

## **Susan Taft**

### **Flowing Water Consulting**

Susan Taft is a proven and successful entrepreneur with thirty years of experience in business and industry. Combined with her background in science and technology, Susan has been a successful consultant for a Maryland-based consulting company analyzing and developing solutions incorporating technology where appropriate for complex business problems. Susan provides consulting services through Flowing Water Consulting, part of Flowing Water Press Corporation. She offers a range of business services including business planning and development, technical consulting, market research, project planning and management, in-depth analysis and problem solving, feasibility studies, and technical writing. Her clients include MIT (Sloan School of Management), Adventure Sports Center International and International Whitewater Hall of Fame, and Myers Motors.

As a founder and owner of Englehart Moulding Corporation, Susan has hands-on experience developing a company from concept to implementation in the development of a state-of-the-art plastics molding manufacturing facility. Understanding the market need for a high quality contract manufacturing facility in the Midwest, she developed a business plan to provide contract services to clients with specialized needs. Susan developed and orchestrated all start-up activities of a manufacturing business from equipment purchase and facility development to production control. She also developed all associated day-to-day business processes incorporating a small-business software suite of applications.

Susan's business experience is diverse ranging from working in the highly technical environment of Westinghouse to the heavy industrial setting of Bethlehem Steel to consumer food-products giant Frito-Lay. Her work for those companies has also been equally diverse; from failure analysis to needs analysis, from production process improvements incorporating adult training and distance learning solutions to business process improvements incorporating the development of high performance work teams.

Susan proposed on and won multi-year, multi-million dollar projects in competitive bidding RFPs from Fortune 100 clients. As a project manager, she also successfully managed those same multi-year, multi-million dollar projects. She brought in complex projects on-time and on-budget while maintaining high quality and client satisfaction. Susan managed a multi-year project that developed strategies and training for the development of high performance work teams across all operating groups from production and packaging to warehousing, traffic, and fleet of a Fortune 100 company. She also managed and directed an eighteen-month project to develop performance-based training and process documentation for a large industrial client to support a short-term but aging work force and production improvements incorporating new technology.

### ***Education and Background***

Susan earned a B.S. in Chemistry (cum laude) from Kent State University. She has worked as a research chemist, engineer, and consultant. She is a published author of a history book accepted into the Library of Congress and the principle inventor of a patent for a fitness machine.

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