JON C. COOPER, Ph.D., J.D.

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SENIOR BUSINESS DEVELOPMENT MANAGER

CORE COMPETENCIES

**35** years building businesses in Federal and local government, academia and non-profit organization using skills as a manager, lawyer and professor. Identified markets and advanced information gathering, developed successful business models, formed teams and coalitions, created staffing profiles, refined comparative advantages, prepared and oversaw small and large written proposals, prepared and delivered progress meetings and client presentations, and brainstormed financials and compliance with job objectives and requirements. Won over $150 million in proposals from over 15 clients in government and private industry. Received multiple awards for timely, effective and high-quality work. Capable of leading cradle to grave proposal development and program execution, contract deliverables, and production including quality control.

EXPERIENCE AND ACHIEVEMENTS

**Shipley and Associates, 2019-present, consultant**

* Lead team as proposal manager on $200 million DOD procurement for battle protection materials.
* As capture manager trained and prepared $300 million plan for USAID Next Gen Global Health Initiative on QA/QC.

**American Red Cross, Instructor, 2018-2020; Bazelon Center for Mental Health Law, Program Assistant 2018-2020**

* During this post-retirement phase, teaching life skills to general public and health professional ranging from adult through children
* Preparing budgets and audits for CEO and Board; program planning and budget implementation

**Cooper Consulting, LLC 1989-present**

* Served as expert witness including lead pollution case in Flint Michigan.
* Developed new programs and approaches on criminal justice for government for non-profits such as Bazelon Center for Mental Health Law and five other groups, DC Attorney General, and employers such as Ace Construction.
* Won major contracts overseeing environmental compliance and international regulations for private industry (e.g., component of $2 billion Exxon Mobil pipeline in Africa under World Bank regulations)
* Designed and participated in major green job development programs for DC government and “returning citizens.”
* Assisted in branding and program development such as major focus on National Environmental Policy Act (NEPA), markets in Africa for agriculture, energy, water supply, health and education, and training programs in four universities and international institutions.

**Cooper and Associates, PLLC 1994-present**

* General legal work, including contract disputes with Chinese steel mills, liability cases, anti-dumping and import license cases, property, and labor issues.
* Represented and litigated contracts with major suppliers to Home Depot on legal regulations for importing finished products
* Contracts with US Government on technology transfer with Office of Technology Assistance

**National Association for Hispanic Elderly (assigned to District Department of Energy and Environment, Senior Environmental scientist under USEPA), 2016- 2017**

* Revised storage tank and related regulations to comply with new Federal Regulations.
* Developed consultant skills for DOEE in pollution identification and compliance.

**U.S. Coast Guard, Environmental Specialist, 2011- 2014**

* Contract manager for multi-million studies/programs on Artic, Endangered Species protection, and port security issues
* Prepared and oversaw small and large programs on environmental assessments and compliance.

**Multiple Employers: IMCC, Inc., (company acquired by SRA), COO, 2004-5; Marasco Newton Group, Ltd. (company acquired by SRA affiliate) Vice President, Natural Resources and Environment, 1999-2000; Louis Berger & Associates, Inc., Principal Environmental Scientist, Senior Associate and Science Policy Director 1990-1999.**

* Won and led $50 million contract with US Dept. of Energy to examine policies on disposal of nuclear waste in response to Federal Environmental laws such under EPA and the Nuclear Regulatory Authority
* Won and led $10 million contract with USEPA for environmental support services for EPA Region1 including field studies and policy studies on wetland development.
* Won and led $12 million contract with USEPA for support for Headquarters on NEPA (environmental reviews) of all other Federal Departments as required under the Council for Environmental Quality
* Won and led $18 million contract with USAID for economic development in Senegal – which included building new laboratories, training personnel in scientific and IT skills, organizational skills such as running heavy equipment company and managing agriculture issues such as soils, crops and pesticides.
* Supported contract to USDOD for management services at Ft. Riley, including waste management, golf course maintenance storage of toxic materials (including paint) and pertinent aspects of underground water pollution from fuel storage.
* Won, performed and delivered studies and field tests in over 100 consultancies in 30 countries on energy, agriculture and government program organization (clients included USAID, World Bank, Asian Development Bank, African Development Bank, USCOE)

**Hudson River Foundation (initially a group within the Natural Resources Defense Council), Director 1983-1986.**

* Managed $41 million program on grant making.
* Served as advisor to Governor of New York on Hudson River on natural resources, with special reference to fisheries

**U.S. Environmental Protection Agency, Office of Toxic Substances, Assistant in the Office of the Senior Scientist, Representative to Interagency Testing Committee, 1979-1983**

* Developed new regulations in association with Industry for Toxic Substances Control Act
* Served as Senior Contract Officer for Office of Senior Scientist
* Represented USEPA to government-wide program (Interagency Testing Committee)

**ACADEMIA**

* George Washington University, 2020-present, Adjunct Professor,
* District of Columbia School of Law Foundation, 2015-2016, Environmental Law Society Advisor
* University of District of Columbia (UDC), 2011-2014 (part-time)Adjunct Full Professor, Advisor to Dean and Green Technology Specialist, College of Agriculture, Urban Sustainability and Environmental Science (CAUSES)
* George Mason University, 2001-present, Adjunct and Affiliate Professor, Environmental Science and Policy
* State University of New York, 1989-2001, Professor, Environmental Science and Policy (part-time)

Pace University School of Law, 1993-1994, Professor, Environmental Law (adjunct)

Taught introductory and advance classes on law, science, policy and international development; Created, implemented and directed environmental regulation program that grew to over 1000 students at SUNY.

**LICENSES, AWARDS, PUBLICATIONS**

**Education:** B.A *cum laude*, Lawrence University (Chemistry); M.S. University of Wisconsin (Chemistry/Engineering); Ph.D., University of Wisconsin (Zoology); J.D. Pace University School of Law (Environmental Certificate).

**Admitted in Law:** Connecticut and New Jersey

**Honors:** B.A. *cum laude*; Phi Lamda Upsilon (Honorary Chemical Society); Sigma Xi; Pace Environmental Law Review; EPA Commendation; commendations from USAID and World Bank. Nominated to be Administrative Law Judge at Nuclear Regulatory Commission and senior advisor for USEPA Office of Pesticide Programs

**Publications:** 20 peer reviewed publications in policy, science, management and law.