

**KARA L. THOMAS**  
**ASSOCIATE FOR BUSINESS DEVELOPMENT, WAYNE ARMY & ASSOCIATES, LLC**  
KARA.THOMAS1@AOL.COM; (614) 937-6664

Kara Thomas is the primary business development program consultant with Wayne Army & Associates, LLC, a federal business development consulting firm specializing in installation, environmental and energy issues facing businesses in America. Ms. Thomas' experience includes over 20 years of legislative consulting, financial planning, business administration, retail sales and federal business development consulting.

Since February 2011 Kara Thomas has been the Business Development Program Consultant. In this position she identifies potential government contract opportunities for WA&A clients, creates and maintains spreadsheets regarding project bid progress, elements and status that serve as initial business development tools. When projects are targeted for response, she follows up with contracting agents regarding the bid process and status, and assists in cultivating relationships for the clients with the Government's program personnel.

Since October 2008 Kara Thomas has been a Sales Professional for Tiffany & Company in their Columbus, Ohio, retail store. As a commissioned sales professional for this luxury retailer, she establishes and cultivates relationships with individual and corporate clientele, developing customer expectations and managing all aspects of operations, service and outreach to customer base. She reached 160% of annual sales goal for 2011, earning the highest level of corporate achievement for the company. Additionally, she has exceeded every quarterly goal since starting with Tiffany's. As an adjunct to her sales responsibilities, she also developed and implemented a new training module for the store's staff, and she serves as mentor for new hires. She created a prototype program for community outreach and fundraising that has been adopted by the Columbus store. In recognition of her expertise, she has been asked on numerous occasions to promote and represent Tiffany at various philanthropic events.

From 1988 to 1990, Kara Thomas was a Legislative Aid, Meeting Planner, Administrative Associate and Copywriter for The Flanagan Group, a lobbying and public affairs group in the Washington, DC, area, for which Wayne Army was the Senior Vice President. She was responsible for tracking legislation through Congressional and Senate Committees and Sub-Committees and keeping clients apprised of relevant progress/changes. She provided administrative support for the Utility Working Group (UWG), a coalition of thirteen CEO's from utility companies throughout the U.S., and she drafted correspondence to members of Congress, agency officials and party leaders on behalf of President, Vice-President and Special Counsel.

From 1990 to 1991 Kara was a principal assistant for Marilyn Guenther, a Certified Financial Planner in Southfield, MI, before resigning to raise her family.

Kara Thomas is a graduate of DePauw University in Greencastle, Indiana, with a Bachelor of Arts in Economics and Communications. She served as Event Chair for the Columbus, OH, chapter of Christ Child Society, a National Service Organization, and as the head varsity field hockey coach for the Columbus School for Girls. She is a member of the National Field Hockey Coaches Association and the National Field Hockey Association. She resides in Columbus, Ohio, with her husband and their four children. Her oldest daughter is a graduate of the George Washington University and is currently a Corps Member for Teach for America, teaching inner city students in Cincinnati. Her second daughter is a sophomore at DePauw University, and her third daughter is a senior at the Columbus School for Girls. Her fourth child, a son, is a student at St. Agatha elementary school.