

Michael Logan

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Career

Summary:

My career focus in “for-profit” settings has been executive level business development. My passion lies in ministry - providing long-term transitional solutions for homeless families and working with persecuted Christian refugees in non-asylum countries.

In business I’ve worked with the best executives and engineers, and in the ministry portion of my career, I’ve worked with a gifted team of professionals, who received national recognition for raising the standard for restoration of homeless families. I’ve helped to raise 14 children.

Experience:

M. P. Logan and Associates

8/12 – Present

This effort combines sustainable development, renewable energy, and commercial real estate as well as various energy generation plants.

Our point of entry is a unique thermal storage system using a phase change technology to store waste heat, thereby reducing energy expenditures. Depending upon the application, we may include various other demand and co-generation technologies. Project financing is available. We’re also able to obtain funds most projects.

In addition, we work with USPES to place Employee Gold and Live Advertising packages to support commercial and non-profit efforts.

Managed Energy Services, LLC / Corporate Knight Services, Inc Houston, Texas

12/02 – 7/12

Serving as COO, I helped establish CKS as the leading national company for processing of utility tax exemptions and advanced to commercial energy demand management as MES.

As I advanced, I was primarily engaged in operations, however initially I worked to develop marketing through accounting research and web marketing development to provide leads for our agents. I did close several major national accounts including (Goodyear, Norsk Hydro, etc.) in 29 states, and cut processing time from 165 days to 70 days. Lost company in hostile takeover after building worth: (determined by two independent audits) from \$1.5 M to \$17-20M within 10 months.

Llewellyn and Associates – Humble, Texas

1/02 - 12/02

BDO, Marketing Development Specialist - Managed 10 research personnel/telemarketers, increased leads for sales agents by 600% through web and email marketing. Worked with the Marketing Director, to open a new state, created \$2.5M in sales in just over seven months, and increased sales by more than 200% - above the

company's best year out of 17 years. I was #2 in personal sales revenue to company out of 12 sales agents.

SonLight Ministries – Friendswood, San Angelo, Fort Davis, Texas
10/89 – Present

Director Emeritus of this homeless outreach, our team has served thousands, providing shelter, referrals, and support services to facilitate recovery. More than 1/3 successfully moved back into society. Our work has earned national recognition.

Work History GAP NOTE: *from 1976 – 1994 I worked as a SBA MESBIC “turnaround” specialist for about 20 companies – here is a sampling.*

“Computer Concepts, Inc. – Houston, Texas

5/84 – 8/89

As Marketing Vice President, my task was to transition this mainframe service bureau firm to a stable market segment, allowing them to survive the advent of micro-computers and thrive. We developed medical billing as central focus: created 104 accounts.”