

# SHELDON B. ATWOOD, PH.D.

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www.carruslandsystems.com

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## FOUNDER & CHIEF EXECUTIVE OFFICER

*“Successful people are not people without problems; they are simply people that have learned to solve their problems.” – Earl Nightingale*

Sheldon strives to improve land management on a large scale by applying universal principles and process-level understanding to pressing issues. An effective Senior Executive with advanced leadership capabilities, his career has focused on organizations that integrate conservation values, sound social and ecological stewardship practices, and responsible revenue generation. Sheldon has conducted inner-city restoration projects reducing urban sprawl, operated a working ranch for multiple values, and established a private wildlife management area.

## EDUCATION

UTAH STATE UNIVERSITY, Logan, Utah

*Ph.D. in Range Science*, Emphasis in integrating ecology, economics, and behavior, 2005

*Master of Science in Rangeland Resources*, Emphasis in diet selection behavior, 2001

*Bachelor of Science in Animal Science*, Emphasis in production agriculture, 1997

UNIVERSITY OF PHOENIX

*Master of Business Administration*, In Progress

Professional development training includes:

- ◆ Ranching For Profit
- ◆ Bud Williams Marketing and Stockmanship
- ◆ Dick Diven Nutrition School
- ◆ NRCS Plant/Herbivore Interactions
- ◆ Land EKG Monitoring School

## PROFESSIONAL EXPERIENCE

*Ranger / Land Manager / Foreman*

1993-Present

- Co-founded Banner Resource Management, LLP, in 2002, a private for-profit conservation partnership owning and operating a 4,825-acre ranch in North Dakota.
- Led Banner Resource Management to increase revenues from Beaver Creek Ranch by 360% over a four-year period while enhancing environmental values and strengthening local relationships.
- Developed and implemented strategic business plan and conservation management plans.
- Drafted principles for conducting surface owner and subsurface interest access.
- Re-routed future oil development right-of-way and pipeline projects to accommodate important wildlife area and accelerated extraction and reclamation schedules.
- Negotiated novel access agreements.
- Designed and commissioned wildlife-friendly fencing and water development projects.
- Established 700-acre *Private Wildlife Management Area*.
- Cooperated with Rocky Mountain Elk Foundation, Mule Deer Foundation, North Dakota Game and Fish, and U.S. Fish and Wildlife Services on habitat improvement projects and a pilot program to provide public hunter access.

*Researcher / Educator / Consultant*

2001-Present

- Co-authored a \$4.2 million competitive grant establishing BEHAVE, a consortium integrating research and outreach related to behavior education for human, animal, vegetation and ecosystem management, including the Tehabi internship program. Details at <http://www.behave.net>.
- Instructed and assisted with graduate and undergraduate courses on Dynamic Systems Management, Plant-Herbivore Interactions, and Natural Resource Economics.

**PROFESSIONAL EXPERIENCE***(Continued)****Researcher / Educator / Consultant***, Continued 2001-Present

- Collaborated and consulted with natural resource economists and personnel managing large ranches for The Nature Conservancy (Red Canyon Ranch, Matador Ranch, Great Salt Lake Wetlands), Farm Management Corporation (Deseret Land and Livestock), and Turner Enterprises (Flying D Ranch).
- Oversaw field and pen studies and supervised both colleagues and students.
- Authored and co-authored more than twelve articles published in or being prepared for publication by peer-reviewed journals, such as *Conservation Biology*, *Journal of Animal Science*, *Rangeland Ecology and Management*, *Rangelands*, *Livestock Production Sciences*, *Society and Natural Resources*, and *Ecological Economics*.
- Presented a variety of talks and posters at professional meetings of the International Society for Applied Ethology (Abano Terme, Italy), VII International Rangeland Congress (Durban, South Africa), and Society for Range Management (Kona, HI; Casper, WY; Salt Lake City, UT).
- Delivered numerous invited talks and presentations to producers, extension and agency personnel, and conservation organizations, including 2007 Quivira Coalition Annual Meeting plenary talk (Albuquerque, NM), and 2007 STIPA Australian National Grasslands Conference (Mudgee, NSW).

***Private Conservation Developer / Contractor*** 1998-Present

- Personally orchestrated and financed seven inner-city conservation development projects with a total value of more than \$2 million. Projects were designed to reduce conversion of agricultural lands for suburban expansion and rejuvenate local communities.
- Executed both simple and complex real estate purchase/sales contracts and interfaced with multiple organizations, including the Corps of Engineers, local governments, utility companies, and private engineering and construction firms.
- Marketed homes and lots and developed creative financing alternatives for under-qualified buyers.

Prior to 1993, served as Interim Provincial Beef/Feedlot Specialist, Mining Equipment Operator, Chef, and Volunteer for multiple nonprofit community and environmental organizations.

**PRESENTATIONS**

- *An overview of behavior* and its implications for land management.
- *The myth of the finicky cat: the role of dietary variety in animal welfare and performance* (principles apply to pets but most examples are from livestock).
- *Having it all: Balancing economics and ecology* (examples includes riparian restoration using behavior, alternatives to feeding bison in confinement, preserving wetland bird habitat, and others).
- *Thinking ABOUT the box: Questioning modern conservation* (limitations to current conservation efforts – how we got to where we are and the illusions and inefficiencies created along the way).
- *Show me the money: the importance of cash flow to continuing land conservation* (a logical exercise demonstrating critical flaws in how conservation priorities have been determined, suggests solutions).
- *The land manager's GEM: a flexible framework for comparative analysis* (a conceptual model that for comparing multiple ramifications of alternate management strategies under specific conditions).
- *Eco-ranching: why agriculture and conservation ought to be married* (explains why neither can be ecologically or economically sustainable without the other).
- *Doing Good While Doing Well: Financing conservation outcomes without asking for money or sacrificing future opportunities*. Funding conservation while fostering favorable rates of return.