

MICHAEL G. BRATTLAND
Commander U.S. Navy-Retired
Naval Aviator

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Professional Objective

Management Opportunities in business where broad experience, leadership and education are valued.

Formal Education

A.B. History Humboldt State University, Arcata, California
M.A. Business Administration Webster University, St. Louis, Missouri

Experience

Retired and Reunion Manager and backup webmaster for the Naval Helicopter Association (NHA), www.navalhelicopterassn.org, Webmaster and Signal Charlie Coordinator for Naval Helicopter Association Historical Society (NHAHA) www.nhahistoricalociety.org, NAS North Island, Coronado, California. NHAHS is the historical arm of NHA. 2017 to present.

Vice President/General Manager Brunette's Auto Transport Inc., Mira Loma California www.brunettesautotransport.com The company moves cars for dealers and auctions in Southern California, Southern Nevada and Arizona. 2012 to present.

Toll Operations Specialist, South Bay Expressway, San Diego, overseeing the daily activities for the shift, which includes supervising toll collection staff, scheduling, monitoring of traffic, security cameras and toll collection systems on the roadway. The position supports the overall roadway operations, including handling vehicle emergencies, roadway maintenance with Cal Trans, roadway mishaps, coordinating with CHP on all roadway issues and emergency activities as required, towing and roadside service issues with the roadway towing vendor, maintenance and repair of roadway toll collection equipment with the roadway systems contractor. This position handles, collects and accounts for cash on the roadway and makes sure toll collection staff has the necessary funds (cash). 2007 to 2016.

General Manager of Star Towing, San Diego, a major law enforcement and commercial towing company, handling the San Diego City Police Department, San Diego County Sheriff and

the California Highway Patrol for all ranges of motor vehicles up to 80,000 pounds. Responsible for 6 yard facilities, business development, maintenance and repair of 15 heavy trucks with 30 employees. 2006 to 2007

Program Manager, Field Evaluation Services, SW, TUV Rheinland of North America, Inc., San Diego, product safety testing and certification; conducted on site electrical safety evaluations of industrial machinery according to European, US and other international standards; responsible for expanding business in the South West, including Southern California, Arizona, Nevada, New Mexico, 2005.

Business Consultant, working in small business community, handling business plan development, SBA financing, insurance, facilities and leases, training, marketing, telephones, website development, internet access, accounting, HR programs, safety program development for CALOSHA and OSHA requirements, business legal issues. 2003 to 2005.

General Manager of Copart Salvage Auto Auctions(COPART)San Diego, NASDAQ symbol {CPRT} a leading seller of automotive salvage in the United States www.copart.com , with full P&L responsibility for a 40 acre auction facility, including buildings, 27 employees, seven heavy trucks, three 22,500 lb Forklifts. Extensive experience in all aspects of insurance related salvage operations, including wholesale dealer auction activities. Extensive customer service experience with a diverse client base. Hired away from national competition to get this auction off the ground. Was principally responsible for bringing this auction operation from scratch to a profitable operating yard immediately. **During the 5 years of operation, revenues increased from \$9.7 million on 5500 cars sold during the first year to 12,746 cars sold with revenues of \$21.8 million with a margin of \$3 million during the last year of operations.** Directly responsible for successful integration of former employees from company purchased by COPART to fully functional COPART employees. 1998 to 2003.

Manager of San Diego Branch of **Insurance Auto Auctions(IAA), NASDAQ symbol {IAAI}**, a seller of automotive salvage in the United States, with full P&L responsibility for a 14 acre facility including 4 acre auction building, 14 employees, plus 16 vendor employees and a 2.15 million dollar operating budget. Extensive experience in budget forecasting, planning and meeting and exceeding financial objectives, retail and wholesale sales, facility improvements, lease negotiation and OSHA and CALOSHA Branch Safety program. Extensive customer service experience with a diverse client base, including all major insurance companies. Increased buyer numbers from low two hundreds in 1993 to an average of 340 per auction in 1996. Solely responsible for establishing corporate presence on the INTERNET, creating the original corporate web page and expanding it to include comprehensive listings of all vehicles for sale at IAA Hawaii, Southern California, and Arizona auctions www.iaai.com . **Was extensively involved in liaison and lobby actions on behalf of IAA regarding 1995 change in California salvage law necessitating working with Sacramento lobbyist, California Highway Patrol (CHP) Headquarters legislative liaison, California Department of Motor Vehicles(DMV) legislative liaisons and legislative staff on SB 1713.** Directly involved in action to resolve export questions for IAA Mexico customers with the U.S. Customs. **Increased revenues of 13 Million dollars in 1993 to 1996 revenues over \$19.6 million dollars.** 1993 to 1998.

Executive Officer(COO/EVP OPS) of the Navy Personnel, Research and Development Center, San Diego, California, located on Point Loma, dealing in personnel and management fields, with full P&L responsibility for up to 300 employees, 18 buildings & facilities, multiple departments and two multi-million dollar computer systems. 1990 to 1993.

Managed Major Department associated with Industrial and Aviation Safety for Major Aviation Facility(Aircraft Carrier, USS Constellation, CV-64) for two years with extensive experience in **safety of flight operations and Foreign Object Damage(FOD)** for fixed and rotary wing aviation, OSHA Regulations, administration, security, investigation and personnel management. **Graduate of the US Navy Aircraft Safety & Mishap Investigators Program** at Navy Post Graduate School, Monterey, California. 1988-1990.

Twenty plus years experience as manager of people and program functions with extensive skills in investigation, resolving problems, as well as experience in operating and managing aviation platforms in continental US and Worldwide. **Extensive experience working and flying in the United Kingdom (U.K.). Jun 71-Apr 86**

Highly Experienced Rotary and Fixed Wing Aviator with Three Thousand plus Hours. Holds FAA Commercial Rotary and Fixed Wing Rating, Instrument Rating and Type Ratings in S-61 and S-58. Highly experienced flight instructor and educator.

Additional Skills and Experience

President of Theta Epsilon Alumni Association www.thetaepsilon.org , the Tau Kappa Epsilon Fraternity (TKE) Alumni association for Humboldt State University, Arcata, California. Theta Epsilon Alumni Association is a 501C7/California 23701(g) Non-Profit Corporation. I have been President since 2006.

Microsoft Office Programs expert: to include Outlook, Word, Excel, Power Point, Access and Publisher

Quickbooks 2013 accounting user from a small business accounting perspective-3 + years.

Proficient webmaster and website builder/manager using Microsoft Expression Web 4, Adobe Dreamweaver 5.5, Weebly and Wordpress to scratch-build and manage more than a dozen websites either owned by me or by various non-profit groups-20 + years.
Manage and act as moderator for a half dozen formal email lists for various college, home associations, car and naval officer groups via Yahoo. Have done this now for 20 years.

Scrupulous Cash Handling- large quantities of cash, including deposits and change, in the thousands of dollar-8 years.

Mechanical skills including metal fabrication and welding, car and engine builder, expert on carburetion.

Construction building experience-20 + years.

Self taught electrician-residential electrical work -20 + years. During college worked for a year for one of the largest electrical contractor as a material handler followed by 3 full years working for two of the largest electrical wholesale companies in Northern California on the counter and in the warehouse.

Apprentice plumber on a four townhome new-construction project in South Bay.

Skilled in building and maintaining simple home-based networks for the internet hardwire and WiFi access as well as hardwire telephone access to include security camera systems-10 + years.

Facilities Management-successfully oversaw 19 US Government-owned buildings for use by over 300 employees, including bidding contract support for certain kinds of repairs and or additions to these buildings-over 3 years experience.

Managed multiple departments/stores with full P&L responsibility-3 + years.

Graduate of two formal US Government Safety Schools with 5 years experience acting as the primary safety official for a variety of small to large organizations.

Experienced legal and safety investigator including formal investigative reports-20 + years.

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