate funding and engineering headcount of 25. The drive was adopted as its flagship product by the new Consumer Electronics division.
- **Materials Strategy for Key Products:** Managed supplier strategy for a product representing 50% of Quantum hard drive unit volume in 2000; achieved lowest cost disk drive in Quantum history.
- **Business Planning and Analysis:** Hired and managed a group of 9 MBA's and software project leaders to develop and implement supplier management processes, vertical integration analyses, & BOM cost reduction opportunities.





CAYES & COMPANY

Principal

1989-1997

- Enabled Quantum to be first in the industry to make the transition to MR head technology by leading a VP-level, cross-functional technical team to accelerate supplier maturity.
- Designed and implemented production tracking and forecasting systems for Toshiba's \$83 million high capacity disk drive startup in San Jose.

CONNER PERIPHERALS, INC. – SAN JOSE, CA

Founding Director of Manufacturing

1986-1988

Recruited by the Founder to write the Operations and Business Plans. Managed the initial ramp of two high-volume factories in San Jose to support \$113 million in first-year revenues. In 1987, Conner Peripherals was the fastest growing company in the history of American business.

SEAGATE TECHNOLOGY – SCOTTS VALLEY, CA

Director of Manufacturing

1982-1983

Led the start-up of Seagate's first high volume factory in Scotts Valley, requiring technical interface with design and manufacturing engineering, new planning and control systems, and qualification by IBM's zero defects program. Raised yields from 40% to 95%. Planned and implemented the transfer of disc drive manufacturing to Singapore in 100 days with full customer qualification.

Director of Product Marketing

1983-1984

Expanded and reorganized the Product Marketing group to support a company that tripled in size in a year and a half.

OTHER START-UP AND ACQUISITION MANAGEMENT EXPERIENCE

Turnaround of Avery Label Company's custom machine design and fabrication shop, organized by the Teamsters. Improved productivity, quality, cost, and on-time deliveries. Raised morale and implemented new tracking and scheduling systems, inventory controls, and purchasing management systems. Customers included Dow Jones, Estee Lauder, Kraft, P&G, Planter's Nuts.

Wrote first strategic plan for Bendix Forest Products' first major acquisition, Caradco Corporation. Supervised the paint line and created the operations budget.

Designed and managed internal processes for Woodward-Clyde Consultants' environmental impact consulting practice, including nuclear power plant siting, urban runoff abatement, and the trans-Alaska pipeline oil spill contingency plans.

First employee of Sunburst Farms, which became the largest cut flower growing operation in the world and transformed the industry's business model from specialty retail to mass market.

PROFESSIONAL AFFILIATIONS

Bay Area Association for Psychological Type, Board Member 1991-1998

Harvard Club of the Peninsula, Board Member 1990-1993

