

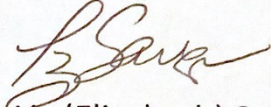
Letter of Interest for Vacancy Position on State Apiary Board  
2/27/2023

Attn: Jennifer Berger  
[Jennifer.Berger@cdfa.ca.gov](mailto:Jennifer.Berger@cdfa.ca.gov)

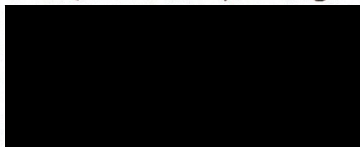
To: CA Dept of Food and Ag, Integrated Pest Control Branch

Please take this letter as a letter of interest to be considered as a member of the State Apiary Board of California starting in year 2023. It is my intention to help to bring a balance between all types and level of beekeepers in our state and help bring in views from backyard and hobbyist beekeepers.

Sincerely,

 2/27/2023

Liz (Elizabeth) Savage





CALIFORNIA DEPARTMENT OF FOOD AND  
AGRICULTURE CALIFORNIA APIARY ADVISORY BOARD  
PROSPECTIVE MEMBER APPOINTMENT  
QUESTIONNAIRE

APPLICANT PERSONAL INFORMATION

Name: Liz Savage Date: 2/26/2023

PROFESSIONAL INFORMATION

Name of Company: WFB Financial Professionals

How long have you participated in this industry? 4 yrs  
List names and dates of industry, trade, associations, and/or programs you are/and/or have  
been associated with:

Orange County Beekeepers Association  
BNI (Business Networking International)

ADDITIONAL INFORMATION

Check one. Indicate which member position you are seeking to fill and answer the  
associated questions.

☒ BEEKEEPER ☒ PUBLIC MEMBER ☐ SUBJECT MATTER EXPERT

Do you have a financial interest in the sales or marketing of bees, pollination or other  
apiary products and/or services? ☐ YES ☒ NO

If yes, please explain: \_\_\_\_\_

Briefly list your credentials related to entomological science, apiary breeding, or general  
beekeeping:

Started Backyard Beekeeping in 2015. Came on  
Orange County Beekeepers Association in 2017 as VP.  
Orange County Beekeepers Association in 2018 to present  
Run Beekeeping Classes and multiple Fundraising events.

Liz Savage 2/26/2023  
SIGNATURE DATE

# ELIZABETH SAVAGE

, CA

## Professional Profile

Passionate and highly-talented professional with 20+ years of operations management experience capable of working with legal reports and administrative task. Communicate clearly and effectively with a great sense of responsibility and highly regarded as a leader. Excellent problem-solver who can prioritize multiple assignments and deliver superior results under heavy deadline pressure. Furnished with an excellent work ethic to supervise employees. Proactive and decisive leader capable of working in a fast-paced, hands-on, and growth-orientated work environment. Quickly adapts to new roles and responsibilities. Possesses a commendable track record of dependability and well versed in written and verbal skills from both business operations and client perspectives.

## AREAS OF EXPERTISE

Interpersonal Communications  
Leadership & Supervision  
Research & Development

Legal & Office Administration  
Process Implementation  
Organizational Management

Employee Management  
Strategic Analysis & Execution  
Advanced Critical Thinking

## EDUCATION

Administration of Justice ♦ Fullerton College	2018 – Present
Property Appraising ♦ Kaplan Professional School	2008
Business Administration, Management ♦ California State University, Long Beach	1985
General Education, Business ♦ Rancho Santiago Community College	1985
General Education, Business ♦ Cerritos College	1983

## CERTIFICATES & TRAINING

California State Insurance License	2019
Anti-Money Laundering, Ethics, LTC, Annuity, Public Service Ethics Education Certificate ♦ City of Fullerton	2018
Typing Certification ♦ Fullerton College	2018
Fullerton Fire Department Certificate ♦ CERT (Community Emergency Response Team)	2017
Citizens Police Academy Recognition ♦ Fullerton Police Department	2017

## PROFESSIONAL EXPERIENCE

<b>World Financial Group (WFG), Financial &amp; Insurance Professional</b> <ul style="list-style-type: none"><li>Life Insurance, Annuities, Retirement</li><li>Financial Needs Analysis and more</li></ul>	2019 – Present
<b>Aflac, Supplemental Insurance</b> <ul style="list-style-type: none"><li>Life and Health Insurance</li></ul>	2019 – 2022
<b>Committee, Community Development Citizen ♦ Fullerton, CA</b> <ul style="list-style-type: none"><li>Appointed to Commission by Fullerton Mayor – responsible for developing effective strategies and providing recommendations on all planned funding to ensure Community Development Citizen Committee's (CDCC) success.</li><li>Responsible for decision-making of funding non-profits with Community Development Block Grant (CDBG) funds.</li><li>Manage in prioritizing grant applications based on specific criteria and documented needs and finances.</li><li>Lead in developing effective strategies and providing recommendations on all planned projects to ensure success.</li></ul>	2018 – 2019
<b>District Manager, McKee Foods Corp/Little Debbie Snacks ♦ Fullerton, CA</b> <ul style="list-style-type: none"><li>Was responsible for every order, process, and operations in the district from computer reporting, ordering products, and all independent distributor operations. Promoted new innovative programs to enhance communications and sales.</li><li>Assisted all distributors in maximizing their profit in their assigned territories, production and building sales fixtures.</li><li>Ensured the highest level of customer service and satisfaction while being consistent in resolving all issues and concerns.</li><li>Implemented sales strategies and developed methods by providing excellent relations to serve customers better.</li></ul>	2000 – 2010
<b>Route Sales / Route Liaison, Kraft Foods/Tombstone Pizza ♦ Anaheim, CA</b> <ul style="list-style-type: none"><li>Filled and maintained store shelves and displays. Successfully maintained personnel relationships and sales levels.</li></ul>	1996 – 2000

- Experienced in communicating and working with cross-functional teams at all levels of the organization and business.
- Effectively and efficiently consulted with the clients to define needs, build relationships, and resolve issues of concern.
- Proven ability in expanding sales while building professional relationships with customers to assure low customer issues.

**Sales Representative, *Svenhards Bakery ♦ Santa Fe Springs, CA***

1995 – 1996

- Sustained store levels of pastry products and displays by working with the store personnel to increase service and sales.
- Proficient in handling the computer ordering system, invoicing, loading, delivering and assuring customer contentment.
- Developed creative and innovative solutions to consistently exceed the aggressive management sales targets and goals.
- Demonstrated competency and capability in implementing effective marketing and advertising model in sales territory.

**Independent Operator / Owner, *Eagle Snacks / Anheuser-Busch ♦ Orange CA / Johnson City, TN***

1990 – 1995

- Expressed the ability to handle service issues effectively and maintain sales figures, budgets, and sales projections.
- Maintained the relationships between the store and the district personnel. Increase sales volume in the territory.
- Provided organizational leadership in evaluating, analyzing, and pursuing new marketing chances and opportunities.
- Led in analyzing and evaluating operations management reports to set sales performance goals for all employees.

**Route Sales, *Laura Scudders Potato Chips ♦ Anaheim, CA***

1986 – 1990

- Developed and maintained the excellent business relationship with existing clients while addressing all concerns.
- Provided outstanding customer service assistance to the accounts as well as training on product merchandising.
- Routinely urbanized and upheld a strong and sustainable customer relationship with the records and accounts.
- Created aggressive and helpful plans, goals, and initiatives for recruitment, sales training, and staff development.

**Management Trainee, *Sav-on Drugs (CVS) ♦ Orange, CA***

1985 – 1986

- Managed aspects of the store, scheduling personnel, store deliveries, stocking, displays and seasonal schematic changes.
- Facilitated and supervised a communication between the sales team, customers, clients, and the management.
- Delivered and shown outstanding, friendly, helpful, and prompt customer service directly in person and via phone.
- Demonstrated leadership skills by cultivating a productive and dynamic environment between clients and staff.

## PROFESSIONAL MEMBERSHIPS & AFFILIATIONS

**President, *Orange County Beekeepers Association ♦ Orange County, CA***

2018 – Present

- Effectively managed activities and operations agreed by the management board. Organized events, meetings, guest speakers, and fundraisers to pay for, promote and encourage education within the OCBA members and the public.
- Encouraged activities that promote better beekeeping conditions by using negotiation and problem-solving skills.
- Promoted teamwork and solidarity to gain consensus for sound decision-making and scheduling of the volunteers.
- Served as a very positive and proactive leader with management experience and proven ability to build an effective and productive membership quickly. Provided and shown a great organizational leadership and management skills.

**Vice President, *Orange County Beekeepers Association ♦ Orange County, CA***

2017 – 2017

- Participated in the strategic planning and organizational development with other members of the management board.
- Headed events, meetings, and fundraisers to pay to promote education within the OCBA members and the public.
- Monitored project schedules to ensure project's compliance with established and agreed to schedules and budgets.
- Encouraged activities that promote better beekeeping conditions. Managed and scheduled all the enhancements.

**Vice President – Cheer Booster Board, *Fullerton High School ♦ Fullerton, CA***

2009 – 2011

- Worked as a parent board in creating new fundraising activities for cheer families to participate and contribute.
- Recognized as the visionary and creative thinker adept at conceptualizing, defining, and implementing strategies.
- Consistently developed a creative and innovative solution to meet and resolve aggressive community challenges.
- Handled resolution of issues via immediate reaction to the situations and followed-up with the board members.

**Annual Festival Chairman, *St. Justin Martyr Church ♦ Anaheim, CA***

2005 – 2011

- Held regular meetings, organized every department, and managed schedules of volunteers from school and parish for annual Catholic Church/School Festival. Ensured correctness and the completeness of the established projects and plans.
- Was responsible for successfully setting-up the layup of the festival grounds and booths, working with third-party vendors on budgets for food booths/game booths, and attaining and signing specific contracts with other vendors.
- Worked with teams to identify and specify problems, analyze information, and develop/implement process solutions.

- Applied well-rounded experience in every event management, conference management, and event communication.

### **COMPUTER SKILLS**

Microsoft Office (Word, Excel, PowerPoint, Outlook), Various Hand/Held Computer Systems from Industry