

ENTREPRENEURIAL MISSION-DRIVEN EXECUTIVE LEADERSHIP

Delivering Creative Solutions ■ P&L / ROI ■ Building Shareholder Value

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|--------------------------------|--------------------------|----------------------------|
| Strategic Visioning & Planning | • Mergers & Acquisitions | • New Business Development |
| Operational Streamlining | • Financial Modeling | • Start-Ups & Turnarounds |
| Resource Optimization | • Deal Structuring | • Relationship Building |

Engaging Stakeholders, Raising Capital & Empowering Teams to Transform Vision into Profitable Reality

- ▶ **Experienced Hands-On Business Builder:** Started, funded & directed 20+ for-profit and non-profit enterprises serving in CEO, President, Director, or Board capacities.
- ▶ **US & International Business Development & Capital Raising:** Successfully generated \$15.5M in international capital; identified, vetted, and invested in over 60 companies in both debt and equity structured investments.
- ▶ **Designed, Started, & Managed Unique Private Equity Fund:** Implemented financial & operational systems across 3 offices with 23 international fund-raising companies on 3 continents.
- ▶ **Reinvented Charitable Giving Model:** Broke pattern of dependency and fostered a culture of entrepreneurially focused self-sustainability; also founded non-profit organization bringing clean drinking water to over 100,000 people.
- ▶ **IPO Preparation:** Transformed underperforming global IT consulting firm to prepare for initial IPO; implemented repeatable, systematic and controllable operational & financial disciplines; spun off non-core unit in \$900M sale; added 2 highly profitable divisions; accelerated overall growth 10X, and increased pre-IPO value by over \$40M.

PROFESSIONAL EXPERIENCE

SAMARITAN'S PURSE, International; Boone, NC / Northern Iraq

Disaster Assistance Response Team (DART)

Emergency Field Hospital (EFH) – Northern Iraq

www.Samaritan.org

Asked by Samaritan's Purse to setup components of and maintain the Emergency Field Hospital (EFH) in Northern Iraq. Full support of all areas of EFH, including electrical, security, water, heat, lighting, and power. Maintain a fully operational EFH at all times to allow war-zone trauma casualties to be treated closer to the front-lines and hear the Word of Jesus Christ. Entrepreneurially and Flexibly deployed with 1 week notice.

JANUARY –
FEBRUARY 2017

NOBLEOUTREACH, LLC, International; Gaithersburg, MD / Washington, DC / New Orleans, LA 2004 – Present

www.NobleOutReach.com

Asked by US Department of Homeland Security (DHS) to set-up, organize, and structure a company focused on attracting private equity investment capital in an effort to help re-build the City of New Orleans, LA following the devastation caused by Hurricane Katrina.

FOUNDING PARTNER, CEO, PRESIDENT, MANAGING DIRECTOR, & FUND MANAGER (NobleRealEstateFund, LP)

Co-Founder, Creator and Director of corporate business, financial, organizational & operational activities. Engineered all services, systems and processes. Conceived unique private equity fund, traveled worldwide to raise international capital, and invested in multiple US businesses. Directed due diligence, company vetting, portfolio deal structuring (both debt & equity), asset management activities, PR/marketing, investor relations, regulatory compliance, tax reporting, and fund auditing. Purchased, gutted & renovated buildings transforming rubble into productive assets in the wake of the largest hurricane in US history.

- Submitted and won exclusive competitive bid contract with City of New Orleans (score of 99%).
- Created, founded, and operating \$50M Private Equity (PE) Fund; developed all Offering Documents.
- Raised \$15.5M international capital and led investment strategy.
- Managed 3 offices, and over 23 international fund-raising companies on 3 continents.
- Implemented and led Fund's Advisory Board & entire corporate structure and business operations practices.
- Led portfolio deal structure, due diligence, and invested in over 60 for-profit US companies.
- Coordinated business formation, engineering, financing, real estate development, capital allocations, & operations.
- Acted as joint-venture partner, capital/equity partner, managing partner, and developer for projects/companies.
- Currently leading wind-down strategy and implementation to return capital to fund partners/investors.

SUSTAINABLE MISSIONS, INC (SMI), International

2012 – Present

www.SustainableMissions.org*"Creating Sustainable Businesses in a World Aching for Innovation."***FOUNDING ADVISOR**

Founded solution-driven non-profit business model focused on breaking the cycle of aid dependency by empowering indigenous entrepreneurs to build self-sufficient communities. Developed relationships with key US and African leaders; traveled to Africa to gain first-hand background and experience. Created case studies of real life problems and developed high-impact solutions. Provided training, hands-on demonstration, and mentorship. Established Board, strategic requirements & financial plan to duplicate, expand and multiply results.

- Conceived, developed, and implemented non-profit Business-as-Missions model to invest "seed capital" in sustainable companies and reduce dependency on annual aid.
- In Africa, navigated legal, land titling, commercial, and regulatory environments; created 3 non-profit Ugandan companies, purchased land, and taught / implemented 'sustainability' model building 'clean food' businesses.
- Created & established African Bank/SACCO (Savings And Credit Cooperative) with 30 initial indigenous Ugandan members investing \$100; within 2 years SACCO has grown to over 300+ savers and \$32,000 in capital.
- Raised over \$200,000 in first 2 years; directly invested into indigenous businesses; currently operating on 2 continents overseeing 6 African enterprises and 13 sustainable projects.

PROGRAM RISK MANAGEMENT SERVICES, LLC

2001 – Present

www.Program-Risk.com*"Overcome the Challenges of Complex and Risky Efforts."***MANAGING DIRECTOR**

Provide strategic and tactical operational, financial and business consulting and management services focused on keeping complex high-profile projects on track, on schedule, and on budget. Impact includes:

For Real Estate Client – Large & Growing Real Estate Firm (Operations & Finance Director):

- Increased sales 22% in 6 months; implemented revenue & expense budget; stabilized cash flow & expense management; increased Agent efficiency by over 110%.
- Developed Agent Compensation Plan, and implemented Agent growth plan from 5 Agents to over 25 Agents.
- Implemented full-cycle accounting program; improved banking relationship; increased available funds by 50%.

For Bio-Pharma Client

- Developed business case and realized actual \$2 million savings (on an annual operating budget of \$11 million).
- Improved productivity by implementing disciplines increasing scientist effectiveness by over 330%.
- Implemented financial, schedule & contract controls, Program Reviews, and risk mitigation strategies.

For IT Consulting Client

- Designed risk mitigation strategy for leading IT services firms – world-wide deployment for over 8000 consultants resulting in 55% decrease in non-performing projects and the winning of a \$200M contract.

BIOSYNEXUS INC

2001 – 2006

CHIEF TECHNOLOGY OFFICER

Prioritized Security, Confidentiality, and Bio/Pharma work support to engineer all financial, business & IT models creating enhanced, efficient, and secure infrastructure and applications environment. Developed SOPs and processes, supported internal & external Clinical Trials, and FDA submission requirements. Implemented 802.16 (WiMax) technology, secure environment, and multi-server infrastructure within bio-tech and public pharmaceutical company.

- Saved \$2M through budgeted and implemented planned information technology and IT investment activities.
- Grew from 1 server to 25 servers supporting bio-R&D labs; leveraged broad outsourced support to assure efficient IT/Systems operations & infrastructure, producing lower cost business/investment model sustaining 99.7% uptime.
- Reduced compliance costs by 18% in a regulatory, 21 CFR Part11, FDA compliance environment; provided IT productivity technology to accelerate and enhance bio/pharma/scientific research and Scientist effectiveness.
- Initiated risk management/mitigation approach to evaluate investment & compliance decisions.
- Company successfully completed clinical trials & was sold to Bio-Tech Private Equity Fund for \$32M.

NOBLESTAR SYSTEMS CORP, Reston, VA

1998 – 2002

*Multimillion dollar IT consulting & service provider focused on improving effectiveness, efficiency & compliance of ERP software delivery.***DIRECTOR & CHIEF OPERATING OFFICER**

Designed, developed, and fully implemented all Noblestar's Best Practices and Risk Management strategies worldwide (530 staff; 7 US & 5 European Offices). Developed and implemented Project & Program / Risk / Change / Client Satisfaction / and Stakeholder Management Disciplines across global client-focused engagements.

- Reduced non-performance engagement losses from \$10M to zero (0); increased client satisfaction and follow-on engagements; reduced corporate outstanding account balances from over \$30M to under \$2M in 1 year.
- Organized "Office of CIO" by developing / implementing Project Dashboards, Team Rooms & Project Reviews; reduced Mean Time to Awareness from 2 weeks to 1 day; grew client satisfaction by 410%; increased follow-on business 11X.
- Created "repeatable project success" model, grew company from 50 to over 500 international IT consultants, and increased pre-IPO value by \$40M.

HUNGERFORD ENTERPRISES, LLC

1987 – Present

OWNER / PRESIDENT

Analyze and manage all property acquisitions, financing, leasing, tenant relations, accounting, regulatory & licensing, maintenance, and operations of rental property investment and management firm. Provide over 51% annual cash-on-cash returns to investors. Maintain a tenant-month vacancy rate of less than 1.5% (current regional average is 8-12%).

LARGE SYSTEMS – CONSULTING & TELECOMMUNICATIONS INDUSTRY EXPERIENCE**AMERICAN MANAGEMENT SYSTEMS, INC**

1984 – 1997

PRINCIPAL

Developed and maintained the Program Management strategy, implementation plan, and usage guidelines for a complex 300-person 4 country European/international Taxing and Billing telecommunications project.

- Developed project metrics and strategy for controlling, tracking, and measuring a 350 person series of telecommunications projects (5 major projects totaling 1200 staff-years, costing over \$75 million); following implementation success, framework was broadened to include metrics collection for 600-person Billing organization.
- Project framework's success was ultimately leveraged and implemented across entire 3,000 person IS organization.

EDUCATION ♦ BOARD MEMBERSHIPS & AFFILIATIONS

Ph.D. – Information Security, *University of Fairfax and Salem University* (ongoing)

MBA, *University of Rochester* Simon Graduate School of Business Admin., Finance, Accounting, & Computer IS

BS – Accounting, Finance, Computer Information Systems & Business Management, *University of Tampa*

Magna Cum Laude – Majors: 4.0 GPA; Overall: 3.95 GPA. Voted: Most Outstanding Accounting Graduate

BOARD MEMBERSHIPS & AFFILIATIONS:

Board Member – Alpha & Omega School – Kiburara, Uganda, Africa

Executive Board Member, & Board Member – Washington Christian Academy (WCA)

WCA Treasurer/Officer & Finance Committee Chairman

- Successfully led turn-around, and resolved \$30M outstanding public Bond debt, and Sale Transaction
- Recruited and installed new Head of School

Past Chairman of the Board – The Barnesville School

Past Board Member – CrossRoads Freedom Center