

Michael Allawos

President at Allawos & Company, LLC

mallawos10@gmail.com

Summary

Michael is an Entrepreneur / Dynamic proven leader, with substantial product, sales and diplomatic abilities, with hands on, as well as delegation and networking strengths.

Michael Allawos was the President / COO as well as the acting CFO for California Energy & Power responsible the development and the launch of its disruptive new wind turbine technology around the world prior to establishing Allawos & Company, LLC.

Before filling the two rolls of Vice President of Business Development and President / COO at California Energy & Power, Michael was the founder and President of a Southern California based manufacturing company for 22 years specializing in the aerospace community with in excess of over 27 million in contracts.

Michael was also a founding Board member for Southland Business Bank. Michael was responsible for being on the Loan Committee, Chairman of Policies and Procedures, and Chairman of the Community Re-Investment Committee prior to being sold in 2003. Michael was then asked to be the Chairman of the Advisory Board for the acquiring Bank.

Specialties

Optimization of companies and strategic planning using the creative process with extreme discipline. Banking, Business Planning, Executive Coaching, Group Facilitation, Import / Export, International Diplomacy, Manufacturing, Operations, Problem Solving, Renewable Energy, Sales, Quality Processes and Procedures.

Experience

President at Allawos & Company, LLC

October 2011 - Present (1 year 7 months)

Allawos & Company, LLC is a global consulting firm helping organizations reach their maximum potential. We have a wide range of professionals with decades of experience that enjoy and thrive in helping individuals and organizations through their challenges for positive growth.

Michael Allawos is an experienced and knowledgeable “C Level” Executive with decades of experience, who founded and has grown companies from start-up to acquisition through strategic thinking and goal setting.

Michael has a background of experience including finance, cash management, banking, complex machine part fabrication, software development, sales, business development, renewable energy, facilitation, senior management and Quality Processes and Procedures.

3 recommendations available upon request

President / COO at California Energy & Power

January 2008 - October 2011 (3 years 10 months)

- President / COO for California Energy & Power a renewable energy company specializing in the development of vertical wind turbine technology.
- Responsible for product development, customer development and retention as well as investor relations and investments with millions raised in private equity.
- Established key partners across the globe to provide goods and services.
- Developed new products, and obtained a new patent that is being used to launch the company's product line.
- Obtained letters of intent and definitive agreements for multimillion dollar installations and teaming agreements with Fortune 50-500 ESCO's.
- Established license agreements and platforms for product sales and delivery.
- Brought the company to Commercialization from inception.
- Brought the company from pre-revenue to revenue.

15 recommendations available upon request

Vice President at California Energy & Power

July 2007 - January 2008 (7 months)

Vice President of Business Development for California Energy & Power, a renewable energy company specializing in the development of a new vertical wind turbine technology.

Resurrected the “incorporation status” with the State of California. Within 8 months, took CE&P from \$8,000.00 in funds to investments in excess of \$1.2 million.

Enlisted the California Institute of Technology (Caltech) in Pasadena California to evaluate CE&P’s design with optimization recommendations.

1 recommendation available upon request

President at Mikana Mfg. Co., Inc.

June 1985 - November 2006 (21 years 6 months)

Established and was President of Mikana Manufacturing Company Inc., which custom manufactured aerospace, health care and terrestrial build-to-print products.

Responsible for establishing and maintaining a professionally run organization with a chain of command system that allowed maximum creativity and accountability.

Through sales efforts and teamwork, the company grew from a \$2,000 investment to contracts in excess of \$27 million with customers such as Lockheed Martin, Boeing, NASA, JPL, Swiss Aircraft, Alenia and McDonnell Douglas. Mikana was sold in November of 2006.

2 recommendations available upon request

President at Allasoft Inc.

January 1989 - May 1998 (9 years 5 months)

Established and was President/CEO of Allasoft Inc., a computer software company that serviced the manufacturing industry providing automated job tracking and costing software including software to print highly configured bare code shipping labels.

The products ranged from estimating, planning budgets, accounting and bar code shipping labels. Responsible for all aspects of the corporation including product development.

Allasoft, Inc. was sold in 1998 with over 450 software installations worldwide that helped establish industry standards.

1 recommendation available upon request

Projects

Asian Pacific Clean Energy Summit

August 2012 to Present

Members: Michael Allawos, Randal R. Moos, Ian Maulhardt, Steve Kiser

Organizations with defense-related energy solutions submit application (no fee to apply) by May 10th, 2012. Submitted applications will be reviewed and a select group of 8-10 companies will be invited to present their solutions to a high-level panel of Army, Navy, Air Force, Army Corp of Engineers, DOE and USDA officials in Honolulu on Tuesday, August 14th. After a brief presentation, organizations will receive direct feedback from the panel regarding: solution fit, strengths of technology, challenges of implementation/adoption, positioning guidance, and potential collaboration opportunities.

Skills & Expertise

Renewable Energy

Business Planning

Problem Solving

Manufacturing

Diplomacy

Strategic Planning

Energy

Wind

Contract Negotiation

Negotiation

Executive Coaching

Business Strategy
Management Consulting
Start-ups
Budgeting
Sustainability
New Business Development
Product Development
Export
Import
Program Management
Team Building
Planning
Operations Management
Entrepreneur
International Trade
Executive Management
Customer Relations
Policy
Solar
Energy Efficiency
International Business
Sales Management
Marketing Strategy
Due Diligence
Change Management
Strategy Development
Entrepreneurship
Team Leadership
Strategic Partnerships
Contract Negotiations
Business Management
Public Speaking
Process Improvement
Strategic Thinking
Commercialization
Cleantech
Competitive Analysis
Market Research
Alternative Energy

Honors and Awards

- Business Week “Mom and Pop Go High-Tech”
- Business 96 “Look Like A Million”
- Semi-Finalist for Ernst & Young "Entrepreneur of the Year" 1997-1999
- Austrian Gold Medal Decoration
- Recognition Award from the Los Angeles Consular Corps.
- NASA recognition Award for the Mars Exploration Rover Program
- California Small Business Award
- Small Business of the year, Inland Valley Economic Development
- McDonnell Douglas Award “First Silver Supplier”
- Northrop Grumman Award

Interests

- Domestic and international business development
 - New Technology
 - Government
 - Travel
-

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22 people have recommended Michael

"I would recommend Michael to any business looking to grow, or become more strategic with their target markets."

— **Tom Bowen**, was Michael's client

"I've worked with Michael over the past several months on business development and partnering opportunities. Michael is very astute, focused, detail oriented, and importantly tenacious, when it comes to developing new business. He has outstanding relationships across a broad spectrum of business and government. Michael's real strength is closing the deal and making sure all parties walk away from the table assured that they have the best arrangement or representation possible."

— **Bill Dykes, Sr. Vice President Business Development & Client Relations, The Tagos Group**, was with another company when working with Michael at Allawos & Company, LLC

"I have known Michael for over 2 years but only recently have I come to appreciate his wide range of abilities and business knowledge. Michael and I are currently working on a critical fundraising initiative requiring patience, quick thinking and mental stamina. I have already recommended Michael to some of my colleagues and will continue to do so when a need for his service is identified. You will not find a better person to work with in my book."

— **Randal R. Moos**, was Michael's client

"My experience working with Michael Allawos as a partner in renewable energy opportunities has been extremely favorable. Through formal teaming agreements I have seen Michael's actions as both an organizational leader as well as a business and project specific strategist. In all cases I have learned from Michael and his professional approach to his role, and would strongly recommend him as an executive leader."

— **Tom Bowen, Vice President, Energy Services, Sempra Energy**, was with another company when working with Michael at California Energy & Power

"Michael Allawos possess the innate ability and expertise to link the distinctive disciplines between intellectual property (IP) and development of an idea to full commercialization. Based on his excellent communication skills and the energy he possesses for creating successful companies, I highly recommend Michael. I look forward to working with him in any venture he peruses the in future."

— **David Audino**, *Managing Member, Metropolitan Vertical-Axis Systems, L.L.C.*, was with another company when working with Michael at California Energy & Power

"In the many years that I have known Michael, I have found him to be an outstanding business leader and manager of people in his organization. His effectiveness stems from a personal warmth in his relationship to employees. He anticipates problems and resolves them before they develop. I am sure he will be an effective manager in any organization he chooses to join!"

— **Carl Baumgaertner**, *Engineering Professor, Harvey Mudd College*, was with another company when working with Michael at California Energy & Power

"Michael Allawos is a natural when it comes to bridging the communication gap from the sciences to the lay person. Being able to grasp a concept and articulate that concept to individuals as well as the masses. I appreciated and respected working with Michael on the various projects here at Caltech and as one of the past sitting Board Members at California Energy & Power. He brought a driven clarity for success in a disciple manner. As the Vice Provost for Caltech and as the Hans W. Liepmann Professor of Aeronautics and Professor of Bioinspired Engineering specializing in Hydro and aerodynamics, biological flows, bio-inspired medical devices, and advanced flow visualization techniques, I look forward to working with Michael in the future."

— **Mory Gharib**, *Owner, FGG LLC*, managed Michael indirectly at California Energy & Power

"Michael combines a combination of qualities which are rare today in business leaders. He combines the willingness to take high levels of calculated risk with a depth in operational management while at the same time within the breadth of a whole-business C-level view. He has an integrity which is manifest in all interactions and grounds his ability to create enduring trust-based business and personal relationships."

— **Larry Vertal**, *Principal, Lawrence Edward LLC*, was with another company when working with Michael at California Energy & Power

"My experience working with Michael has shown the following strengths: -Positive Attitude -Politically savvy -Tremendous integrity -Forward thinker -Great business mind -Cut to the chase - gets the job done -Well respected by employees and peers -Excellent communicator Michael would be an asset to any Company. Any firm looking for a top notch executive has to consider Michael."

— **Richard Wilson**, *Owner, Colorama Wholesale Nursery*, was with another company when working with Michael at California Energy & Power

"I worked with Michael Allawos on the advance coordination and planning leading up to a test installation of a prototype vertical wind turbine on Oahu, Hawaii. I found Mr. Allawos to be extremely competent and very easy to work with on the business, governmental and technical aspects of the project. He brought a great deal of enthusiasm and energy to our discussions and represents his company in an exemplary manner."

— **Richard Riegels**, *Exec. VP, Stanford Carr Development, LLC*, was with another company when working with Michael at California Energy & Power

"Michael has the skills of a leader understanding both the marketing and financial sense of a manufacturing business environment. I highly recommend him for any leadership business roll.."

— **Robert Espinosa**, *Acquisitios/Project Managment, SunCal Companies*, was with another company when working with Michael at California Energy & Power

"California Energy and Power hired Cornerstone Government Affairs to assist company officials with business development. Michael presents himself in a very professional manner, understands his audience and technology, and communicates very well with potential clients, federal agencies and congressional staff. I enjoy working with Michael and believe others will also."

— **Mark Rokala**, *Owner, cornerstone*, was with another company when working with Michael at California Energy & Power

"Michael is a detail oriented executive who thoroughly knows his industry. It is a pleasure to work with him because he responds to questions and opportunities on a timely basis. Michael is an independent thinker bringing different viewpoints to a discussion."

— **Alan Loewenstein**, *Vice President, Aegis Capital*, was with another company when working with Michael at California Energy & Power

"I have worked with Michael on business and finance matters for several years. I have found him to be diligent, practical, and results oriented. I strongly recommend him."

— **Tom Brockington**, *Partner, Rutan & Tucker, LLP*, was a consultant or contractor to Michael at California Energy & Power

"Michael is a leader, fantastic communicator and serves as an exceptional C-level executive. He is highly detail-oriented while maintaining "big-picture" viewpoints of the organization's overall goals. Bright, articulate, professional, and "connected" are all key terms in defining him. These statements are in the context of my experience working with him as a consultant to his company in relation to developing an engineering/sustainable energy business plan during 2007-2009."

— **Tony Drexel Smith**, *President, T.D. Smith & Associates*, worked directly with Michael at California Energy & Power

"I have worked closely with Michael on and off for the last several years. Michael has demonstrated a keen understanding of what it takes to build a successful startup. He is confident in his own expertise but wise enough to seek counsel when needed. In addition, he is a highly ethical person -- he is true to his word. Having worked as an advisor to various DoD renewable programs myself, I can say with conviction that Michael is the type of business partner that the DoD can rely on."

— **William (Bill) Golove**, *Consultant, Self-employed*, was a consultant or contractor to Michael at California Energy & Power

"I have been Michael's CPA for about 25 years. As a client Michael has integrity, is knowlegable, and is a

very hard worker. I would recommend with no reservation."

— **Mark Dugan**, *CPA, Mark Dugan*, worked with Michael at California Energy & Power

"Michael has a great entrepreneurial spirit, is a political and strategic thinker, always ahead of the curve. He is well connected and has an excellent understanding for the national and international context of whatever endeavor he is involved in. Michael is a businessman, an innovator and a diplomat. Werner Brandstetter, Austrian Ambassador to Canada, former Consul General to California and former Dean of the Los Angeles Consular Corps"

— **werner brandstetter**, *Ambassador, Austrian Embassy*, worked directly with Michael at California Energy & Power

"Michael has demonstrated excellent leadership in bringing the CE&P vertical wind turbines to market. He has positioned his company to provide competitive advantage and has been a straight shooter to work with."

— **James Kohlhaas**, *Vice President, Energy Strategy, SAIC*, was with another company when working with Michael at California Energy & Power

"Mike led Mikana Mfg Co, Inc, a high technology manufacturing company providing detail parts to the next generation fighter program, the F-35. Mike ensured that Mikans was competitive on a global basis and provided best value products in a critical program for Lockheed Martin and the Department of Defense. Mikana has consistently been one of our quality suppliers on this program."

— **Tom Burbage**, was Michael's client

"Michael is a highly-skilled executive with entrepreneurial instincts and deep insight; a pleasure to have worked for."

— **George Reyes**, *Partner, Best Best & Krieger LLP*, was with another company when working with Michael at Mikana Mfg. Co., Inc.

"I had the honor of working with Michael for many years as his chief programmer. His vision combined with his attention to and meticulous quality of detail ensures that anything he touches is successful, and Allasoft was but one example of this. He is fair in business and personable in every way. I continue to call Michael a good friend. I would recommend Michael for anything he has his sights set upon."

— **Jim Gale**, *President, Gale-Force, LLC*, reported to Michael at Allasoft Inc.

[Contact Michael on LinkedIn](#)