

## CURRICULUM VITAE

### **DOUGLAS L. SEEMANN, BCE Board Certified Entomologist**

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### **EXPERIENCE:**

#### **B.C.E. Services, LLC, Oro Valley, AZ**

August 2004 – Present

#### President, Board Certified Entomologist

Pest Control and Entomological Consultant. Provide forensic investigation and expert testimony for litigations. Assist in start up and development of new pest control businesses. Work with existing companies to expand their services, increase their productivity and/or provide services. License holder for various pest control companies and school districts. Work with pest control product manufacturers to Develop, Test and Support pest control devices and systems. Additionally I provide recurrent services to specialized accounts:

Biosphere 2 (currently under the University of Arizona), Oracle, AZ  
1994 – Present

International Wildlife Museum, Safari Club International, Tucson, AZ  
1994 – 2018 Pest control services and exhibit preservation

#### **State of Arizona, Office of Pest Management, Department of Agriculture, Phoenix, AZ**

October 2008 – September 2013

#### Arizona State Entomologist Advisor to the OPM

Governor's appointee to the OPM Advisory Committee. Advise the director in issues relating to policy, regulation and/or enforcement of State pesticide and pest control regulations, Laws and Rules.

#### **Talos Pest Control, San Diego, CA**

August 2018 – 2019

#### **Round The Clock Pest Control, Santa Clarita, CA**

August 2018 – 2019

#### **Hero Termite & Pest Solutions, Riverside, CA**

July 2014 – 2017

#### **Catch-a-Pest Pro, Calamisa, CA**

February 2016 - 2017

#### Technical Director, Qualifying Manager (Licencee)

Licensing, oversight, and business development of Start-up Pest Management firms

**Product Representative**

**FiberTrap** 2020 to Present: Staff Entomologist & Technical Director  
Bed Bug Trap and Monitoring Systems

**ZappBug** 2019 to Present: Heat Chambers for control of Bed Bugs

**Celestron** 2019 to Present: Digital Microscopes for use in the field

**Qualifying Party Lease, AZ**

April 2015 – Present

Qualifying Party

Flowing Wells School District

2014-2015, 2004 – 2011

Qualifying Party, Technical Director

Various Arizona companies, including start-ups, for periods of several months to 3 years as required by their needs.

**RAM Pest Management, Yuma, AZ**

June 2011 – June 2013

Technical Director, Qualifying Party

Licensing, oversight, and business development of Start-up Pest Management firm

**License-To-Kill, Inc, La Mesa CA**

July 2005 – June 2006

Technical Director, Board Certified Entomologist

Operational management of the pest control division (San Diego County). Responsibilities included: assist in development of new markets and services, field supervision of route technicians, quality control and monitoring of key accounts, compliance with EPA, OSHA and State regulations, sales, sales management, chemical and equipment inventory and purchasing, assist in marketing programs and public relations as well as other areas of management. Customers included residential and commercial businesses in the areas of service, consulting, bird control, corrective termite control and termite inspections.

**Northwest Exterminating Co., Tucson, AZ**

January 2004 – July 2004

Technical Director, Board Certified Entomologist

Assisted in the integration of American Environmental Services into Northwest Exterminating Co. Developed and implemented the National Pest Management Association's Quality Pro program achieving certification for the company.

**American Environmental Services, LLC, Tucson, AZ.**

2000 – 2004

President, Owner, Board Certified Entomologist

Inception and development of a full-service pest elimination and prevention company. Services included residential and commercial landscape installation and maintenance. Company produced a gross revenue of over .7 million dollars

in first year. Accounts included the City of Tucson, Pima County, BioSphere 2, Old Tucson Studios, the International Wildlife Museum, Clear Channel and a number of restaurant chains. Responsibilities included acquisition of pest control companies, integration of these companies, identification of, and negotiation with investors, sales, marketing, networking, technical support, program development, personnel recruitment, and employee management. The pest control accounts were sold to Northwest Exterminating Co., Tucson, AZ in January 2004. The landscape division was dissolved.

Additional: Developed and hosted weekly radio show “*Everybody’s Home*” on KNST (2001) and original member of KOLD TV’s “*Ask the Expert*” program (2001), both sponsored by AES. American Environmental Services was a member of the National Pest Management Association, the Arizona Pest Management Association, The Tucson Chamber of Commerce, Pima County Chamber of Commerce, Marana Chamber of Commerce, Hispanic Chamber of Commerce, the BBB, and the Arizona Small Business Association (ASBA).

**University Termite and Pest Control, Inc., Tucson, AZ.**

1992 - 2000

Vice President, Board Certified Entomologist

Operational management of the pest control division (Southern Arizona Region). Responsibilities included: assist in development of new geographic markets (including Sonora, Mexico), hiring of new employees, management of field supervisors, field supervision of commercial route managers, quality control and monitoring of key accounts, compliance with EPA, OSHA and State regulations, sales, sales management, chemical and equipment inventory and purchasing, assist in marketing programs and public relations as well as other areas of management, supervise and monitor the Quality Circle Program certification and training of employees. Customers included residential and commercial businesses in the areas of service, consulting, bird control, corrective termite control and pre-construction preventative termite treatment. Frequent interviews on television/radio programs and in newspaper articles.

**Doug Seemann Drafting & Design, CT, NY, AZ**

1981 – 1998

Patent Draftsman/Graphic Artist – Freelance Part-Time

Approximately 400 projects including, illustrations, technical drawing, advertising and cartoons. Some CAD experience.

**Arrow Exterminating Company, Inc., Lynbrook, NY.**

1987 - 1992

Technical Director, Entomologist.

Responsibilities included sales and development of sensitive commercial accounts, certification and training of employees, field supervision, employee evaluation, quality control and monitoring of key accounts, compliance with DEC, EPA and DOT regulations. Customers included commercial, residential, food processing and health care businesses in the areas of service, small animal and termite control.

**State University of New York, Farmingdale, NY.**

1990 - 1992

Adjunct Professor.

30-hour continuing education course. Designed and implemented a program intended to provide a working knowledge of pest control.

**Knockout Pest Control, Inc., Uniondale, NY.**

1984 - 1987

Entomologist/Sanitarian, General Manager. 1985 - 1987

Responsibilities included sales, training, quality control, compliance with DEC, EPA and DOT regulations, and employee certification. Customers included commercial, residential, food processing and health care businesses.

**AMF Pest Management, Austin M. Frishman, Farmingdale, NY.**

Spring 1990

Research Assistant. Field-testing new roach trapping device.

Fall 1985

Teaching Assistant. 30-Hour Certification Course.

**Bell Environmental Services, Parsippany, NJ.**

1983 - 1984

Entomologist, Middle Management.

Responsibilities included training, quality control and technical expertise in entomology. Customers primarily consisted of pharmaceutical, research facilities and food processing plants.

**Connecticut Agricultural Experiment Station, New Haven, CT.**

May - September 1983

Co-operative Extension/Research Assistant. (operating on grant).

## **EDUCATION:**

May 1983, University of Connecticut, Storrs, CT

BS, Biology. Concentration: Entomology.

## **ADDITIONAL QUALIFICATIONS:**

Operator License, California: 2005 – present

Branch 2 (General Pest) and Branch 3 (Termites)

Qualified Applicator License, California: 2006 – present

Department of Pesticide Regulation, QL-A (restricted use products)

Entomological Society of America - Member, 1980 - present

Board Certified Entomologist, Urban Entomology - 1996 - present

Qualifying Party License, Arizona: 2000 – present  
Categories: General Pest Control, all Wood Destroying Organism categories, Weeds and Turf & Ornamental

Applicator Certifications, Arizona: 1992 - present  
Categories: Structural & Rodent, Termites, Fumigation, Right of Way, and Public Health

Pest Control Certifications, Connecticut, New York & New Jersey- 1984 - 1995  
Categories: Structural & Rodent, Termite, Food Processing, and Demonstration & Research (CT: Qualifying Party)  
NY: D.E.C. Nuisance Wildlife Trappers Permit

Supervisory Certification, Connecticut - 1984 - 1995  
Categories: Structural Pest Control, Rodent Control

Real Estate License, Arizona: 2008 – Present  
GREEN Designation, 2009 – Present  
SFR (Short sale, Foreclosure, Resource) Designation, 2010 – present  
Broker License: 2014– Present

Tomorrow's Home Today, LLC, Tucson, AZ: 2020 – Present  
Director

HomeSmart Advantage Group, Tucson, AZ: 2013 – 2015, 2016-Present  
Associate Broker

Maxam Realty Advisors, Tucson, AZ: 2015 – 2016  
Designated Broker  
Managing Broker

Long Realty Company, Tucson, AZ: 2008 – 2013  
Realtor

**ADDITIONAL ACTIVITIES:**

Arizona Professional Pest Organization – Member 2005 – present  
Education Committee Chair, 2013  
Board Member, 2005  
Membership Committee Chair, 2005

Tom Hopkins Sales Training “Results” Seminar – May 2004

Copper Creek Home Owners Association - Board Member, 2009 - present  
Vice President, 2009 – 2013

National Association of Realtors – Member, 2009 - Present

Arizona Association of Realtors – Member, 2009 – Present

Tucson Association of Realtors – Member, 2009 – Present  
Green Council, 2011 – 2013

Boy Scouts of America

Cub Scout Den Leader & Misc. committees, 2002 –2005  
Tucson Chamber of Commerce Member 2000 – 2004, 2008 - 2010  
Los Compadres Committee, 2001-2004

Marana Chamber of Commerce - Member 2000 – 2004, 2010 - 2014

North Pima County Chamber of Commerce – Member 2000 – 2004, 2008 - 2014  
Health and Community Resources Committee – Member, 2002

Building Owner and Management Association  
Membership Committee – Member, 2002

Copesan Services Technical Committee – Member, 1993 - 1996

Pi-Chi-Omega - member, 1991 - present  
Chairman Marketing Committee, 1996 - 2000

Arizona State Pest Control Operator Manual Re-write Committee - member,  
illustrator & author of the introduction, revised several other chapters,  
cover design and art, 1993 - 1996

Arizona State Pest Control Commission  
Continuing Education Committee - Member, 1994 - 2002  
Africanized Bee Advisory Committee - Member, 1996 – 2000  
Office of Pest Management Advisory Committee – 2008 - 2013

National Pest Management Association  
Member, 2000-2004, 2007 to present  
New Technology & Fumigation Review committee - Member, 1997 – 1998  
Chairman, 1998 – 2000  
Leadership Development Group, 1995 – 2002

Arizona Pest Management Association: President, Southern Chapter, 2001, 2002

Hazardous Materials Worker (HAZWOPER) certified, August 1997 – 2000

TIPS – Sales networking organization: 1993 – 2003  
(Treasurer 1996 & 1997, V. P. 1998)

Approved Instructor for numerous Certification Courses

U.S. Patent issued for a "Pest Control Training Aid" - April 1994

Effective Public Speaking & Human Relations:

Dale Carnegie Course, Jericho, NY, (14 Session program) 1989

Assistant instructor certification, 1990

American Institute of Baking, Manhattan, KS (Certifications):

Food Processing Sanitation

ISO 9000 Standards Registration

Frequent Lecturer for:

National Pest Management Association

Arizona Structural Pest Control Commission

Arizona Pest Management Association

New Mexico Pest Control Association

Public Schools

EPA – Environmental Protection Agency

Contributing Author: Pest Control Magazine, PCT Pest Control Technology magazine, and Service Technician magazine (Over 35 articles to date)

Purdue University, Lafayette IN, 2000: Annual Urban Pest Control Conference, 10-year award