

# Mary Carlson Foley

Stanardsville, VA | 540-222-9594 | [mfoley@carlsonfoley.com](mailto:mfoley@carlsonfoley.com) | [www.linkedin.com/in/MaryCFoley](http://www.linkedin.com/in/MaryCFoley) | [www.CarlsonFoley.com](http://www.CarlsonFoley.com)

Client-facing business development executive specializing in professional services contract acquisition and nonprofit fundraising in the environmental services and health care sectors.

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## Summary

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- 90% win rate on federal proposals when CFE consults
- 95% win rate on nonprofit proposals submitted
- Executive Director at Carlson Foley Enterprises, Piedmont Regional Dental Clinic (nonprofit), and interim Executive Director of the Environmental Business Action Coalition (trade association).

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## Professional Experience

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*For a complete list of projects, please visit [www.CarlsonFoley.com](http://www.CarlsonFoley.com)*

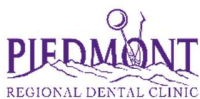


**Carlson Foley Enterprises, LLC**  
Formerly Leverage Enterprises, LLC

January 2020- present  
October 1997-2015

Founded Carlson Foley Enterprises (formerly Leverage Enterprises, LLC) to provide environmental business development consulting expertise backed by academic credentials to clients in environmental, engineering, energy and nonprofit domains.

- Provided proposal support to a client whose project manager was unavoidably unavailable to assist in a major proposal re-bid effort. Client was awarded this \$19.5M award without going through the short-list process.
- Facilitated the EPA Brownfields Assessment and Cleanup grant award panel process in 2003. The process successfully awarded over \$70 million in grants to communities in 38 states, five tribal nations and two US territories. Also facilitated EPA OSWER innovation grant evaluation panels.
- Won prime or subcontracts with EPA, DOD, and GSA (MOBIS) and provided environmental program support, stakeholder communications, facilitation, and small business outsourcing assistance.



**Piedmont Regional Dental Clinic**  
Executive Director  
Volunteer

2015 -2019  
2009 -2015

Responsible for all phases of operations at \$1.34M dental safety net clinic providing access to affordable oral health care in central Virginia. During my tenure

- Built a new team which increased monthly production from \$75,843 to \$135,821 and net earned income went from -\$844 to \$8363 (Oct 2015: Oct 2019). Clinic broke even FY 18\_19 after several years of losses.
- Secured grant funding for direct dental care that became 8% of annual production. Populations served include a regional homeless shelter, undocumented children, low-income diabetics and low-income veterans.
- Managed participation in CMS Meaningful Use through Stages 1 & 2. This electronic health records incentive program realized \$200,000 in payments for the Clinic.

(540)222-9594

1989 TO 1997



**NUS/Brown & Root Environmental/Halliburton**  
Gaithersburg, MD

*Director, Federal Business Development*

Responsibilities included managing major government clients: DOD (Pentagon, NAVFAC, LANTDIV & EFACHES, and the Baltimore Corps), DOE (HQ, ID, AL, OR), EPA HQ, USDA, USDOJ, and USDOT. Each of these clients represented opportunities in multiple technical areas, frequently for multiple BRE offices.



**Tetra Tech, Inc.**  
Bellevue, WA  
*Associate Director, Business Development*

1987-1989

TETRA TECH

Responsibilities included marketing hazardous waste management and marine science services to private, state and federal clients for five regional offices from Kansas City to Anchorage. Won federal contracts with the DOE, EPA, USDI, DOC and DOD. Won state contracts in Washington, Oregon, Montana and Missouri.

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## Education

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### Harvard Business Analytics Program

Expected Sept 2020



Eighteen-month curriculum taught by faculty from the Harvard Business School (HBS), the John A. Paulson School of Engineering and Applied Sciences (SEAS), and the Faculty of Arts and Sciences (FAS). Twenty+ hours per week studying quantitative analysis, operations and supply chain management, digital strategy and innovation, data driven marketing, programming and data science systems, leadership and people analytics and data science pipeline and critical thinking.



**George Mason University**  
*Coursework, Ph.D. Program, Environmental  
Science & Public Policy*

1993-2002

Coursework included: Geochemistry of Environmental Hazards; Wetland Ecology and Management; Estuarine and Coastal Ecology; Waterscape Ecology; Environmental Law for Biologists; Models, Policy Design and Implementation; Public Policy Process and Issues in Public Management; Molecular, Micro and Cell Biology and Financial Management of Environmental Infrastructure *Research area: Attenuation of Munition Contamination in Hydric Soils*



**Boise State University**  
*Master of Business Administration*



**Colorado State University**  
*B.S., Zoology*