

**APPLICATION
FOR
COUNTY OF SANTA BARBARA BOARD,
COMMISSION, OR COMMITTEE**

Return to: Clerk, Board of Supervisors
County Administration Building
105 E. Anapamu Street, Room 407
Santa Barbara, CA 93101

DATE RECEIVED

☐ Copy to Supervisor

INSTRUCTIONS: Please complete each item below. Be sure to enter the title of the Board, Commission, or Committee (only one per application please) for which you desire consideration. For more complete information or assistance contact the Clerk, Board of Supervisors' Office. This application shall be maintained for a period of one year only. After one year it is necessary to file a new application for another year of eligibility. **Please print in ink or type.**

1. APPLYING FOR: (Use specific title)
Board-appointed Trustee on the County's Retirement Board

2. Today's Date:
May 13, 2009

3. NAME:
Koch Jeffrey A
Last First Middle

4. E-MAIL ADDRESS:
jeff.a.koch@gmail.com

6. ADDRESS:
5691 Via Salerno
Number Street
Goleta, 93117
City Zip Code

5. TELEPHONE:
Home: 805-964-5554
Business: 805-730-8165

7. References: Give names and addresses of three persons, not relatives, who have knowledge of your character, experience, community involvement, and abilities.

NAME	ADDRESS	TELEPHONE NUMBER	OCCUPATION
A. John Pitastick	30699 Russell Ranch Road Westlake Village, CA 91362	818-575-4758	CFO, ValueClick Inc.
B. Michael Duong	30699 Russell Ranch Road Westlake Village, CA 91362	818-575-4640	Dir. Corp Development ValueClick Inc.
C. Eric Furlong	874 Halyard, Newport Beach 92663	949-422-3698	Ed.D. Doctoral Candidate Pepperdine University

8. Are you or have you been employed by the County of Santa Barbara? ☐ YES ☒ No If YES, list:

Department: _____ Title: _____ Date: _____

9. Please check appropriate boxes (optional):

Ethnic or racial identity:

☒ White

☐ Black (African American)

☐ Hispanic

☐ Asian/Pacific Islander

☐ Native American/Alaskan Native

☐ Other (Please specify)

Sex:

☒ Male

☐ Female

10. Education completed:

BA Biology UC Santa Barbara

11. Indicate Supervisor who will receive a copy of this application:

Janet Wolf

12. EXPERIENCE: Please explain why you are interested in serving and what experience you bring to the Commission or Committee for which you are applying.

I am interested in serving on the Board because of the opportunity to perform investment management and serve my community.

13. ADDITIONAL INFORMATION: Give any information explaining your qualifications, experience, training, education, volunteer activities, community organization memberships, or personal interests that bear on your application for above Board, Commission, or Committee. Attach additional sheets as necessary.

I am currently a Senior Financial Analyst for ValueClick (NASDAQ: VCLK) assisting the CEO, CFO and General Managers. I provide financial analysis of our subsidiaries and assist our CEO with financial presentations to the board of directors. I also perform merger and acquisition due diligence and assist the treasury department with financial modeling of foreign divisions and currency hedging analysis. I am also currently enrolled in the Executive MBA program at the U.C. Irvine Paul Merage School of Business with an expected graduation date of June 2010.

14. SIGNATURE OF APPLICANT

x

 5/13/2009

JEFFREY A. KOCH

5691 Via Salerno, Goleta CA 93117
jeff.a.koch@gmail.com, (805)350-0535

SUMMARY Finance professional with over thirteen years of experience with technology and internet companies and a proven track record in financial planning and analysis, corporate finance, data management and analysis, and project management.

PROFESSIONAL EXPERIENCE

VALUECLICK, INC., Santa Barbara, CA

ValueClick (NASDAQ: VCLK) is one of the world's largest online marketing services companies, offering comprehensive services and technology to advertisers and publishers across multiple online marketing channels, including affiliate and search marketing, display advertising, lead generation, ad serving and email technology, and comparison shopping.

Senior Financial Analyst

October 2006 – Present

- Corporate finance representative for the Company's affiliate marketing and technology business units (combined annual revenue over \$150 million and 500 employees). Support the General Manager of these business units and the Company's Chief Executive Officer, with analysis and advice with respect to financial planning, resource allocations, compensation planning, evaluating new business opportunities, and developing and refining profitability models and key performance indicators.
- Participate in the preparation of company-wide strategies, this includes operating plans and forecasts; prepared business analysis, annual budgets and forecasts. Built and managed the annual budget for the affiliate marketing business unit.
- Provide financial support to the divisional management teams, including monthly reporting to corporate management, creating and analyzing internal financial reports, preparing and reviewing weekly and quarterly forecasts, developing and refining financial models for business reorganizations and strategic planning.
- Support the Corporate Finance team with special projects including due diligence on acquisition and merger candidates, evaluating potential acquisitions and implementation the SAP Business Planning & Consolidation software tool. Support treasury department with financial modeling of foreign divisions and currency hedging analysis.

Business Analyst

March 2003 – October 2006

- Responsible for revenue and customer data analysis for the affiliate marketing business unit.
- Created reports and SQL queries to analyze transactional data and provide performance trend analysis to several departments including Client Development, and Sales for both the U.S and UK offices.
- Maintained system to track revenue performance against goals for account portfolio managers. Performed customer account analysis and participated in strategy calls to customers for revenue development and sales.
- Successfully created a transaction table for batch data submissions for a key customer, which led to the recovery of over \$175k in revenue.

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ERICSSON, INC., Goleta, CA

Ericsson is a world-leading provider of telecommunications equipment and related services to mobile and fixed network operators globally.

Release Manager

December 2001 – December 2002

- Coordinated efforts of Manufacturing, Engineering and Product Management to assure product readiness prior to release.
- Established formal product release criteria which reduced the time required for release by 30 percent.
- Corroborated with functionally equivalent individual in Sweden on global bill of materials list for a key server project.
- Member of Management Steering Board contributing product release status.

Supervisor, Configuration Management

August 2000 – December 2001

- Managed a staff of three performing product changes and monitoring lifecycles of projects.
- Provided labor estimates for project completion.
- Technical lead for complete data conversion and merger of legacy database with that of new parent company, resulting in preservation of critical data.

Senior ECN Analyst

November 1997 – August 2000

- Department lead for Engineering Change Orders and training of new team members
- Defined and tracked Engineering Change Orders with Project Management, Engineering and Manufacturing including preparation of reports for Management Team.

MCGHAN MEDICAL (ALLERGAN), Goleta, CA

McGhan Medical is a medical device manufacturer acquired by Allergan in 2006.

Mechanical Engineering Technician

December 1994 – November 1997

- Assisted in design, coordination, validation and implementation of production and facilities projects following GMP, ISO and FDA requirements.
- Operated Product Returns Lab controlling multi-million dollar archive of inventory, provided analysis reports to weekly Executive Board meetings.
- Inspected and tested products prior to release using sampling and statistical process control.

EDUCATION UNIVERSITY OF CALIFORNIA, IRVINE

Merage School of Business, Major: Master of Business Administration 2010 (Expected)

UNIVERSITY OF CALIFORNIA, SANTA BARBARA

Bachelor of Arts, Major: Biological Sciences

INTERESTS Bicycling, backpacking, golf and chess.