

VINCENT T. VOLPE

CURRICULUM VITAE

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EXECUTIVE SUMMARY

Versatile executive with broad experience in law, accounting, finance, operations, management consulting and investment banking. A CPA, attorney and strategic thinker who understands the professional and personal demands of conducting global business. Thought leader and effective communicator with strong influencing skills, and a foundation in financial management and business development. Areas of expertise include:

- International Business Expansion
- Operations and Financial Models
- Budgeting & Financial Forecasting
- Professional Presentations
- Strategic Planning
- Negotiations
- Mergers & Acquisitions
- Mentoring Executive Teams

PROFESSIONAL EXPERIENCE

SAINT LOUIS UNIVERSITY • St. Louis, Missouri Jul 2006-Present
Assistant Professor of Management

Academic appointment in John Cook School of Business, teaching business law, management, entrepreneurship, family business and business planning courses.

SAINT LOUIS UNIVERSITY • St. Louis, Missouri Jan 2009- Dec 2010
Director, Center for Entrepreneurship

Administrative appointment in John Cook School of Business: responsible for outreach programs, student entrepreneur projects, and promoting the Center in the St. Louis business community.

ARBIRIS CONSULTING • St. Louis, Missouri 1993-1996; 2000-Present
Managing Director

Founded business development services firm for companies and organizations/ associations across industries to enhance and build business strategies and systems. Work directly with CEOs and senior executive teams.

Current Engagement:

Saint Louis Business Development Fund Dec 2006-Present
Business Development Liaison

Marketing and client recruitment for mezzanine investment fund directed at closely-held businesses in the St. Louis region.

Prior engagements include:

- **M&A Firm:** Working as team member with small business owners and executive buyers to close asset sale transactions. Developing pro forma financials and projections; letters of intent, confidential business reviews, reviewing agreements. Providing leadership during due diligence and closing process.
- **Not-for-Profit Business Association:** Facilitating first-time strategic planning process for two chapters of national business association. Working with president and board members to develop plan.
- **Investment Firm:** Working with founders to launch and develop hedge fund. Reviewing and analyzing investment opportunities.
- **Construction:** Advising president of second-generation, family-owned company with regard to financial performance enhancement, process improvement and succession planning.
- **Retail:** Advising CEO, management team of start-up in immigrant cross-border remittances market on appropriate global architecture, structure of in-country business units, development of forecast assumptions.
- **Financial Services:** Advising Fortune 500 subsidiary management on strategy, planning for international life insurance replication business spin-off. Managed drafting of narrative business plan, financial forecast.
- **Telecommunications:** Advising CEO-entrepreneur; drafting business plan, developing financial forecast for start-up offering metro broadband network services in Tier 2/ 3 markets around carrier-neutral strategy.

- **Internet:** Assisting Internet domain name start-up company founders with development of business plan, identifying detailed market, revenue ramp-up and expense assumptions and creating financial forecast.
- **Professional Services: Accounting:** Working with management of regional business unit to facilitate annual planning process and develop annual objectives. Advised on development of action plans.
- **NASD Broker-Dealer Firm:** Part-time Managing Director, Investment Banking. Member of corporate finance group for emerging growth companies; range of private and public offerings of debt/ equity.
- **Medical Video Publisher:** Part-time Operations Director; served as COO managing production, marketing, sales, accounting and administrative functions.
- **Regional Ice Sports Facilities:** Part-time CFO; redesigned accounting operation; developed annual operating budget; guided planning for construction timetable for second facility.
- **Retail Photo Studio Chain:** Part-time Vice President and CFO; developed annual operating budget; represented shareholder in Chapter 7 bankruptcy; marshalling of assets, sale of in-process inventory.

SAINT LOUIS UNIVERSITY**WEBSTER UNIVERSITY****FONTBONNE UNIVERSITY****ST. LOUIS COMMUNITY COLLEGE** • St. Louis, Missouri

1981-84, 2004-2006

Adjunct Faculty. Part-time instructor for MBA and undergraduate programs: Business Law, Financial Accounting, Managerial Accounting, International Business, Leadership.

PPC INTERNATIONAL, LLC • St. Louis, Missouri

1993-1999

Chief Executive Officer (1997-1999)

An international behavioral health care services company with corporate offices in the US and UK, and affiliations in South Africa, Australia, Brazil and Hong Kong.

- Developed strategic and operations architecture for providing and coordinating in-person employee assistance service in thousands of locations around the world. Managed launch and implementation of plan.
- Identified potential licensees on six continents; marketed licensee program; negotiated initial agreements.
- Served as board director of UK subsidiary; hired UK senior management; managed orientation and training.
- Designed and implemented engineered sales system for use by UK and licensees to meet each business unit's annual sales goals; developed sales materials; hired sales personnel.
- Developed strategy and managed relationships with numerous US behavioral health care companies.
- Led UK and licensee business units through annual strategic planning sessions.
- Determined scope and content requirements for proprietary operations manuals, reports and models to facilitate know-how transfer to UK and licensee network; final editor of all operations manuals text.

Executive Vice President (part-time) (1993-1996)

Strategic planning, business development and project management responsibilities. Drafted sales proposals and responded to client organizations. Served as director of affiliated company in the United Kingdom; negotiated purchase agreement for 100% control of UK subsidiary.

KPMG, LLP • St. Louis, Missouri

1987-1993

Senior Manager, National Quality Group (1991-1993)

Coordinated executive office team in St. Louis and Montvale (NJ) supporting partner managing US and international internal quality management initiatives.

- Developed strategic plans; drafted quality guidebook.
- Created and delivered outside presentations and internal quality trainings.
- Attended "Creating World Class Quality" Executive Program at Kellogg Graduate School of Management, Northwestern University, 1992.

Senior Manager, in charge of St. Louis mergers and acquisitions practice (1987-1991)

- Assisted sellers and buyers in valuations, pricing, structuring transactions, due diligence and negotiations.
- Shaped strategic planning; managed marketing and communications.
- Authored business plans and managed project professionals.

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| GUILFOIL PETZALL & SHOEMAKE • St. Louis, Missouri Associate. Corporate legal practice | 1985-1987 |
| OFFICE OF THE MAYOR • St. Louis, Missouri Executive Secretary to the Mayor. Chief aide, counsel to mayor; appointed city charter position. | 1984-1985 |
| LEWIS RICE & FINGERSH • St. Louis, Missouri Associate. Corporate legal practice | 1982-1984 |
| BARRY-WEHMILLER COMPANY • St. Louis, Missouri Manager, Financial Systems Development. International industrial equipment manufacturer. | 1977-1979 |
| DELOITTE & TOUCHE (HASKINS & SELLS) • St. Louis, Missouri Senior Assistant. Accountant on the audit staff. | 1974-1977 |
| UNITED STATES NAVY (USNR Active Duty) • Quonset Point, Rhode Island Staff Yeoman for Commander Air Group Fifty-six. Served aboard USS INTREPID (CVS-11). | 1971-1972 |

EDUCATION

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| Saint Louis University • St. Louis, Missouri | School of Law <i>Juris Doctorate, JD</i> , 1982 |
| Saint Louis University • St. Louis, Missouri | School of Business and Administration <i>Master of Business Administration, MBA</i> , 1978 |
| William Paterson University • Wayne, NJ | <i>Master of Urban Education, M.Ed.</i> , 1974 |
| Indiana University • Bloomington, Indiana | <i>Bachelor of Arts, BA</i> , 1970 |

PROFESSIONAL CERTIFICATION

Attorney at Law Member, Missouri Bar (1982); Member, Illinois Bar (1983)

Certified Public Accountant Licensed in Missouri (1979)

PUBLICATIONS/ PRESENTATIONS

Presentation: *Leveraging Capital from Public and Private Sources*, (Keynote Speaker) Center for The Acceleration of African-American Business (CAAAB), St. Louis, November 14, 2008

Presentation: *Worldwise Strategies*, Financial Executives International, Professional Development Seminar, St. Louis, January 24, 2006

Presentation: *Worldwise Strategies: Working with Clients to Develop and Implement the Strategies and Plans for Responding to Global Business Opportunities*, CPA Associates International, 2003 International and practice management Seminar, Maui, October 21, 2003

Presentation: *How to Develop and Implement a Strategic Business Plan*, Milhouse & Neal, LLP, Client Education Workshop, October 3, 2003

Featured Subject: *Going Global*, St. Louis Commerce (magazine of St. Louis RCGA) February 2002

Author: *Going Global: Expanding Your World of Business*, The Asset (magazine of MSCPAs), July 2001

Presentation: *Global Business Hits Home: A Time for Worldwise Client Advisors*; Missouri Society of CPAs MAP 2001 Conference, Kansas City, September 25, 2001

Author: *The Development of EAPs Around the World*; paper presented at The Asia Pacific Conference of Employee Assistance Programmes, Hong Kong, March 5, 1998.

Author: *Total Quality Enters the Balance*, New Accountant magazine, April 1993.

Author: *KPMG Quality Service Guidebook*, KPMG Peat Marwick publication, October 1992.

Presentation: *Reluctant Leaders: Total Quality is Everybody's "Maybe,"* at Quality Forum VIII "Quality '92: Leadership, Innovation Discovery," sponsored by American Society for Quality Control, St. Louis, Oct. 1, 1992.

Author: *Scrap The Caucus*, op-ed article, St. Louis Post-Dispatch, December 13, 1984.

Author: Comment, *Section 482 and the Personal Service Corporation*, 26 St. Louis U.L.J. 155 (1981), reprinted in Monthly Digest of Tax Articles, Nov. 1982.

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ADDENDUM

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COMMUNITY ACTIVITIES

- Business Finance Corporation of St. Louis County; member of the board (2008 – Present)
- Cinema St. Louis; member of the board (2007 – Present)
- Academy of Legal Studies in Business; member (2007 – Present)
- Family Firm Institute: member (2007 – Present)
- Association for Corporate Growth – St. Louis Chapter; member (1987-Present); President (1989-1991) and member of the board (1988-1999)
- Missouri Venture Forum: member (2000-2001; 2006 - Present)
- Habitat for Neighborhood Business, member of the board (2009 – 2010)
- America Israel Chamber of Commerce St. Louis, member; Chair, Transaction Sourcing Committee 2003-04
- Quality & Productivity Management Association, St. Louis Council: Treasurer and member of executive committee (1992-1993)
- Friends of the St. Louis Public Library: Treasurer (1989-1992) and member of the board (1987-1993)
- St. Louis Volunteer Lawyers and Accountants for the Arts: Member of the board (1991-1993)
- Theater Factory Saint Louis: Treasurer and member of the board (1992-1993)
- Boy Scout Troop No. 79: Treasurer (1991-1993); Cub Scout Pack No. 79: Treasurer (1989-1991)
- St. Louis Regional Educational Partnership: Member of Making Education a Community Obsession Action Group (1989-1990)
- The Saint Louis Conservatory and Schools for the Arts (CASA): Member of the board of directors (1987) and advisor to the board (1988-1990)
- Democratic primary for Missouri State Auditor: Candidate for Democratic nomination (1985-1986)
- Democratic primary for Mayor of St. Louis: Surrogate speaker for the Mayor (1984-1985)
- Democratic presidential nomination: Missouri coordinator for Hart presidential campaign (1983-1984)
- Maplewood Community Betterment Foundation: Secretary and member of the board of directors (1982-1984)
- Lafayette Square Restoration Committee, Inc.: Chairman, 1979 House Tour; treasurer and board member (1976-1977)