

**PROFESSIONAL QUALIFICATIONS  
OF  
KIMBERLY SCHALEK DOWNES  
SALMON VENTURES, LTD.**

Has twenty-one years experience in increasing responsibility in the area of governmental and regulatory relations. Positions held include Aide to a New Jersey State Assemblyman and Mayor, Grants Director, and Chief of Staff for a New Jersey State Commissioner. Before assisting in the formation of Salmon Ventures Ltd., served as Vice President and Executive Coordinator of a major New Jersey based consulting firm.

**EXPERIENCE**

March 4, 2003- Present

Chief Executive Officer, Salmon Ventures Limited, Millville, NJ.

Chiefly facilitated the successful establishment of Salmon Ventures Limited (SVL). Responsible for the coordination of all SVL projects. Organized and currently maintains all financial records relating to SVL. Maintains close working relationships with all SVL clients, who include state and national utility companies, governmental bodies, healthcare organizations, and school districts. Provides professional and individual consulting services to all SVL clients. Attends local, statewide, and national conferences/meetings representing clients' various interests. Maintains productive working relationships with state and federal regulatory commissioners. Coordinates and facilitates fundraisers for local, state and federal elected officials in addition to social events at national conferences for state and federal regulatory commissioners.

August 1997 – March 3, 2003

Vice President & Executive Coordinator, AUS Pathways, AUS, Inc., Mt. Laurel, NJ.

AUS is a worldwide market research and consulting company with corporate headquarters in Moorestown, New Jersey. Responsible for the administrative duties of the consulting firm, including the research and writing of client reports and all billings activities. Worked closely with clients who include state and national utility companies, governmental bodies and school districts. Many functions were in the area of governmental and regulatory relations.

February 1992 – May 1997

Chief of Staff for Commissioner Edward H. Salmon, NJ Board of Public Utilities, Trenton, NJ.

Coordinated staff scheduling and project assignments; prepared technical summaries on issues appearing before the Commissioner; attended meetings and workshops on behalf of the Commissioner; served as a liaison to staff, state and federal agencies, and other regulatory boards across the country; supervised the daily activities of the Commissioner's office and those of his immediate staff, including scheduling and travel arrangements.

August 1991 – February 1992

Grants Director, Community Development Office, Woodbine, NJ.

Administered State and Federal funded community development programs. Program grant budget totaled over \$15 Million, and included the construction of a community/recreation center, infrastructure improvements and housing rehabilitation.

August 1991 – February 1992

Confidential Assistant to the Mayor, Woodbine, NJ. Coordinated daily activities of the Mayor's office, including constituent services, development and distribution of news releases, letter writing, and the researching and implementation of various community based assistance programs.

June 1990 – August 1991

Legislative Aide, Assemblymen Edward H. Salmon & Raymond Batten, Millville, NJ.

Represented the Assemblymen at various affairs, attended meetings and workshops, assisted constituents, researched legislation affecting the First District, and responded to various types of correspondences.

**EDUCATION**

- 1990 – Dickinson College, Carlisle Pennsylvania  
B.A. Political Science – Concentration in State & Local Government  
Policy & Management Studies – Concentration in Environmental Policy

**CONTINUING EDUCATION**

- 1993 – Hands Across the Water Exchange Program  
Selected to join a group of educators participating in a cultural/educational exchange with educators from Sweden.

**ELECTED POSITION**

- 1991 – 1998 – Woodbine Board of Education, Woodbine, NJ  
Served on local board of education for seven years, of which 1 year as vice president and 2 years as president.

**PROFESSIONAL**

Member of Communications Subcommittee – Next Generation Aviation & Research Technology Board  
Board of Directors – Southern New Jersey Development Council  
Executive Board – Southern New Jersey Development Council

**CIVIC/COMMUNITY**

Former member of Municipal Alliance Committee  
Former member of Recreation Commission

**PERSONAL**

Married for 11 years to Samuel Downes. Sam is an educator and a Lt. Colonel in the United States Army Reserves. Kim and Sam have one child – Samantha Rose.