

Jill K. Lamoureux

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Professional Experience:

Denver Relief Consulting, Denver, CO

Partner

05/13 – Current

- Assist clients with licensing applications, standard operating procedures and compliance policies in multiple states. Develop standard operating procedures based on applicable laws and regulations. Create financial models utilized for capital budgeting and staffing decisions.
- Provide project management services and training for internal staff. Train entry-level consultants to perform multiple tasks and projects.
- Perform market analysis for medical and adult-use cannabis markets. Determine market size, consumption rates and demand profiles to assist clients in product development and marketing decisions.

Vicente Sederberg, Denver, CO

Operations Consultant

05/13 – 12/13

- Determine firm's operational needs and implement procedures. Hire and train administrative staff for the firm.
- Assist clients with licensing applications, standard operating procedures and compliance policies in Massachusetts.
- Perform modeling and business plan development services for legal clients.

BOTEC Analysis Corporation, Cambridge, MA

Advisor

02/13 – Current

- Provide subject matter expertise to BOTEC principals on cannabis policy and regulation.
- Provided regulatory analysis of Washington State's recreational marijuana policy decisions focusing on the impact to operators.

ASA Foundation, Washington, DC

Program Director

01/13 – Current

- Developed training and certification program for cannabis operations for a non-profit foundation to roll out to licensed cannabis operators in regulated states.
- Created plan structure, audit documentation, program financial plan, training materials, marketing materials and auditor guidelines based on standards developed by the American Herbal Products Association.
- Managed Colorado government affairs and participated as a national policy team member.

ALL Consulting, Boulder, CO

Principal

06/08 – 06/13

- Began management and operations company in Boulder, CO to operate medical cannabis businesses.
- Grew to manage six cannabis operations with \$3 million in annual gross revenues.
- Served on City of Denver, Colorado Department of Public Health and Environment and Colorado Department of Revenue workgroups to develop rules surrounding cannabis legislation impacting managed businesses and patients.
- Sold LLC in June 2012, continued with new owner through transition.

Brisa North America/Northwest Parkway LLC, Broomfield, CO

Finance Director

11/07 – 04/09

- Led administrative transition from public ownership and management of a 44 lane mile toll road to a private lease operation; responsible for oversight and management of all administrative areas
- Advised new foreign management of the operating environment including economic development issues, the political atmosphere and employee and contractor relations assisting a smooth entry to the US market
- Implemented corporate directives with vendors, contractors and employees; responsible for communicating the organization’s goals and adapting existing relationships to achieve those goals
- Initiated review of all departments to assess operating deficiencies and recommending structural changes to address these issues; focused on streamlining processes to focus on efficiency and cost reduction
- Led loan development for borrower focused on ease of debt management; effectively managing debt and equity portfolio over \$500 million ensuring compliance with all operating terms and covenants

Northwest Parkway Public Highway Authority, Broomfield, CO

Concession Manager

09/06 – 11/07

- Successfully assisted executive director in the privatization of a toll road valued at \$550 million securing a final deal valued at \$603 million; coordinated staff and advisor efforts
- As a productive negotiating team member, identified value drivers, crucial details and previous discussion points; displayed competencies by summarizing and reiterating complex issues during negotiations
- Cultivated professional, friendly bidder and stakeholder relationships throughout the procurement process providing the opportunity to advise the executive director and board on underlying issues
- Served as a trusted liaison to Authority staff and board member’s staff regarding the concession process by providing information and explanation of deal terms including impacts to jurisdictions, financial and operational implications
- Effectively managed procurement administration including financial modeling, due diligence, data room management, RFQ/RFP development, submittal reviews; led efficient meetings with a team comprised of staff, investment bankers, financial and technical advisors, bond insurers and general and special counsels

Education:

University of Denver, Denver, CO 80232

Master of Business Administration

Bradley University, Peoria, IL 61625

Bachelor of Science

Board and Workgroup Appointments:

Colorado Department of Health and Public Environment Medical Marijuana Workgroup, 2009-2010

National Cannabis Industry Association, Chair, 2010-2012

Department of Revenue Medical Marijuana Rulemaking Workgroup, 2010-2012

City of Denver Medical Marijuana Workgroup, 2011-2012

American Herbal Products Association Cannabis Committee, 2013-Current