

# Edward G. Palmer

15548 95th Circle NE  
Elk River, MN 55330  
(763) 441-3440

■ **Founder, President & CEO of SolarAttic, Inc.**

## ■ **ACCOMPLISHMENTS**

- **ENTREPRENEUR:** Created, nurtured and managed startup enterprises.
- Served as **PRESIDENT, CEO, CFO, CTO, VP, SECR, TREASURER & DIRECTOR.**
- Served as General Counsel creating and amending Corporate Articles & By-Laws, etc.
- Maintained detailed **CORPORATE RECORDS & MINUTES.**
- Coordinated Corporate legal audits & Prospectuses with securities law firms.
- Coordinated Corporate SEC Prospectus with big 10 accounting firm.
- Created & Filed SB1 Registration Statement with SEC. 10QSB & 10KSB filings.
- Created & Filed SCOR Form U-7 Registration Statements in 15 states.
- Created & Filed REG A Registration Statement with SEC, MN & NY.
- Raised in excess of \$1 Million in **EQUITY CAPITAL** via sales of common stock.
- Managed the issuance of Corporate Securities and Corporate dilution plans.
- Responsible for SEC and State Blue-Sky Securities reports & filings.
- Created, conducted and documented director's & stockholder's meetings.
- Responsible for all investor communications and stockholder records.
- Responsible for Corporate public relations, fax and email broadcast systems.
- Responsible for GAAP financial audits & coordination with auditors.
- Responsible for payroll processing including all state and federal filings.
- Developed comprehensive business plans, spreadsheet analyzes & strategies.
- Managed Accounting, Budgets, Cash Flows & Forecasts on desktop computers.
- Generated **CASH FLOW, P&L, and BALANCE SHEET** statements.
- Planned, developed & established objectives in accordance with BOD directives.
- Reviewed activity reports and financial statements to determine progress.
- Revised plans & objectives in accordance with conditions to achieve goals.
- Evaluated performance of executives and employees in achieving objectives.
- Created & staffed organizations from scratch (annual staff budgets \$.5 - \$2 Mil).
- Synergized complex data into meaningful corporate business information.
- Implemented cost reductions significantly improving operating profits.
- Served as Corporate Director of Quality & Plant QA/QC Mgr. (\$70Mil + Cos.).
- Directed operational & engineering staffs at large & small corporations.
- Implemented SPC, TQC & JIT Manufacturing techniques.
- Developed oral & visual presentations for key customers and investors.
- Implemented new process saving 90% of scrap losses adding \$2Mil/Yr to P/L.
- Reduced manufacturing defect level from 22% down to 1% adding \$ to P/L.
- Managed major product failure analysis and product recall program (\$25Mil+).
- Created, reviewed & approved Manufacturing and Quality Processes.
- Created & programmed customized databases using 4th Dimension & its "C" language.
- Created & programmed web sites using HTML and PERL programming languages.
- Created & programmed Apache Web Server and Mail Servers.
- Developed comprehensive web sites (solarattic.com, mn-entrepreneurs.org, others).
- Developed newly patented technology using attic-air to heat water, pools & homes.
- Knowledgeable in Intellectual Property protection: Trademark ®, Four Patents.

## **MAJOR EMPLOYMENT**

JUN85	PRESENT	<b>SolarAttic, Inc.</b> , Elk River, MN. (8/86-Present) <b>PRESIDENT, CEO, &amp; SOLE FOUNDER</b>
JAN85	JUN85	Applied Magnetics Corp., Goleta, CA. (\$70Mil+) <b>DIRECTOR OF QUALITY, WINCHESTER DIVISION</b>
APR79	DEC84	Magnetic Peripherals, Inc., Mpls., MN (\$80Mil+) <b>PLANT QUALITY ASSURANCE MANAGER</b>
JAN71	MAR79	Self Employed; Various Business Ventures 1973-74 Bunker Ramo, Trumbull, CT. (\$50Mil+) <b>MINNEAPOLIS FIELD SERVICE MANAGER</b>
AUG63	DEC70	U.S. Navy, Various Locations <b>FIRST CLASS FIRE CONTROL MISSILE TECHNICIAN</b>

## **EDUCATION**

Business Administration, Law & Religion, Ordained  
Electronic, Mechanical & Quality Engineering

## **VOLUNTEER SERVICE**

President of The Minnesota Entrepreneurs, Inc. ([www.mn-entrepreneurs.org](http://www.mn-entrepreneurs.org)) 01/01-12/02.  
Energy City Economic Development/Energy Alley/Mentoring/Apostle Ministry, Inc.

## **MICROCOMPUTER MANAGEMENT SKILLS**

Skilled I.T. Power User with cross platform experience in over 200 applications. Examples...

### **PROGRAM USED [Skill] Vs SKILL LEVEL**

- Web HTML (GoLive/Dreamweaver/Interarchy)
- Web Scripting (PERL/Aestiva HTML/OS)
- Web Graphics (Photoshop/ImageReady)
- Creativity (Adobe Creative Suite 3 Design)
- Databases (4th Dimension v11 SQL/Aestiva)
- Word Processing (MS Word 2004/XP)
- Project Mgmt (Claris Impact/MicroPlanner/Excel)
- Presentations (PowerPoint 2004 & XP)
- Drawings (AuraCAD/EasyDraw/AppleWorks, etc.)
- Graphics (Claris Impact/Freehand/AW5/Illustrator)
- Statistical Analysis (Statview/Excel 2004/XP)
- Accounting (Checkmark Multiledger & Payroll)
- Spreadsheets/Graphs (MS Excel)
- Math Analytical Models (Mathcad)
- Financial Analysis (Tvalue/Excel)
- Management Graphs (DeltaGraph/Excel)
- Public Relations (PRWizard/Entourage/VFG)
- Desktop Publishing (ReadySetGo/InDesign)
- Idea Processing (Word 2004/OmniOutliner)
- Disk/Virus Utilities (ZoneAlarm/VirusBarrier X5)
- PowerPC (Mac OS 10.5.6; 10.4.11; 9.2.2)
- PC (Win XP Pro and Windows 98 2nd Ed.)

### **COMPETENT | POWER USER**

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