

# Stephen W. Box

P.O. Box 1423, Bastrop, TX 78602

**PROFILE:** An environmental steward and marketing manager with a diverse range of leadership, business, technology and environmental experience who has returned to the environmental field as a steward of land and water resources. Primary interests are ecology, water resources, public outreach and environmental education. Twenty years of aquatic toxicology and environmental regulatory/advocacy experience; sixteen years of product and marketing experience in the food industry.

## EXPERIENCE

### **Environmental Stewardship** (Nonprofit)

**2005- Present**

Advocating for environmental stewardship to individuals, communities, and organizations that have an interest in, or are responsible for protecting, restoring, and enhancing natural resources to meet current and future needs of the environment and humans.

Public policy advocacy to provide a visionary approach to water issues in Central Texas.

- Region K and GMA-12 water planning groups
- Colorado and Lavaca Basin and Bay Area Stakeholder Committee

Science and ecology projects to protect and restore ecological functions.

- Riparian and wetland habitat restoration – Bastrop Spring and Lost Pines Nature Trails
- River, stream and spring monitoring – Colorado River Watch Network, Austin Bastrop River Corridor Partnership.
- Trail and park development – Lost Pines Nature Trails

Outreach and education initiatives to encourage stewardship of natural resources.

- NatureFest 2007, 2008 and 2009 in Fisherman's Park, Bastrop, TX
- Watershed protection education and outreach, Bastrop County
- Website and e-Newsletter – Environmental-Stewardship.org

### **The Edlong Co. Lt., Ipswich, UK**

**2002- 2004**

Sales & Marketing Director – Europe

Developed and implemented business plans to integrate the UK operations into an overall global expansion of the US based food flavor company. Implemented sales budgeting, planning, forecasting and key performance indicators as a means of monitoring progress toward objectives.

- Sales grew 26% in first year.
- Established base for expansion into continental Europe.

### **DANISCO USA Inc., Ardsley, New York (HQ, Denmark)**

**1996- 2002**

(Global ingredient supplier to the food industry acquired Cultor Food Science who acquired Pfizer Food Science.)

Product Manager, Flavor Division

Business Manager, Strategic and Product Management Group

Developed and implemented strategies to turn around and stabilize their vanilla business as raw material prices soared. Developed models to measure performance, evaluate trends, monitor supply, forecast demand, manage pricing and estimate impact of strategic and tactical actions. Lead a worldwide business team in developing and implementing global business plans. Met with key customers to negotiate contracts and support policies.

- Delivered \$2MM+ margin in less than two years from business that was losing money.
- Maintained loyal customer base during period of cost/price increases growing market share 35%.

### **PFIZER FOOD SCIENCE GROUP – New York, New York**

**1994- 1996**

(Food ingredient division of Pfizer, Inc.)

Business Manager, Flavor & Fragrance Division

Marketing Manager, Specialty Flavor Ingredients

Developed and implemented multi-strategy business plan that turned around \$25MM+ flavor ingredient business that was facing price cutting and patent violations by Chinese copycat manufacturers. As team leader, worked with key staff to manage supply/demand, reduce costs, and developed technical information to implement strategies. Prepared and implemented operating plans to coordinate the efforts of the sales and marketing teams in North America, Europe, Africa, Asia, Japan, and Latin America.

- Reversed, stabilized, and increased, sales revenue through pricing and contract strategy.
- Decreased costs and increased throughput avoiding shortages with manufacturing strategy.

**PROVESTA CORPORATION – Bartlesville, Oklahoma**

(Subsidiary of Phillips Petroleum Company)

Product and Marketing Services Director

Managed marketing programs - advertising, literature and trade shows. Developed and implemented pricing policies and prices. Developed models to predict impact of price changes and target areas for improvement. Managed regulatory activities to ensure compliance with domestic and foreign laws.

- Provesta® brand became #1 recognized and preferred brand in category.
- Increased awareness by repositioning products into different categories.
- Advertisements consistently rated in top 10 with high readership scores.

Business Development Manager

Coordinated programs to develop and commercialize biotechnology products. Met with potential customers to develop markets and launch sales. Developed support materials to market products: user manuals, literature, and other promotional materials. Promoted products through trade shows, media, and direct sales.

- Introduced flavors, enzymes and analytical instruments to food and biotechnology markets.
- Negotiated exclusive rights for re-sale products representing 35% of sales.

**PHILLIPS PETROLEUM COMPANY – Bartlesville, Oklahoma**

**1981-1986**

Senior Regulatory Affairs Specialist

Monitored chemical and pesticide regulations and informed commercial units. Developed and implemented compliance policies and programs. Consulted with business to develop and file comments on proposed regulations. Filed new product registrations notices. Represented the company on trade committees.

- Obtained approvals for ~ 15 new chemical substances, pesticides and pheromones.
- Served on corporate environment committee, developed policies, and conducted audits.
- Obtained approval for new biotechnology regulations as part of trade association task force.

**BROWNING FERRIS INDUSTRIES - Houston, Texas**

**1980-1981**

Sales Engineer

Direct sales for chemical and hazardous waste disposal services; sampling, characterizing wastes, recommending disposal options, contracting for eservices, and implementing program. Disposal options included hazardous waste landfill, high temperature incineration, deep-well injection, and resource recovery/recycling.

**SOUTHWEST RESEARCH INSTITUTE - Houston, Texas**

**1978-1980**

Senior Research Scientist and Project Manager

Conducted applied aquatic toxicology research related to water pollution laws and regulations for industry clients. Wrote and presented technical and pricing proposals. Designed and built laboratory and equipment. Participated in on-site sampling and audits of petrochemical facilities.

**BETZ LABORATORIES, INC. – Treose, Pennsylvania**

**1973-1978**

Research Biologist

Supervised aquatic science laboratory; conducted toxicology studies, literature reviews and hazard evaluations on products and ingredients.

**EDUCATION**

MBA Graduate Studies, University of Tulsa	1984-1985
MS in Environmental Science, Oklahoma State University	1973
BS in Zoology, Oklahoma State University	1972
Continuing education in management and environmental science (~40 courses)	1981-2009

**PROFESSIONAL AFFILIATIONS (CURRENT & PAST)**

Board of Directors, Envision Central Texas, 2008-present. Austin-Bastrop River Corridor Partnership, 2005-present. Board of Directors, Austin Youth River Watch Foundation, 2006-10. Holistic Resource Management of Texas, 2007. Gilleland Creek TMDL Stakeholder Group, 2007-present. Flavor and Extracts Manufacturers Association, 1989-1998. Trustee, St. Paul and St. Andrew Methodist Church, 1997-1999. International Hydrolyzed Protein Council, 1992-1994. Institute of Food Technologists, 1988-1994. Boy Scouts of America - Leader, 1975-1992. Toastmasters International, CTM, ATM 1981-88. Industrial Biotechnology Association, 1982-86. Society of Environmental Toxicology & Chemistry, 1980-85.