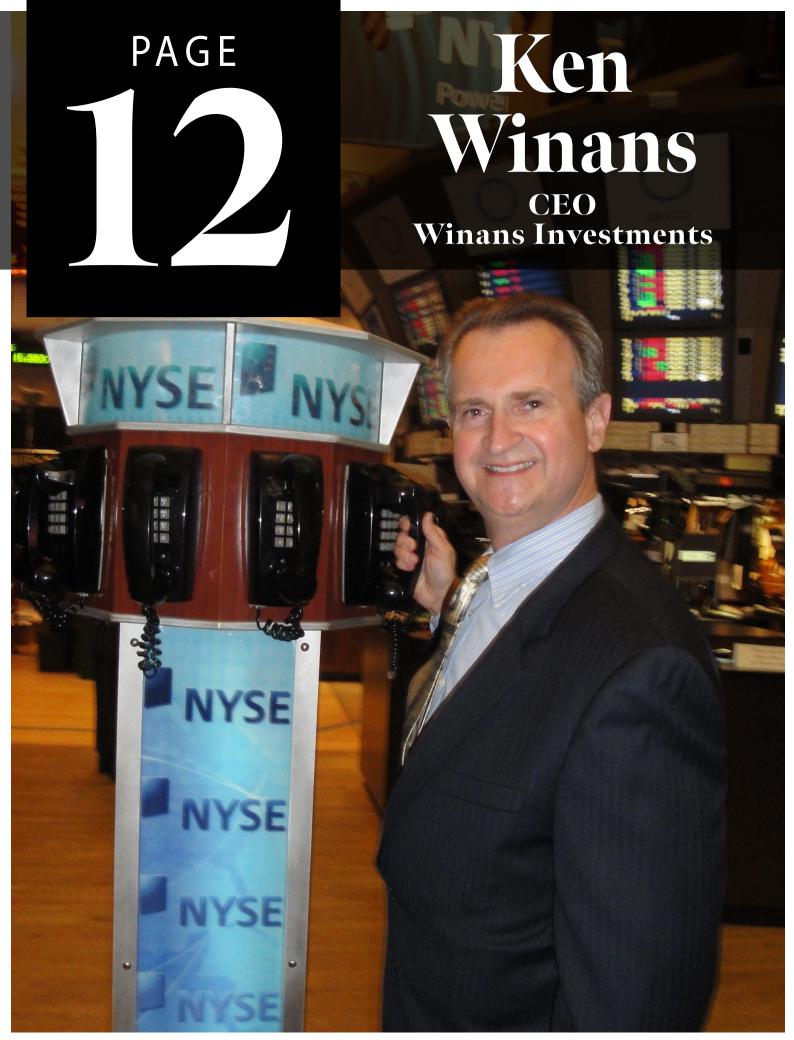
# USA AWARDS 2020

Kenneth Winans Winans Investments

# Jabani Education CEO of J5 GBL





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# USA AWARDS 2020

#### Hello and welcome to the 2020 edition of the CEO Today USA Awards!

Committed to celebrating the success, innovation and strategic vision of CEOs across a number of sectors and industries within the country, the CEO Today USA Awards identify the most outstanding and forward-thinking leaders in business today. This year, the coronavirus (COVID-19) pandemic has shaken the foundations of our world and will undoubtedly leave lasting scars on business and the already fragile global economy. This is why now, more than ever, the business leaders and CEOs who have shown true resilience during these turbulent times need to be recognised and celebrated!

At CEO Today, we are proud and excited to present our 2020 CEO Today USA Awards – a celebration of the best American company CEOs and leaders.

Congratulations to our winners and finalists.



# Featured Winners



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**Jabari Edwards** J5 Global Mississippi

Ken Winans Winans Investments California

**Jim Ratcliff** Rowpar Pharmaceuticals, Inc. Arizona

L. Pierre de Rochemont Frontier Nanosystems LLC Texas

### Tim Reardon Constellis

Virginia

Manoj Padhi Fans Global Texas

Tom Heiss Advanced Protective Products, Inc. New Jersey

Jim Owens Cisive New York





# **Jabari Edwards** Founder & CEO J5 GBL



#### ABOUT JABARI EDWARDS

Jabari O. Edwards, Sr is a Columbus, MS native, and he is the CEO and owner of more than a half-dozen Mississippi-based entities:

- J5 Solutions a holding company for acquisitions and investing in Black communities;
- J5 Trustee, LLC an environmental trustee organization;
- Bridge Group Insurance a global insurance company;
- J5 GBL, LLC a full-service environmental firm with projects across the country;
- North Atlantic Security a security firm with operations in several states;
- BH Properties a property management and development firm that invests in building affordable homes;
- Build Development Group, a construction firm; and,
- Bubba's Hope, a non-profit named for his late father, focused on improving black communities through
  1) assisting black families purchase homes, 2) assisting ex-offenders' transition to the workforce, and 3) offering community development programming.

Jabari is married to the former Jewel Sherrod and together they have three children. He is the son of Shirley and the late Joe Edwards – the first African American to be elected councilman

#### www.j5gbl.com

of Columbus, MS. It was his parents who instilled in him a deep faith in God and a belief that he could achieve anything in the world, if he is willing to make the sacrifices and work hard.

Twenty years ago, Jabari started his first company as a single father with no credit and no access to capital. For six months, his insurance company produced no revenue, and Jabari nearly gave up on his entrepreneurial aspirations. But late September 2000, he finally landed his first major contract. And, over the years, he built several thriving companies – each generating independent revenue streams and employing over two hundred staff members combined.

Over the years, Jabari has built a reputation of being honest, philanthropic, and the kind of businessman who puts "people first". He has served on a number of prestigious boards, including Mississippi Health Trust (appointed by Governor Haley Barbour), Board of Commissioners for the Columbus Utility Board, The United States EPA's The National Environmental Justice Advisory Council (NEJAC) (Appointed by EPA Administrator Scott Pruitt in Dec 2017), the U.S. Chapter of the Royal Commonwealth, Mississippi Business Finance Corporation (re-appointed by Governor Bryant), Mississippi Development Bank (re-appointed by Governor Phil Bryant), and Mississippi's Covid-19 Economic Recovery Task Force (appointed by Governor Tate Reeves).

Even as Jabari achieves his own success, he is still committed to determining ways to give back to the Black community. Over the last 5 years alone, Jabari has spent over a million of his personal resources giving to Black families in need and redeveloping impoverished, Black communities that have been consistently left behind.

Jabari has since stepped away from the day-to-day operations of his companies to devote his time to building black wealth and breaking the cycles of poverty in black communities. Jabari believes that life means nothing unless you are helping others, and that's why he has committed to using the success of his businesses as blessings for people in need.

#### Tell us about the beginnings of your career. What brought you to the insurance sector?

For me, it was never about any particular sector. It was about building an organization which will be able to bless those who need it the most.

Before starting my company, I was a supervisor at the local juvenile detention center. One day, I stood in for the bailiff, and I watched two hearings that day. For the first hearing, a young black teen appeared before the court for tussling on the football field with an opposing team member. The judge confined the young black teen to the juvenile detention center because he was a foster child and he had no other place to go. The same day, another teen – a young white male – appeared before the judge for a hit-and-run and possession of drugs. The young white male happened to be the grandson of a wealthy white business owner. The young white male was released without any recourse.

It was at that moment that I realized the difference between position and power. Time and time again, the black teens who came through those courtrooms were at a disadvantage because they had no resources. Thus, I set out to build wealth for myself and my family so I can be a resource for people in need.

### What have been some of the main challenges you've faced throughout your career?

One of the first things I learned as a new entrepreneur, was that my social network – or lack thereof – was the biggest hurdle. In business, your social network can not only prevent you from getting into many doors but not having those deep business connections can prevent you from even knowing what doors exist.

For months on end, I would attend functions and brazenly introduce myself to people with whom I wanted to work – even though I had no ties to anyone in the industries I ventured into. The next biggest challenge was not having enough access to capital at the beginning. Often, even if I purchased tickets to business functions, I wouldn't even have the resources to either attend the full conference or stay overnight in any hotels. These alone are challenges many new business owners face – but as a black business owner, these issues were exacerbated. Thanks to the Black Lives Matter movement, the byproducts of systemic racism have finally been brought to the forefront, but black Americans have been dealing with this for centuries. So, the final hurdle I had to overcome and am still trying to overcome was my race and debunking the negative stereotypes about black men in business.

### What do you think are your biggest achievements?

My biggest achievement is surviving the "perfect storm" in 2017. This particular year, in my family companies, I employed over 300 staff members. Everything that could go wrong in my company did. I spent most of the year struggling to keep all of my staff on payroll while also fighting for new contracts, and it seemed we were about to close the doors every single day.

That's when I found inspiration in Mohammad Ali's fight with George Forman. He was the underdog and he held on until his round came. And that's what J5 did. We stood strong, we kept our stance even when our backs were against the ropes, and we came out on top. I'll never forget what surviving that year meant to me, my team, and all the families we serve.

### How has the current COVID-19 crisis affected your operations?

At the height of the pandemic, many of our projects were brought to a screeching halt and we lost revenue. Perhaps most crippling was our ability to continue business development efforts by meeting business partners and potential clients. Even so, we were fortunate to be in a position where we kept all of our staff on payroll. Before knowing about government bailouts or paycheck protection programs, I even sent a video message to all of our staff letting them know that I would not fire a single staff member and promised that we would weather the storm together. We navigated these challenges by spending the time reconnecting with business leaders and training our team to meet the challenges COVID-19 brought.

#### What are your goals for the future?

My goal for the future is to grow J5 Solutions into a multinational conglomerate with the focus of building black wealth and breaking cycles of poverty by investing in black businesses and communities.

### Tell us a bit about this award and what it means to you.

Receiving this award means that some young black man or a black woman who is attempting to break a generation of poverty can read about me and understand this: no matter how high the mountain might seem, they can get to the top if they're willing to work hard and pay the price. If I can make it, anyone can.



CONTACT 605 2nd Avenue North Columbus, MS 39701 www.j5solutions.com





# Ken Winans President Winans Investments, Capital Management & Research

Kenneth G. Winans is a successful investment management entrepreneur, a world-renowned author and an active philanthropist. He is the Founder, President and Chief Investment Officer of the top-ranked investment management & research firm, Winans Investments. Below, we speak with Kenneth about what should people invest in during a pandemic and we hear more about his company.

#### **Inventions and Books**

Mr. Winans pioneered the development of five investment indexes (with 28 sub-indices) and technical trend indicator that are used by major financial and academic institutions (click here for more info.). He also has written and published four books award-winning books:

"Investment Atlas II – Using History as a Financial Tool" won 17 honors in International Book Contests.

"Preferred Stocks – The Art of Profitable Income Investing" won the 2011 National Best Book Awards in Investments.

"Investment Atlas - Financial Maps to Investment Success" won the 2009 Next Generation Indie Book Awards in Finance.

"Preferred – Wall Street's Best-Kept Income Secrets" a winner the 2007 National Best Book Awards in Business.

Winans Investments – Capital Management & Research A true entrepreneur, Mr. Winans left a promising career with Merrill Lynch and started Winans Investments in 1992 with only 7 clients. He envisioned an advisory practice different from other investment firms:

An investment strategy that includes an effective defense to minimize losses (through selling investments early in financial downturns) by using his own historical research to navigate market cycles.

#### www.WinansInvestments.com

By providing innovative investment solutions, made possible through his proprietary portfolio management system, he could design individual portfolios to meet the complex needs of each client. Ken's beliefs runs counter to the impersonal, "one-size-fits-all", "buy & hold" asset management approach commonly practiced on Wall Street.

With a documented performance record since 2003, Winans Investments manages equity and fixed income investments for its growing clientele and has won national acclaim for its success. Since 2012, WI is among the "Best of Best" financial advisors attending Barron's Winner's Circle Top Independent Advisors Summit.

Mr. Winans is a Chartered Market Technician (CMT). He was founding President of the San Francisco Chapter of The Market Technician Association. He is also a senior member of the Chartered Financial Analyst (CFA) Institute and has served on several committees for the San Francisco Chapter.

#### **Professional & Education Background**

Mr. Winans holds a Masters in Finance from the University of San Francisco, a BA in Business Economics from the University of San Diego, and is a Chartered Market Technician(CMT).

During his pursuit of a Bachelors degree in Business Economics at the University of San Diego, Ken earned his real estate license and worked part-time for California Brokers of San Diego. Later, at EF Hutton & Company, he conducted investment analysis for a 45-year veteran of the investment business, and competed in the 1986 U.S. Investing Championship. As a graduate student at the University of San Francisco working towards a Masters in Finance, Ken joined the research department of Sutro & Company. After completing his academic studies, one of his former supervisors asked him to become Research Director for the upstart Chicago-based Compass Investment Group. Ken joined Merrill Lynch in 1990 as a registered investment advisor. In 1992, he founded Winans International. From 1996 to 2001, he also served as adjunct faculty member of the Graduate School of Business at St. Mary's College of California.

In 2004, the University of San Francisco named him one of its most celebrated graduates in its 161-year history.

#### The Winans Collections & Philanthropy

Ken serves as a trustee for several non-profit organizations such as: The W Foundation (Novato), USS Hornet Museum (Alameda), the Society of California Pioneers (San Francisco) and The Holland Society of New York. He served board terms for The Museum of American Finance (New York City), San Francisco Fleet Week Association, Chabot Space & Science Center (Oakland), The University of San Francisco Alumni Association and The Institute of Ecolonomics (Ridgway, CO).

#### **Space Exploration**

As life-long space enthusiast, Ken and Debbie Winans have been able to amass one of the largest private collections of U.S., Russian and Soviet space exploration artifacts. These items range from a full size Gemini capsule boilerplate to items carried to the moon on the Apollo missions. As their "moon room" became an increasingly popular attraction for friends and family visiting their home, they were asked to make presentations to local schools.

In 2002, they founded The W Foundation, a non-profit organization dedicated to the public education of the history and future benefits of space exploration through public exhibits of their collection. Many of these items are on permanent display at The Chabot Space & Science Center and The USS Hornet Museum and The Space Station Museum.

In 2011, they established a new museum called, "The Space Station" in Novato, CA.

#### **Financial History**

An early indication that Ken Winans was destined for a career in the investment arena was his avid interest in reading The Wall Street Journal as a 15-year-old high school student. His parents gave him family heirlooms several hundred years old that were financial in nature.

The extensive collection includes an Edison ticker tape, stock certificates signed by John Rockefeller, Colonial real estate deeds, and bond indentures once owned by Andrew Carnegie has been obtained throughout his career. Many of these items are on permanent display at The Museum of American Finance in New York.

#### Personal & Pedigree

Ken and his wife, Debbie, are long-time residents of the San Francisco area. In his spare time, Ken rides motorcycles, scuba dives, plays tennis and ski races in the U.S. Ski Association's Masters Program. Due to his on-going community service, Mr. Winans was selected by the U.S. Navy for a 45-minute flight in a Blue Angel F/A-18 Hornet supersonic fighter plane in 2009. Mr. Winans is a direct descendant from one of America's oldest families. He is a 12th generation American whose Dutch family first arrived and established colonies in New York and New Jersey in the 1600s. The Winans family coat of arms dates back to 900 AD. Several of his ancestors were Founding Fathers and were some of this nation's first multimillionaires.

His mother's Swedish family immigrated to California in the 1850s and soon became national leaders in science, architecture, agriculture and business. Ken's descendants were members of the Swedish Royal Court in the 1800s and have a Swedish nobility family number of 2213.

### What's your investment advice in the current financial climate?

Put history in the driver's seat of your portfolio. In 2016, I wrote an award-winning financial history book called "Investment Atlas II - Using History as a Financial Tool". It has a section on pandemics and their historical effect on stocks, bonds and real estate. Just like the Spanish Flu of 1918 and the Asian Flu of 1957, there was an initial shock followed by a rebound in US investments over the following twelve months. The same trend is playing through in 2020.

#### What should people invest in right now?

It's easier to tell you what I am avoiding for the foreseeable future: municipal bonds & emerging market investments. I think the bankruptcy fallout within these investment sectors will be historic. Most of our client portfolios are currently allocated between US stocks and corporate bonds.

### What are the benefits of trusting an investment advisory firm like Winans Investments?

Investment management firms that are independent and customize client portfolios stand out in a crisis. A good example is that our clients authorized us to hedge their portfolios using derivatives and reducing losses significantly earlier this year. Big firms typically won't allow their financial advisors the take such actions.

### What do you think makes Winans Investments unique?

First of all, our experience. We're an independent registered investment advisor since 1992. We have top overall (5-star) rankings by Morningstar<sup>®</sup> in multiple asset allocations, as well as verified investment performance in bull & bear markets with a long history of consistent and timely market forecasts. We offer our clients in-house expertise in US stocks, corporate bonds and preferred shares, as well as active management with a balance of technical trading & fundamental investing. Our client portfolios are separately managed and customized for tax efficiency.

#### What have been your biggest achievements?

Inventing and implementing multiple investment strategies that are top-ranked by Morningstar is the first thing that springs to mind. I'm also proud of writing four investment books that have earned a combined total of 45 awards in major international literary competitions. And last but not least, I'm proud of starting and managing a successful space exploration museum.

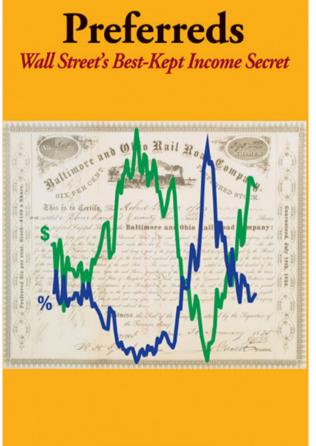
#### What are your goals for the future?

My number one goal is to continue expanding Winans Investment after we successfully opened our Las Vegas office last February.

#### Are you currently working on any big projects?

Right now I'm working on a new family history book.

#### Tell us about the work Winans Investments do to help the community.



Kenneth G. Winans

Winans Investments is the primary sponsor of The Space Station Museum and The Novato Space Festival. Through our financial support, the museum and the festival are admission-free to the public.

#### Tell us a bit about this award and what it means to you.

Starting and successfully running a business over a long period of time is difficult. It's always an honor to be recognized by your peers for this accomplishment.

#### CONTACT

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### **Preferred Stocks** The Art of Profitable Income Investing



Kenneth G. Wingns

# Jim Ratcliff CEO of Rowpar Pharmaceuticals, Inc

#### www.rowpar.com

#### **ABOUT JIM RATCLIFF**

James L. Ratcliff (Jim) Ph.D., is Chairman of the Board and CEO of Rowpar Pharmaceuticals, Inc., Scottsdale, AZ, maker of the ClōSYS brand of oral care products. Jim is a driving force behind expansion of the company's product line and its penetration of global markets. Jim is the second generation of the Ratcliff family leading Rowpar. Prior to joining the company as Chairman and CEO in 2000, Jim served as senior research scientist, professor, and director of the Center for the Study of Higher Education at Pennsylvania State University. From 1979 to 1989, Jim served as professor and program head for higher education at Iowa State University. Dr. Ratcliff is author of 120 articles, books, and book chapters, and is the co-inventor on over 30 patents and patents pending. He is an active member of the Phoenix Committee on Foreign Relations, Arizona Biotechnology Association, American Academy of Oral and Systemic Health, American Education Research Association, Global Chamber, and the International Association for Dental Research. He holds a Ph.D. in Higher Education and a M.A. in History from Washington State University, and a B.A. from Utah State University.

Headquartered in Scottsdale, Arizona since 1991, Rowpar Pharmaceuticals, Inc. is an organization dedicated to providing innovative oral health solutions; ClōSYS® Oral Health products help people live healthier lives, combatting the two world-wide epidemics, dental caries and periodontal disease.

Originally envisioned as a company selling a boutique product line exclusively to dentists, Rowpar competes successfully in the world of fast-moving consumer goods, both nationally and internationally. With a team of fewer than a dozen seasoned professionals, Rowpar thrives in a world dominated by firms such as Colgate-Palmolive, Proctor & Gamble, and GlaxoSmithKline. Having broken new ground, ClōSYS products are dispensed by Novartis in the USA with Afinitor<sup>TM</sup> (breast cancer chemo) prescriptions to counteract medically induced oral sores.

Dr. Perry Ratcliff, one of America's leading periodontists and experts on dental health and gum disease, along with a team of leading dental professionals, founded Rowpar and created the initial formulas that became CloSYS. During the senior Dr. Ratcliff's 50-plus years of clinical practice, he discovered that stabilized chlorine dioxide helped reduce harmful bacteria in the mouths of his patients, a discovery that has evolved into the patented formula Cloralstan®, the active ingredient that makes ClōSYS unique, safe and effective. Dr. Perry Ratcliff remained active in Rowpar's development until the year 2000.

Rowpar provides innovative oral health solutions to dental and

medical professionals and the general consumer, helping people get well and stay well in North America, Europe, Australia, and Asia. The ClōSYS® brand is recommended by dentists and hygienists, doctors and nurses, and is among the top 10% of oral care products stocking the shelves in CVS, Walgreens, Walmart, Target, and Amazon nationally with new retailers, new stores, and new shelves continually being added.

During 2019 and 2020, Rowpar introduced the first oral care system (toothpaste and oral rinse) for adults 55 and older. Seniors are prone to adult caries and periodontal disease in epidemic proportions. These diseases compromise the immune system, leaving seniors vulnerable to chronic, infectious systemic diseases. ClōSYS® Silver Toothpaste and ClōSYS® Silver Rinse are specially formulated for adults 55+.

Not only are ClōSYS® Silver Toothpaste and Oral Rinses innovative in targeting the needs of the senior population, they present superior functionality for the user by providing unsurpassed remineralization, lower abrasiveness, and reduced biofilm regrowth compared to leading brands and the USP Reference. Research supporting the efficacy of this product was presented at the International Association for Dental Research (IADR) meetings. With its increased functionality, the new Silver Toothpaste significantly surpasses the industry toothpaste leaders by targeting and meeting the emerging oral care needs of seniors.

Both ClōSYS<sup>®</sup> Silver Toothpaste and Rinse have been reviewed by the Council on Scientific Affairs of the American Dental Association (ADA) and awarded their internationally recognized Seal of Acceptance. Recently, ClōSYS<sup>®</sup> Silver Oral Rinse was reviewed by the Clinicians' Report, one of the dental industry's most widely recognized independent product review organizations. they found the product effective in noted healing oral sores, strengthening enamel and eliminating bad breath, stating that 96% of dentists reviewing ClōSYS<sup>®</sup> Silver Oral Rinse would recommend this innovative product to their patients. In short, Rowpar developed and brought to market the first "oral care system" designed specifically for the oral health of seniors based on user insight, innovation, added functionality, and business impact.

Rowpar's motto is "Gentlest. Oral Care. Ever.®", and its mission is to improve oral and systemic health worldwide. Cloralstan® is Rowpar's patented core technology. ClōSYS products are proven effective in killing oral pathogens associated with plaque, gum and other oral diseases, and for reducing oral malodor, dry mouth, sensitive mouth, and oral mucositis resulting from chemotherapy all without impeding the healing process or killing bacteria beneficial to health. Yes, Gentlest. Oral Care. Ever.®



#### **Exciting Findings**

Rowpar Pharmaceuticals has announced recently that an in vitro laboratory analysis showed that ClōSYS Ultra Sensitive Oral Rinse reduced SARS-CoV-2 (COVID-19 virus) up to 98.4% within 30 seconds without the use of any harsh chemicals like alcohol, hydrogen peroxide or povidone iodine. While there is no evidence that inactivating the COVID-19 virus in the mouth will impact disease transmission, the studies reinforce the antimicrobial strength of ClōSYS products. Clinical trials in progress at the University of California San Francisco are evaluating whether oral rinses can reduce the viral load in the mouth, which may, in turn, reduce the transmission of the disease.

"These are exciting and potentially groundbreaking findings," said Jim Ratcliff. "We know that the COVID-19 virus can be transmitted from person to person through spray droplets from the mouth, so this is an important first step in determining whether our oral care products can make a significant impact in reducing the chances of becoming ill or infecting others. There is a lot more to learn as we follow the science, but it's a very positive start for our rinse formula."



# L. Pierre de Rochemont and Larry Kubes CEO & CTO Frontier Nanosystems LLC accordionation

Frontier NanoSystems proposes to redirect the flow of \$1.7trn in global commerce by systematically re-engineering the microelectronics industry for higher End-User value and Producer profitability. The company is commercializing an advanced manufacturing process validated in three U.S. National Laboratories for its ability to produce ultra-high performance materials at commercially viable production rates. This new technology platform enabled Pierre de Rochemont and his team to address functional design limits within every electrical component, electronic system & subsystem and remove major performance limitations responsible for fully commoditizing an industry that touches nearly every human being and forms the backbone of their commercial interactions. Substituting suboptimal materials with optimal physical properties enables Frontier NanoSystems to physically restructure the industry that forms the fabric of commerce.

Frontier NanoSystems adapted the core technology to create a new phase of matter it calls Big Nano that endows arbitrarily large material bodies with exotic quantum properties that previously were observable only in materials confined to the imperceptible volume of a nanoparticle. Integrating Big Nano into higher value products enables Frontier NanoSystems to access the quantum realm and restructure industry for higher End-User value and Producer profitability. Big Nano integrated on semiconductor eliminates the need for printed circuit boards, thereby allowing a microelectronic system to operate at the intrinsic speed of its semiconductor chips. Engineering synchronicity between intrinsic chip speed and system clock speed is groundbreaking. "This disconnect is the single biggest hindrance affecting production costs and quality constraints that impact End-User operational profits or value," according to de Rochemont. "Unlocking the bottleneck enables new designs that shrink a computer from the volume of a slot in a server rack to the size of a credit card, while cutting power consumption by orders of magnitude."

During its period of silent running the company shunned public notice. As its technology assets secured public standing, Frontier NanoSystems received unsolicited recognition as a Red Herring Top 100 Most Disruptive Technology Company in North America (2016) and Globally (2016 and 2018), a Young Startups Top 50 Innovator for Clean Tech and Mobility (2017), a Top 20 Semiconductor Solutions Provider by CIO Review (2018), and the 2020 Company of the Year in the field of Nanotechnology by Enterprise Technology Review.

Tech investment guru George Gilder referenced Frontier NanoSystems as his "favorite project" in his January 17, 2020 Daily Prophecy, emphasizing that his subscribers should Watch This Space Closely.

Frontier NanoSystems' business and investment strategy has been to play the long game, understanding that the methodical and deliberate tortoise, not the feckless hare, always wins the race! The company is currently uncloaking and forming partnerships that apply its technology to economically transform its partners' business sectors.

The first partnership selected Larry Kubes and Systems Solutions Engineering (Indianapolis, IN), whom Mr. de Rochemont describes as the modern era's Carroll Shelby. Prior to forming Systems Solutions Engineering, Larry Kubes was an integral member of the GM Racing team, and a senior engineering executive with Lake Engineering, Eaton Hybrid Systems, Adaptive Propulsion Systems, and Remy.

"After decades of slash and burn business tactics, it is refreshing to work with a company focused on building something, rather than just teardown and part-out," Kubes says. "Frontier NanoSystems' portfolio and capabilities revolutionize the way electronics are designed and manufactured. By combining Systems Solutions Engineering's knowledge of what is needed in the land based vehicle markets and harnessing Frontier Nano's capabilities, significant gains can be made in light-weighting, energy efficiency, and development of unrealized new technologies."

Frontier Motion (the partnership) blends Systems Solutions Engineering advanced vehicle and power train systems, evolving from rudimentary transportation devices to highly integrated, efficient, and powerful vehicles with maximum occupant comfort and convenience. "Many of these gains have been the direct result of intelligent and evolutionary use of electronics in control systems and recently in electric traction and power generation systems. With successful application of Frontier NanoSystems' capabilities and SSE's foresight into what is needed for next generation vehicles and products, very lucrative profitability will result, along with gamechanging efficiency, convenience, and yet to be realized vehicle designs," Kubes concludes.

L. Pierre de Rochemont has over 85 U.S. and global patents that define innovative commercial applications of Big Nano and other higher value products enabled by ultra-high performance materials. He was born in New York City, NY, where he spent his formative years, before relocating with his family to Montreal, Canada. He earned his B.Sc. (Physics) / M.Eng. (Electrical) degrees from McGill University after successfully completing the Advanced Placement Math & Physics program at Dartmouth College. Along his life path Mr. de Rochemont's business worldview was shaped by mentors that included:

Emmett Murtha, the former IBM Director of Business Development and Licensing, who architected the Sematech semiconductor consortium, worked with Intel Corporation's founders Andy Grove and Gordon Moore to make the Intel microprocessor the IBM standard, and negotiated the MS DOS license;

Mark Melliar-Smith, a former CTO for Lucent/AT&T Bell Labs advised him in 2004/2005 that he "faced very tough sledding ahead" due to the fact U.S. financial institutions had completely shut off capital financing in his field, his counsel transformed Pierre from a technologist into an industrialist keenly focused on developing only technologies that resolved major macroeconomic problems;

Keith Moe, the former 3M, Senior Executive Vice President of Operations, Electronics and Telecommunications Group credited with saving 3M when it went into a tailspin in the mid-1990s; and,

Forrest W. Breyfogle III, President & CEO of Integrated Enterprise Excellence (IEE), an operational business system that provides tools and methodology to improve business efficiencies from the board room to the factory floor.

Mr. de Rochemont started his career in 1986 as a gallium arsenide Semiconductor Engineer for Epitronics Corp., Phoenix, AZ, making and characterizing III-V compound semiconducting multilayer structures for ANVIS-spec night vision devices used in Apache helicopters. He was later employed as an R&D Scientist with SpecTran Corp., Sturbridge, MA, the first licensed manufacturer of Telco and datacom optical fiber (1987-1990). There, he managed projects that developed heavy-metal fluoride glass now used in long-





range rifle scopes. His work included developing radiation-resistant glass compositions, improving optical clarity, being the first to characterize this material's microwave properties with the National Institute of Standards & Technology, and developing nonlinear optical applications for the material.

In 1990, he joined Radiation Monitoring Devices, Inc., (RMD) Watertown, MA as a Senior Scientist. In that capacity, he procured and managed soft-money U.S. government R&D investments that included developing fiber-optic sensors that detect lethal nerve agents at nonlethal (pico-molar) levels, read-write-erase holographic media, and exploratory work on the recordable / erasable digital x-ray imaging technology that has replaced film in medical offices around the world.

While at RMD, Mr. de Rochemont developed an alternative manufacturing process to make high-Tc (critical transition temperature) superconducting wire and magnets for the NASA Langley Research Center, Hampton, VA. He successfully expanded the project to include funding that brought in top scientists at DOE's Argonne National Laboratory, Argonne, IL, and the USAF Rome Laboratory Electromagnetic Materials Technology Directorate, Hanscom AFB, MA.

Frontier NanoSystems was formed as an initial member of the MagLifter Consortium in 1994. Proprietary rights to the manufacturing technology were transferred to Frontier NanoSystems when NASA concluded it enabled superconductors to be made costcompetitive with copper wire. This innovation was considered a critical technology component for MagLifter, an alternative Shuttlelaunch system advanced in the wake of the Challenger explosion. MagLifter proposed removing the spacecraft from the giant fuel tank with its exploding solid-fuel booster rockets and placing it upon a magnetically levitated sled that used electromagnetic propulsion to slingshot it up the side of a Colorado mountain from which it could attain low-Earth orbit with small rockets in its tail.

MagLifter was officially killed off in 1996, along with several other major economic and technological drivers created to give Americans high-value industrial jobs when the silicon industry was expected to leave U.S. shores in 2010. At that time, patriotic U.S. industrial planners urged Pierre to never quit and to stay away from the government until it was clear the country was decoupling from the global monetary system and returning its domestic economic focus to a productive industrial footing. They assured him that he had developed a great technology for which he would conceive even more valuable commercial applications. Not realizing what he was committing himself into, he responded to the challenge. The rest is now history that sets the stage for a new and very different future.

#### CONTACT

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Facilities Operations and Maintenance

### Crisis Response and Mitigation

# Security

**Unmanned Aircraft Systems (UAS)** 

Construction

**Risk Management Consulting** 

Investigations



Fleet

**K9** Services

Demining





# Tim Reardon CEO Constellis

www.constellis.com

#### FIRM PROFILE

Constellis protects critical priorities safely and efficiently around the world. Operating in 30 countries and based in the Washington D.C. area, our 22,000 employees bring unparalleled dedication and passion for creating a safer world and upholding the highest standards of quality, integrity and compliance. As a leading global provider of risk management, security, humanitarian, training and operational support services, Constellis' forward-thinking solutions include a range of synergistic services, including background investigations, social intelligence tools, advanced training, logistics, life support, Unmanned Aircraft Systems (UAS), K9 services, and crisis response and mitigation. We are fiercely committed to the success of our customers and partners.

Constellis was formed in 2010 by combining best-in-class brands, assets and people within the complex risk management industry, creating a culture of sustained operational excellence. The Constellis family of companies has grown over the last 10 years to include a global team of industry leaders, including Triple Canopy, Olive Group, Centerra, AMK9, OMNIPLEX, TDI, and Edinburgh International. Today, Constellis is the largest and most diverse provider of essential risk management services for government and commercial clients, offering turn-key solutions to address customers' most complex challenges wherever we are needed around the world.

We actively seek military-experienced talent to support our customers with the expertise necessary for success. Veterans work alongside other former military personnel who understand the culture and camaraderie of military life. We support employees to seek on-the-job training, skills development, certification and continuing education to facilitate professional and personal growth. Because of these efforts and many more, Constellis has been named a Military Friendly Employer® repeatedly over the years, including most recently in 2020.

"Constellis is in a unique position to provide mission essential security and risk management services to governments, industries, and humanitarian organizations across the globe. We take on the toughest jobs in the most austere environments to ensure our customers can operate safely and effectively."

- Tim Reardon, CEO



#### **ABOUT TIM REARDON**

Tim Reardon joined Constellis in 2018 following his tenure as President of Defense & Intelligence at Leidos. Prior to his work at Leidos, Mr. Reardon held numerous senior executive leadership positions at Lockheed Martin, leading the delivery of advanced systems and solutions to U.S. and international customers worldwide. Mr. Reardon also served as an officer with the Central Intelligence Agency for 10 years, holding analytic, operational, and leadership positions focused on high-priority national security issues.

Tim has built the majority of his career in government contracting, helping the government meet its needs, goals and objectives through work ranging from defense and intelligence, to advanced system delivery, and protecting critical priorities across the globe. Over a career that has spanned more than three decades, Tim has established himself as a senior thought leader throughout the national security community.

Since joining Constellis in late 2018, Tim has reorganized the company to accelerate growth, improved operational efficiency by integrating 13 legacy companies, and completed a comprehensive financial restructuring that reduced overall corporate debt by over one-billion dollars.

Under Tim's leadership, Constellis is a staunch supporter of philanthropic efforts and employee volunteerism. Tim's personal commitment to the Humane Rescue Alliance – a philanthropic organization that advocates for animals – aligns with Constellis's corporate values and K9 business. In 2019, Tim also led the effort to partner with Cornerstones, a non-profit in our Northern Virginia headquarters region that promotes self-sufficiency for those in need of food, shelter, affordable housing and other human services.

# MANOJ PADHI CEO Fan'sGlobal

Manoj Padhi, Founder & CEO of Privacy Focused Startup Fan'sGlobal – The Next Generation Role based Social Network Fan'sGlobal SocialNGN, LLC.



[The Picture shows how a Zone-Domain-Role based design can result in Absolute Privacy and hosting and profit is paid for by various Business Sponsors]

When the Research on Zero-Tolerance on Privacy started by founder Manoj Padhi, who holds a Masters Degree in Software Systems from Birla Institute of Technology and Science, Pilani, India - with over 20+ years of experience in Embedded and IT domain, the goal of the startup was to connect Business Sponsors and Consumers of a product and service without compromising on privacy – the above Zone-Domain-Role based integration was invented around a communication platform called LatterBox.com.

The concept was simple. Unlike all existing service domains today, which tells a consumer and business to go to a single domain for using one service – why not integrate hundreds of premium domains, whose name contains the service name and put similar domains under a relevant zone and let the user to pick specific roles as and when he or she needs, while registering for a service. In the above picture, a user belongs to group Doctors thinks to register on a Health Zone domain (say doctors4rx.com) – but while registering he/she notices several interesting Zone-Domain-Roles – ends up subscribing about 30 or 40 domains in different roles – where each domain got a LatterBox.com and the user controls the appearance of the LatterBox of the subscribed domains . E.g. if the user John Doe Subscribes to Zone-Domain-Role [ e.g. Job Zone – job2apply. com – Job Seeker ] , he gets a LatterBox Id: john.doe-1[£]job2apply. com – where the Job Providers can solicit the user to apply for a job

and the Job Seeker can deactivate the LatterBox and vanish from radar of Job providers after getting employment.

Business Sponsors pay a monthly subscription and provide value to their consumers who are in their network by sponsoring various monthly or weekly events in the same city or other places related to – Music, Dance, Knowledge or Sports based events. In existing social media sites, the talents only get likes and money goes to Service Provider. In this case, sponsors pay to talented authors, singers, models, reporters or celebrities for their work. Now – one would wonder how a Privacy Policy would look like – "A User of the Fan'sGlobal Platform would never be snooped to milk the user profile to target sponsors of various businesses".

Within Fan'sGlobal platform where hundreds domains can be hosted or redirected, a user got absolute control over spams by advanced features built around 5 categories of Latterbox.com usage: Family, Friends, Civics, Businesses and if subscribed to a dating domain – Dating. No more Fans as Friends like existing social media networks. A user can discuss politics on political domains like GoPTalkRadio.com and political parties can reach out the user on user's civics Latterbox while Family can contact the user on Family Latterbox.com domains. If this is not 'Absolute Privacy' – what else can be ?

The initial web cluster of about 50 domains under 20 plus Zones is getting ready to go live on August-September 2020. It is scalable up to 2 billion users and projecting a registration of 200 million users globally by end of 2020. Currently, various investors are showing interest to invest as the Dallas,TX based company is planning to move to a facility that would onboard about 50 employees.

#### CONTACT

Founder and CEO : Manoj Kumar Padhi (Photo Provided above) Address: 2900 Preston Lane, Wylie, TX – 75098 Phone: +1 – 972-786-5818 E-mail: mpadhi@fansglobal.com



# **Tom Heiss** CEO Advanced Protective Products, Inc.

#### www.rust007.com

#### ABOUT TOM HEISS

The annual cost of RUST in the USA is staggering – it is estimated at \$276 Billion, and that's billions with a "B"!

THE RUST STOPS HERE!

We have the "The environmentally friendly corrosion fighting solutions" for all your rust protection needs - from the fence in your yard to your child's swing set, from bicycles to battleships.

Each of our products is a universal based rust converting coating that does it all in one easy step – you do NOT have to load your shelf with separate primers and rust treatments. NO need to sandblast or scrape to bare metal – just remove loose flakes and apply directly over rust. You can also apply our products to bare metal, steel, zinc, galvanized metal, tin, core tan steel, and previously painted surfaces. When applying over previously painted surfaces, you do NOT need to sand or de-gloss before application. Our products are self-etching coatings that bite into the previously painted surface. If you want to topcoat for decoration or extra environmental protection, you can use any topcoat of your choice. Independent laboratory testing by IMR TEST LABS in Louisville, KY shows that there is NO RUST DETECTED under our coatings.

Advanced Protective Products has been manufacturing and marketing solvent-based Rust Destroyer<sup>®</sup> since 1982. During this time, Rust Destroyer<sup>®</sup> has been approved by:

Meadowlands Race Track, Giants Stadium, U.S. Food and Drug Administration, U.S. Department of Agriculture, U.S. Department of the Navy, New York City Transit Authority, electric power generating companies, railroad companies, Wastewater treatment plants, Korean Register of Shipping, Korean Highway Research Department, Korean Highway Corporation, Korean Classification society, Singapore Industrial Standard Research, to name a few.

Looking ahead to the next millennium, we developed, and are manufacturing and marketing Rust Knockout<sup>®</sup> the "waterborne version" of Rust Destroyer<sup>®</sup>.

Our original family formula, Rust Destroyer® was patented in 1984, and later cleared and sanctioned by the USDA and FDA to be used in food processing plants. Rust Knockout® was patented in 1995 and gives you some acid, solvent, and alkali resistance. The patents were birthday presents from me to my father, a chemist, who was the genius who developed the original formulas. In fact, my whole family were chemists – except me.

For our newest innovation, we are manufacturing and marketing solvent-based Fast Dry Rust Destroyer® developed by our Technical Director, Walter Landzettel. With a VOC of 65 Grams Per Liter, it beats the most stringent VOC laws even in the South Coast of California, so it can be sold and used anywhere. Fast Dry Rust Destroyer® is the contractor's dream. Time is money – paint in the morning, dry to touch in 10 minutes, full cure 6 hours, complete the job the same day. Job done once, done right.

All our products are Made in the USA. Advanced Protective Products is among a small group of companies that have won the Best of Fair Lawn Award for 12 consecutive years. This distinction has qualified Advanced Protective Products for the 2020 Fair Lawn Business Hall of Fame.

Rust Knockout<sup>®</sup> and Rust Destroyer<sup>®</sup> have received their testing certifications from PetroChina Company Limited - The passport to the petroleum, petrochemical fields, and pipelines of China.

#### CONTACT

ADVANCED PROTECTIVE PRODUCTS New York Office: 156-01 65th Avenue Flushing, NY. 11367 NJ Office, Factory: 17-12 River Road Fair Lawn, NJ 07410 T:1-800 RUST 007 E-Fax:1-201 548-5100 W: http://www.rust007.com E: customerservice@rust007.com





# Jim Owens CEO of Cisive



www.cisive.com

#### **ABOUT JIM OWENS**

As CEO, Mr. James Owens has transformed Cisive into an HR technology-enabled services company with a dual focus on HR onboarding and background screening at industryleading quality levels. Before joining Cisive, Mr. Owens was a senior architect at Cap Gemini Ernst and Young (CGEY). He designed and implemented large-scale systems, including several innovative web-based applications.

#### FIRM PROFILE

Cisive is a global provider of compliance-driven human capital management and risk management solutions. The company's core onboarding and pre-employment background screening offering provides clients with a streamlined, high quality, and regulatory compliant solution. Comprehensive services include background screening, vendor/contractor screening, executive screening, drug testing, fingerprinting, paperless onboarding, and electronic Form I-9/E-Verify solutions.

At Cisive, we are experts in the specific risks and regulations that apply to the financial services and other highly regulated industries. For over 40 years, we have provided tailored solutions to meet the unique requirements of our enterprise clients. We launched our onboarding suite of technologies in 2007 to cater to enterprise clients' talent acquisition needs, and have been enhancing the platform ever since.

Founded in 1977 as CARCO Group Inc., we launched our new brand Cisive in 2017 to keep pace with our incredible growth and our clients' increasingly complex challenges for accurate information and insights to make confident decisions.

Today, Cisive provides comprehensive global background investigations on potential and current employees, vendors, clients, and business partners. We also provide drug testing and fingerprinting services through alliance partners.

Governed by a mission to mitigate risk for employers, Cisive empowers clients with actionable intelligence and clarity throughout the hiring process. The uniqueness of Cisive's preemployment screening services stems from their unwavering focus on truthful reporting, legal compliance, and integrity of source material. The company draws on its rich experience to offer the right solutions to enterprise organizations in highly regulated industries such as financial services. Cisive employs technology to automate processes where achievable by technology, but also employs highly trained personnel for review of background investigation information at critical points. This approach provides our clients unparalleled insight and the most accurate information and ensures that they overcome employment background check challenges and bring the most qualified candidates on board. Our accuracy rates are extremely high, and our dispute rates are very low. Moreover, while providing this best-in-class quality, our turnaround times compare favorably to our competitors. All these operational and background screening capabilities work in cohesion to improve the candidate experience. We don't cut corners; as a result, clients don't have to make a choice between technology and quality of the background screening with Cisive.

In April 2020, Cisive released SAFE19, a COVID-19 Clearinghouse solution, developed to address the world's journey to re-open after the Coronavirus global pandemic. Cisive's SAFE19 solution is a secure, paperless, central repository specifically designed to handle the uploading, validation, and compliance reporting on COVID-19 test and immunization data. With SAFE19, governments, businesses, and education institutions can safely re-open while controlling the spread of COVID-19.

SAFE19 is a flexible, data-driven solution designed to mitigate the risk of COVID-19 with the capability to evolve as vaccines and various testing options become available. The system has the capability to use an individual's profile data and immunization status to generate a digital or physical badge to verify their immunity.

SAFE19 protects public health data and eliminates privacy concerns by offering a solution that is federal Fair Credit Reporting Act (FCRA) and Health Insurance Portability and Accountability Act (HIPAA) compliant. Designed to provide peace of mind to both organizations and end-users, SAFE19 provides confirmation authenticity of testing with dispute resolution to ensure the validity of individual records.

In May 2020, Cisive announced its CONTACT19 contact

tracing solution, designed to allow employers to take a proactive approach to testing and contact tracing to ensure the safety of their workforce. The program encourages employees to self-report if they have COVID-19 symptoms or a positive test and can identify and notify other employees who may have been in proximity, making recommendations for isolation or quarantine.

In June 2020, to complete its suite of COVID-19 compliance solutions, Cisive released its ACCESS19 solution. ACCESS19 is a secure, paperless, safety solution specifically designed to allow businesses to resume day-to-day operations while keeping their workforce safey from COVID-19.

ACCESS19 eliminates paper documentation COVID-19 attestation processes for businesses by enabling the entire procedure to be complete from a secure, mobile device. ACCESS19 provides attestation digital badges valid for one day, minimizing the risk of Coronavirus by enforcing daily attestation procedures.

Cisive collaborated across its division of brands, along with their partner, SentryMD, to develop the new SAFE19 solution, which was specifically designed to help re-open communities in a safe and secure manner while controlling the spread of the Coronavirus.

For CONTACT19, Cisive utilized the Johns Hopkins University COVID-19 contact tracing program to prepare its team for this new service offering.

For ACCESS19, Cisive collaborated with its subsidiary eVerifile, whose eRailSafe solution was already the standard for contractor safety and security management for railroads and the vendors that serve them.

The global COVID-19 pandemic has changed the way the world operates. As a result, companies like Cisive have risen to the occasion to develop innovative solutions that address the world's critical business needs amid the new challenges presented by the pandemic. In a digital-first world, companies are relying on technology more than ever to conduct business. That's why solutions like Cisive's SAFE19 COVID-19 Clearinghouse repository were developed to help businesses re-open safely during the pandemic.

In addition, Cisive recently joined 14 other leading, enterprise multinational labor market organizations to launch the Velocity Network Foundation (VNF). VNF is a collaborative, vendorneutral, nonprofit organization established to define, deploy, and champion the Velocity Network: a globally accessible, trustworthy "Internet of Careers" powered by innovative blockchain technology in response to growing data privacy, security, and market pressures.

As Artificial Intelligence in HR gets smarter and more focused on solving specific problems, we all expect to see even further capabilities: smart matching of individuals and career opportunities, predictive analytics and smart people development recommendations.

Human Capital Management, or HCM, is the active acquisition, employment, and development of a company's employees through strategic and tactical practices, processes, and applications to maximize their economic value. The set of Human Capital Management practices, procedures, and applications should be focused on the organizational need to provide specific competencies.

Risk management is a strategy to prepare for and lessen the effects of threats faced by a data center. Comparable to risk reduction, risk mitigation takes steps to reduce the adverse impact of threats and disasters on Business Continuity (BC). Threats that might put a business at risk include cyber-attacks, weather events, and other causes of physical or virtual damage to a data center.

In today's highly regulated environment and technology-driven landscape, employers are competing for top talent more than ever in digital-first world exacerbated by the Coronavirus global pandemic. As a result, they must focus on providing the best candidate experience, which normally means balancing compliance and due diligence with efficiency. Efficient processes that leverage the latest technology can determine whether an employer meets their hiring goals. With Cisive's technology, employers can have both without compromise.

More than 15 percent of Cisive's throughput is international work. In 2019, the company took its global background screening capability to the next level by acquiring the Pre-Employment Screening division of Blue Umbrella (now Cisive Global), a well-known and highly regarded background screening and due-diligence company in the APAC region and PreCheck, the pre-eminent background screening company in the healthcare vertical, adding to their presence in transportation with Driver iQ, and railroad and vendor screening with eVerifile. These were major milestone's in Cisive's strategy to provide true, global background screening capabilities for every regulated vertical. Cisive is now the top choice for Fortune 1000 companies in highly regulated industries.

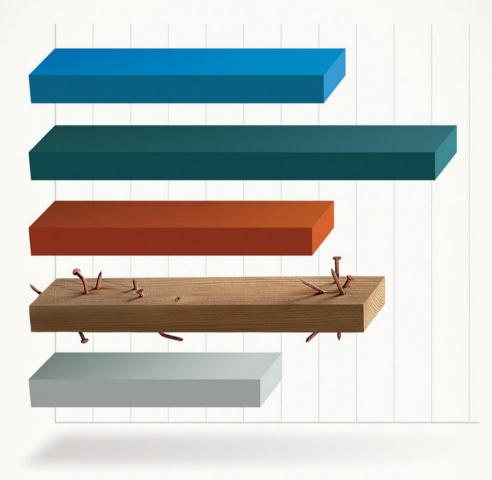
The human capital landscape is going to continue to change over the next few years, a change that has been accelerated by the Coronavirus pandemic. Cisive will be at the forefront. As a result of the COVID-19 pandemic, Cisive has developed three solutions designed to worked together to help businesses and organizations safely re-open.

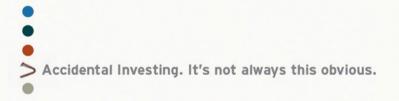
Cisive is going to continue to develop leading-edge technology as the approach to talent acquisition and management continues to evolve. The nature of background screening is going to undergo a revolution in the next few years due to advances in technologies such as distributed ledgers (blockchain) and this will change the business models for background screening companies. Cisive is seizing on the opportunity and will be out in front.

# Arizona

32

Bruce Ward Alliance Residential Company INVESTMENT ACCOUNT





#### Quality doesn't have to take a backseat to quantity.

When the number of your investment partners increases, accidents can happen. Invesco offers a diverse range of strategies that are clearly managed and carefully maintained. Domestic or international, large cap or small, just about any client need can be met. Invesco's quality and one-stop variety are what make Intentional Investing possible.

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### **BRUCE WARD** CEO Alliance Residential Company

#### ABOUT BRUCE WARD

Mr. Ward is the Chairman and Chief Executive Officer of Alliance Residential Company overseeing acquisition, development and property management efforts. Alliance Residential has been one of the top leading apartment builders in the United States for the each of the last ten years. Mr. Ward and the key executive group have acquired or developed 120,000 apartment homes across the country. He is the former Group Managing Partner of Trammell Crow Residential - West, responsible for all operating businesses in the western U.S. While at Trammell Crow Residential, he served on the management board with responsibility for the strategic planning and guidance of the firm. Mr. Ward led the merger of Trammell Crow Residential - West with BRE Properties, a San Francisco-based REIT in 1997. Post-merger, Mr. Ward served as President of BRE Builders, and was responsible for the firm's development and acquisition activities. Mr. Ward graduated from the University of Texas, Austin. He is a member of the Young Presidents' Organization, current Trustee for the All Saints' Episcopal Day School, is former Chair of the Homeward Bound Board of Trustees, was Multi-Family Executive of the Year in 2014, and serves on the Banner Health Foundation Board of Directors.

#### FIRM PROFILE

Alliance is one of the largest private U.S. multifamily companies focused on building, acquisition and development of multifamily communities. Alliance brands include high-profile Broadstone communities, Prose workforce housing, Marvelle active adult communities and Holden senior communities.

Headquartered in Phoenix, Arizona with 15 regional offices nationwide, Alliance Residential Company is an active buyer, builder and developer across 13 states and 23 metropolitan markets.

#### STRENGTHS

- Owner mentality
- Performance-driven perspective
- In-depth market knowledge
- Proactive risk management

#### DISCIPLINES Investments

Our acquisition and development strategies rely on more than 40 years of experience to identify market opportunities through both top-down and bottom-up sourcing approaches. Alliance has maintained the flexibility and financial discipline to capitalize on market conditions and valuation trends, and we are conservative in risk assessments. Our performance during the downturn demonstrated our commitment to being strategic, rather than defensive.

#### DEVELOPMENT STRATEGY

Alliance communities are financially successful because they are the outcome of thoughtful market and product analysis, and offer quality construction and sustainable design that enhances surrounding neighborhoods.

#### **Development Targets:**

- Previously-entitled land position or partially-constructed projects
- Rezoning/downzoning from commercial for-sale uses to lower-density multifamily rental
- "Build to core" projects in locations where long-term and solid fundamentals create higher-yielding investment returns compared to core purchases
- Lower hard- and soft-cost construction projects that create favorable spread to Class A acquisition costs



www.allresco.com





# California

Aneel Bhusri <sup>Workday</sup>

Hamid Moghadam Prologis, Inc.

Hock Tan Broadcom Inc.

Steve Mollenkopf Qualcomm

Tammy Frazier American Data Plates

#### CALIFORNIA



### Aneel Bhusri Co-Chief Executive Officer Workday

#### ABOUT ANEEL BHUSRI

Aneel Bhusri is co-founder and co-chief executive officer at Workday. He is also a member of the company's board of directors, and served as chairman of the board from January 2012 until May 2014.

Aneel has been a leader, product visionary, and innovator in the enterprise software industry for more than 20 years. Before cofounding Workday in 2005, Aneel held a number of leadership positions at PeopleSoft, including vice chairman of the board and senior vice president responsible for product strategy, business development and marketing. In addition to his role at Workday, Aneel is an advisory partner at Greylock, a leading venture capital firm that he has been associated with since 1999, and he is a member of the Board of Trustees at Stanford University. He also serves on the board of directors of the Workday Foundation and of the Memorial Sloan Kettering Cancer Center. Aneel previously served on the board of directors of several other companies, including Intel, Pure Storage and Okta.

Aneel holds a Master of Business Administration degree from Stanford University and a bachelor's degree in electrical engineering and economics from Brown University. He is a Crown Fellow at the Aspen Institute.

#### FIRM PROFILE

We started by asking questions.

Why is enterprise software so hard to use? What do businesses need to support change? And how can we give people more time back for what really matters?

Our curiosity led us to create something new—a finance, HR, and planning system that evolves as business evolves, and a company that's out to do right by employees, customers, and the world.

We partner closely with our customers to understand their needs. Then we innovate like crazy to give them the technology to get there. Together, we're shaping the future of work.

In a world that's always changing, you need a system that helps you adapt. See how a single finance, HR, and planning system from Workday is helping organizations of all sizes meet the future with confidence.

Our core values guide everything we do.

Our core values give us a framework for leadership and daily decisions, and help us enjoy our time at work. Sounds so simple, but too often companies get caught up in politics, ivory-tower attitudes, and market mania instead of focusing on the things that probably made them successful in the first place.

The following core values and beliefs define what's important to us at Workday:

#### Employees

Most fundamentally, people are the core of our business. Without them, we would not have a business. We hire the best and expect great accomplishments.

#### Customer Service

Every investment and decision we make has our customers in mind, and we pull out all stops to make the satisfaction of our customers paramount.



www.workday.com



## Hamid R. Moghadam CEO of Prologis, Inc.

#### ABOUT HAMID R. MOGHADAM

Hamid R. Moghadam is Chairman and CEO of Prologis. In 1983, Mr. Moghadam co-founded the company's predecessor, AMB Property Corporation, and led it through its initial public offering in 1997, as well as its merger with ProLogis in 2011. He has been a board member since the company's inception and serves on the board's executive committee.

Mr. Moghadam has served as a trustee of Stanford University. He remains active with Stanford, currently serving on the board of the Stanford Management Company, where he was formerly chair. He also serves on Stanford's FSI Council (Freeman Spogli Institute for International Studies) and the Stanford Graduate School of Business' Advisory Council. Previously, he served as a trustee and as a member on the board's executive committee for the Urban Land Institute, chairman of NAREIT and REITPAC, and as a member of several other philanthropic, community, and corporate boards. Mr. Moghadam received the 2013 Ernst & Young National Entrepreneur of the Year Overall Award and is a recipient of the Ellis Island Medal of Honor. He has been named CEO of the Year and received multiple lifetime achievement awards from leading publications and industry organizations. Mr. Moghadam received an MBA from the Stanford Graduate School of Business and a Bachelor and Master of Science in engineering from Massachusetts Institute of Technology.

#### FIRM PROFILE

As the world's leading industrial real estate company, we have been leading the way for more than 30 years.

A Partner Beyond Properties

Our global portfolio of logistics real estate properties is just the beginning of what we offer our customers. When you partner with Prologis, your business will benefit from our global scale with access to solutions built on decades of experience helping business succeed.

More than a real-estate solution, Prologis Essentials is a customer support system—designed to assist your team in a more thoughtful, streamlined way, in every aspect of your business mission. It's an all-in-one, convenient online portal for managing your property, contacting support, accessing helpful materials and procuring custom warehouse solutions.

#### What We Do

Facility Management

One convenient online location to submit and track requests to Prologis and Prologis preferred vendors for the things you need fixed in and around your property.

#### Customer Resource Center

Your resource for property information, staying up to date on industry trends and getting to know the Customer Experience Team supporting you in your business mission.

#### **Essentials Marketplace**

The convenient place to shop for cost-effective solutions to get and keep—your warehouse up and running.

#### Capabilities & Customers

Our customers manufacture and distribute the goods that make modern life possible. We provide logistics real estate solutions that ensure efficiency today and position them for opportunity tomorrow.



W: www.prologis.com

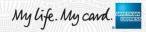




Makes all th



e difference





## HOCK E. TAN Co-Chief Executive Officer Broadcom Inc.

#### **ABOUT HOCK E. TAN**

Hock Tan is Broadcom President, Chief Executive Officer and Director. He has held this position since March 2006. From September 2005 to January 2008, he served as chairman of the board of Integrated Device Technology. Prior to becoming chairman of IDT, Mr. Tan was the President and Chief Executive Officer of Integrated Circuit Systems from June 1999 to September 2005. Prior to ICS, Mr. Tan was Vice President of Finance with Commodore International from 1992 to 1994, and previously held senior management positions with PepsiCo and General Motors. Mr. Tan served as managing director of Pacven Investment, a venture capital fund in Singapore from 1988 to 1992, and served as managing director for Hume Industries in Malaysia from 1983 to 1988.

#### FIRM PROFILE

Broadcom Inc. is a global infrastructure technology leader built on 50 years of innovation, collaboration and engineering excellence. With roots based in the rich technical heritage of AT&T/Bell Labs, Lucent and Hewlett-Packard/Agilent, Broadcom focuses on technologies that connect our world. Through the combination of industry leaders Broadcom, LSI, Broadcom Corporation, Brocade, CA Technologies and Symantec, the company has the size, scope and engineering talent to lead the industry into the future..

Broadcom Inc. is a global technology leader that designs, develops and supplies a broad range of semiconductor and infrastructure software solutions. Broadcom's category-leading product portfolio serves critical markets including data center, networking, software, broadband, wireless, storage and industrial. Our solutions include data center networking and storage, enterprise and mainframe software focused on automation, monitoring and security, smartphone components, telecoms and factory automation.

The company is a global leader in numerous product segments serving the world's most successful companies.

Broadcom Inc. combines global scale, engineering depth, broad product portfolio diversity, superior execution and operational focus to deliver category-leading semiconductor and infrastructure software solutions so its customers can build and grow successful businesses in a constantly changing environment.

As an ever-increasing amount of data moves on the global network, the need to have commonality and interoperability grows. Broadcom has deep, ongoing involvement with industry standards associations and specifications. Broadcom holds leadership positions in many industry standards organizations, alliances, consortiums, customer partnership groups and trade groups. Broadcom helps shape industry standards to ensure ever-greater performance and capabilities while ensuring interoperability.

#### Our Solutions

#### BROADBAND AND WIRED NETWORKING

Broadcom has a long-standing history of providing innovative fiber optics and ASIC/ASSP solutions for wired infrastructure and networking. Broadcom wireline solutions address a wide spectrum of applications including broadband internet access, data center and enterprise networking, network switch and router, and fiber optic telecommunications such as optical access, metro networking and long-haul data communications.

#### 5G-HD Enterprise Wi-Fi

Digital stadiums, university campuses and travelers are demanding reliable, high-quality Wi-Fi. These high-density environments are optimized by Broadcom's 5G-HD Wi-Fi, now a true userengagement platform.



www.broadcom.com







## **Steve Mollenkopf** CEO Qualcomm Incorporated

#### **ABOUT STEVE MOLLENKOPF**

Steve Mollenkopf is chief executive officer of Qualcomm Incorporated, and serves on the company's board of directors.

Mollenkopf began his Qualcomm career as an engineer and, for more than 25 years, has helped define and implement the company's strategy and technologies. Since becoming CEO in 2014, Mollenkopf has worked to bring the benefits of mobile to new industries through an increasingly diverse product portfolio. Under Mollenkopf's leadership, Qualcomm is driving the development and launch of 5G and revolutionizing the way people connect.

Previously, Mollenkopf served as Qualcomm's president and chief operating officer. In that role, he oversaw Qualcomm's investment in technologies that propelled smartphones into the mainstream, including connectivity, computing, graphics, and multimedia.

Prior to his role as president and COO, Mollenkopf led the company's chipset business, overseeing the launch of 4G technology. He helped make Qualcomm the world's largest mobile chipset supplier and a global leader in LTE technology. He also spearheaded the company's largest acquisition, the \$3.1 billion purchase of chipmaker Atheros. The deal helped expand Qualcomm's business

beyond smartphones and accelerated the adoption of Qualcomm's technologies and platforms in new segments.

Mollenkopf is a published IEEE author and is an inventor on 38 patents in areas such as power estimation and measurement, multistandard transmitters, and wireless communication transceiver technology. Mollenkopf is a member of The Business Council, Business Roundtable, and US-China Business Council. He is also a board member for Boeing and the Semiconductor Industry Association, and a past chairman of the Global Semiconductor Alliance and Technology CEO Council.

He holds a Bachelor of Science in Electrical Engineering from Virginia Tech and a Master of Science in Electrical Engineering from the University of Michigan.

#### FIRM PROFILE

Who is Qualcomm, and what do we do? We are engineers, scientists and business strategists. We are from many different countries and speak many different languages. We come from diverse cultures and have unique perspectives. Together, we focus on a single goal we invent breakthrough technologies that transform how the world connects, computes, and communicates.

While many of our breakthroughs reside "under the hood" of technology familiar to us today, our inventions have transformed the world in a big way. They have helped propel mobile to the forefront of the technology world and brought wireless innovations into new industries. They have created new opportunities for ecosystem players—the wireless device makers, the operators, the developers and the content creators of the world. And more recently, our inventions and breakthroughs have inspired fresh, new ideas from those companies—large and small.

We've been called dreamers, inventors, rebels, risk takers, pioneers and geeks. We embrace those labels because in many ways, they're true. We dream big. We invent bigger. And most importantly, we often do what many thought was impossible.

Empowering people. Transforming communities. Protecting the planet.



www.qualcomm.com

## **Tammy Frazier** CEO American Data Plates

I had a normal childhood like anyone else I guess. We were a low income family, went to church and had chores. My parents did a good job of raising us kids with manners and respect for all. Then something happened, I was inappropiately touched as a child. It makes you feel like your different from anyone else; like you don't belong. I blocked out a lot after that; I think that was the best way to cope. I didn't feel comfortable talking with anyone about it with anyone. I didn't know at the time but inside I knew everything would turn out the way it's supposed to.

I went through school doing well and graduated when I was 16. I had alot of fun in high school; going to parties and hanging out with great friends. I had found out the love of my life at the time was killed in an accident. I lost sight of all my friends and went into a spiral. After that instead of going into the Coast Guard as planned I took a different path...drugs. I went from friends' house to house and even living in a car until one day I got busted and put in jail. It was terrifying to say the least. I cried myself to sleep the first night there. They make you feel degraded and ashamed and I was. You see a whole different world of people. Being in there changed my life. I didn't ever want to go back. I got out and was put on probation and still did bad things. The place I was living at the time wasn't any good either. I was molested and threatened with my life if I told anyone. I coped with the way I knew how and blocked everything out. I didn't let any of the bad situations break me. Everything had happened for a reason.

It was then I met the the man I would marry, John. We had fun for awhile. I tested dirty a few times and that was my last chance. I was sentenced to 90 days in jail, it felt like a lifetime. It was for the good because I found out I was pregnant with my son...who was "Just N Time". From that moment on I never touched that bad stuff again. We both got sober and I gave birth to beautiful baby boy...who we named Justin; and my step-son came to live with us as well. I knew everything was falling into place just like it should. I had a purpose to stay alive and well.

We got married a few years later and I have been happy ever since. This year we will celebrate 16 wonderful years together. When you find the right one, everything just clicks. Each day just got better

#### www.americandataplates.com

and better as we went along. Taking care of a newborn, a husband and a step-son, who I called my own as well, wasn't easy at the time. I had to learn real quick how to do it all and even then it took some time. At the time cooking wasn't my thing.

Eventually it became better and second nature. I also realized I loved to bake. It makes me feel really good to see the look on peoples faces once they take a bite of what I have made. Nobody gives you instructions on how to do it. You just go with what you feel is right. It's also a little give and take. I did the best that I could with what I was given and I think everyone turned out well. I love all of my boys the same even though they can be a pain in the but sometimes. I have another stepson as well who has a family all of his own. Having grandkids is a blessing in itself let alone a family who loves you and you love them with all of your heart.

Once he was in school it was time to find work so I came back to a place where I worked for a few months during summer back in high school, American Data Plates, Inc. I started from the bottom cleaning and working in the back. I eventually worked my way up to the front office and then manager. We have been in the business of making data plates for Aerospace for more than 20 years. I have been working here for about 7 years now I enjoy every minute of it. I have learned alot about running a business from my previous boss, which I am very grateful for. To be a business owner was a little scary in the beginning, so I am very glad to have my business partner to run it with me. It wouldn't be the same without him. I had to push aside those feelings and just go for it.

It's not about what other people think of you; it's about pushing yourself to be the best that you can be and enjoy life, everyone deserves to be happy. I have realized through all of my life I knew things would be alright because I had FAITH.

I have been through alot of bad things but what matters most is not letting it take over you. You can't judge people on their past. There have been alot of times where I did't feel like I belonged but now after everything that I have went through I know I belong right here. I am very blessed with everyone and everything I have in life. I wouldn't change any of it for the world.







# Colorado

Paul Szurek CoreSite





## Paul Szurek CEO of CoreSite

#### ABOUT PAUL SZUREK

Paul has served as our President and Chief Executive Officer since September 2016 and as a CoreSite director since September 2010. Prior to joining CoreSite as President and Chief Executive Officer, Mr Szurek served as Chief Financial Officer of Biltmore Farms, LLC, a developer and operator of mixed-use master-planned communities, from 2003 to September 2016. Mr. Szurek has previously served as Chief Financial Officer of Security Capital Group Incorporated, a publicly-traded real estate investment, development and operating company with extensive REIT engagement, as a director of the Charlotte, North Carolina branch of the Federal Reserve Bank of Richmond and as a director of two publicly traded real estate companies, Regency Centers and Security Capital U.S Realty. Mr Szurek received a J.D. with honors from Harvard Law School and a B.A. in Government, magna cum laude, from the University of Texas at Austin. Mr Szurek currently serves as a director of Four Corners Property Trust, a REIT focused on restaurant real estate.

#### FIRM PROFILE

CoreSite provides secure, reliable, high-performance cloud-enabled data center and interconnection solutions with exceptional customer support.

CoreSite Realty Corporation started in 2001 as CRG West, a

portfolio company of The Carlyle Group. It was created to meet the needs of interconnection and data center customers at One Wilshire in Los Angeles and 55 South Market in San Jose.

#### Strategic Growth

From 2001 through 2009, CRG West continued to expand its data center footprint across the U.S. and broaden its offering of interconnection services. As CRG West's strengths and abilities continued to grow, so did the company's customer base. The Any2Exchange® for Internet peering was launched and quickly became the second largest of its kind in the country.

#### Positioned for Success

In 2009, CRG West rebranded as CoreSite—a name more indicative of the company's national capabilities, international reach and mission-critical reliability. In 2010, CoreSite became publicly traded on the New York Stock Exchange (NYSE: COR). Today, CoreSite has 24 operational data centers in eight major communications markets across the United States, serves more than 1,350 customers and has a portfolio totaling more than 4.6 million square feet of data center space.

#### Who We Are Is at the Heart of Everything We Do

Simple. Honest. Strong, This is the motto on which CoreSite was built, and the words that our employees live by every day. For our customers, these core values translate into employees who are willing to go beyond the norm to provide exceptional customer service, and data center solutions that are built with our customer's individual business needs in mind. CoreSite data centers are some of the best in the colocation industry, in part because we take pride in applying our simple, honest, strong motto to the way we do business.

#### SOLUTIONS

CoreSite offers cloud, interconnection and colocation solutions to meet the digital-ready needs of today's ever-changing business requirements.

Hybrid Cloud: Integrated, Connected Cloud Data Centers

CoreSite data centers offer secure, dedicated access to multiple leading cloud solutions.



www.coresite.com



# Florida

47

Kim Rivers Trulieve

## KIN RIVERS CEO Trulieve

#### FIRM PROFILE

Trulieve is a vertically integrated "seed-to-sale" company and is the first and largest fully licensed medical cannabis company in the State of Florida. Its widespread dispensary network and large delivery fleet provides important, much-needed access to over 300,000 patients every day throughout the state. Trulieve is committed to growing its dispensary footprint, constantly identifying new locations that will bring Trulieve closer to patients, allowing many more people to have easier access to the medicine they need.

When the Florida Legislature legalized medical cannabis in 2014, Trulieve did not waste time becoming the leading customerfocused cannabis brand across the United States. Since 2015, the Company has experienced several significant firsts within its home state of Florida, including: becoming the first licensee to have fully operational cultivation facilities, first to open a dispensary, first to serve a patient, first to make a home delivery, and first to sell statewide. After going public on the Canadian Securities Exchange in 2018, the Company now boasts more than 55 stores in Florida and nationwide, with more growth ahead.

As Trulieve's CEO, Kim Rivers is called on to wear many hats sometimes all at once—but remaining committed to the company's mission of improving people's lives is a top priority. As a sponsor of Minorities for Medical Marijuana and a member of the National Cannabis Roundtable, Kim Rivers has pledged to pursue corporate social responsibility through several pillars of diversity and

#### www.trulieve.com

inclusion activities, including social justice measures and equity in business opportunities. Believing social justice must be a part of every company's values, Kim Rivers reaffirms Trulieve's commitment to Diversity, Equity, and Inclusion consistently -- making it not just a part of what they do, but a priority of who Trulieve is.

This commitment is evident throughout the Company - from the majority minority communities they operate in, to the support they give social equity businesses and operations, veterans, and LGBTQ+ communities, to the way they hire to ensure racial and gender equality throughout the organization. This focus on diversity and inclusion provides an ability to draw on a diverse set of viewpoints and allows Trulieve to create authentic interactions for positive impacts within the communities in which the Company operates.

Additionally, strong financial performance driven by sales to a loyal and dedicated group of patients, affectionately called Trulievers, wellpositions the Company to continue its pattern of strong, profitable growth. Trulieve is actively expanding outside the state of Florida, as well. The company has already announced purchases of licenses in California, Massachusetts, and a dispensary in Connecticut in 2019. With plans to continue its national expansion strategy in 2020 and beyond, Kim Rivers sets the Company apart through its vision of being the leading customer-focused cannabis brand in the United States, with depth in the markets they choose to operate in.









Allyson Siegel <sub>Earthlink</sub>

John Ganem Kloeckner Metals Corporation

Tom Fanning Southern Company





## Allyson Siegel President Tru-Pak Moving Systems

#### FIRM PROFILE

Founded in 1960, Tru-Pak Moving Systems is a leader in local, long distance, and international moving, logistics, and storage solutions. With 60 years of experience and over 200 vehicles in their fleet, Tru-Pak has set the standard for safety, quality, service, and reliability in the transportation and logistics industry. They have leveraged their long history of success to promote sustainability, philanthropy, and social responsibility. Tru-Pak takes pride in their ability to not only provide first in class household moving services, but their consistent dedication to ensuring families have a stress-free move experience.

Being rated as one of the nation's top long-distance, household goods movers takes knowledge, skills, and experience that cannot be achieved overnight. Tru-Pak's goal of offering superior service prompted Allyson to develop a trained staff of committed individuals ready for and capable of handling the logistics of any moving or logistics demand. Unheard of in the industry, Allyson decided to house the Tru-Pak team under one roof to provide a comprehensive selection of professionals including moving consultants, job and freight estimators, inventory control specialists, global freight technicians, drivers, packers, and delivery personnel, ready for any moving or logistics challenge. Over the years, Tru-Pak has continued to grow and set themselves apart. They have become a global leader in the industry, performing moves for internationally recognized corporations, individuals, and military service members and their families.

In addition to continued organizational growth, Tru-Pak has become one of the few women-owned authorized agents of United Van Lines. Through this relationship, Tru-Pak has increased volume and revenue, added national accounts, created additional jobs, and subsequently upgraded their technology tools system wide. This collaboration has allowed Tru-Pak to focus on hiring from underserved and underrepresented demographic groups. Not only has this collaboration increased profitability, it has allowed Tru-Pak to cultivate a culture of diversity within the organization while continuing to serve their community.

Tru-Pak is not only a safety and quality leader, they are one of the largest independent haulers in the United system and are poised to participate in one of the largest collaborations in moving and storage history. It was recently announced that in February 2021, together with UniGroup, Tru-Pak will begin services on a multi-year Global Household Goods Contract for the Department of Defense, providing relocation services for the Department of Defense and U.S. Coast Guard. This contract award comes after years of hard work and dedication to building a safe, reliable, consistent, and trustworthy business and team.

Tru-Pak Moving Systems is different. They knew from the start that if they were going to offer a truly better service than just moving furniture from one location to another, they would have to develop a trained staff of committed individuals capable of handling the logistics of any moving demand. Statewide, national, and international moving services that go off without a hitch are made possible by clearly defined internal processes managed by competent professionals. There is a great deal of work involved in providing that kind of moving experience from moving consultants, job and freight estimators, inventory control clerks, freight and global technicians to drivers, packers, setup and delivery personnel. Homes, offices, businesses, light industrial, freight, military, government, and municipal transfer, storage and moving service all under one roof is made possible by personal accountability for each of their team members and an incredible chain of command. That is the "Tru-Pak Difference". The heavy lifting performed, so you don't have to.

Tru-Pak sets an incredible standard for quality, service, and

reliability. Conducting over 4000 individual moves per year, they have the skills and knowledge base to handle even the most demanding move requirements. And with a background of 1000's of national and international moves under their belt, they have the skills to handle even the most demanding moving requirements. Being transferred to Kuwait or Germany, no problem. Relocation yw entire office and team of employees to Dallas, they have done it 100's of times. Their experienced drivers have faced snow storms in the Rockies, skirted hurricanes in the Keys and lake effect ice storms in the mid-west. The benefit of relying on Tru-Pak to deliver what it promises can be found in their company's culture of providing excellent service, at competitive prices with a 100% customer satisfaction guarantee. Only a full-service moving company like Tru-Pak can make and keep that pledge. They are an independent United Van Lines agent, licensed, bonded and insured.

#### ABOUT ALLYSON SIEGEL

Allyson is a second generation moving and logistics expert. While maintaining her commitment to the continued growth of her company she also intentionally contributes to the success of her community, participating as board member, mentor, and leader among a variety of local and national organizations. She embraces a development mindset and partners with like-minded businesses, serving as a community and professional resource while also giving back to those in need.

During her tenure as both a manager, and more recently Owner and CEO, at Tru-Pak, she has increased sales revenue over 700% while improving customer satisfaction by 40% and reducing workers compensation incidents by 44%. Allyson has established herself as an advocate for women

> "Tru-Pak is not only a safety and quality leader, they are one of the largest independent haulers in the United system and are poised to participate in one of the largest collaborations in moving and storage history."

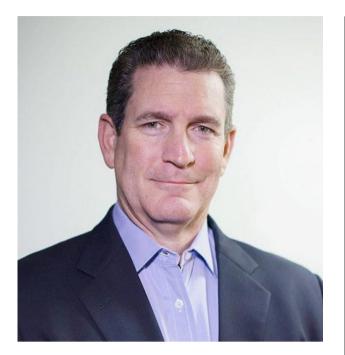
in the trucking industry, not only serving on the Content Advisory Board for the internationally recognized Women in Trucking (WIT) organization but as a mentor for other women via the Professional Organization of Women of Excellence Recognized (POWER). She was also recently recognized as a POWER 2020 Woman of Empowerment award winner. Allyson is active within the North Carolina Central University organization, serving as a board trustee, Chairperson of the Division 1 Athletic committee, Chairperson for Institutional Advancement, and securing \$2.5 million in fundraising and personal contributions. Allyson not only devotes her time and energy to building and maintaining Tru-Pak Moving Systems, she gives tirelessly to the community, supporting under-served and underrepresented groups locally and globally.

After establishing a partnership with a national corporation planning to close multiple offices, she was able to provide indispensable furniture to 50+ underfunded organizations. She saw the potential to increase business profitability while solidifying her presence as a community resource. Allyson continues to drive business growth while putting business resources to good use, giving back to her community.



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## **John Ganem** CEO of Kloeckner Metals Corporation

#### ABOUT JOHN GANEM

Ganem transitioned to CEO from the position of Executive Vice President, Corporate Purchasing where he managed a procurement organization with an annual spend in excess of \$2.5 billion. His responsibilities included long-term strategic planning, networking capital management, supplier relationships, and the development of supply chain efficiencies through digital innovation.

Ganem held the same position with Macsteel Service Centers USA prior to Kloeckner's acquisition of the company in 2011. He started his career at LTV Steel in 1991 as an automotive account manager before joining Macsteel International Corporation as Vice President, Flat Products Trading in 1996. Ganem has served on the Kloeckner Metals Corporation Board of Directors since 2014. Ganem has also been appointed to the Management Board of parent company Klöckner & Co as of August 1, 2019.

He is a graduate of Brown University and holds degrees in both Business Economics and Organizational Behavior and Management.

#### FIRM PROFILE

Founded in 1906, Kloeckner Metals Corporation is one of the

largest metals manufacturing, supply, and service companies in North America. With over 45 branches in the United States, and over 200 worldwide, Kloeckner is committed to providing customers with the latest fabrication and processing technologies and the most innovative customer service solutions. Boasting one of the most extensive product portfolios in North America, our promise is unparalleled quality of both product and service.

With over 100 years in the industry, Kloeckner's expertise spans generations. We work with customers to provide more than custom supply chain solutions at the highest quality and lowest price; we partner with customers to help guarantee their success over the long run. Combining depth and breadth of product with a caring, consultative approach, Kloeckner is committed to passing on the value of our experience and expertise to our customers.

#### QUALITY PRODUCTS

Kloeckner stands out for the depth and breadth of our products & services, our knowledge and experience in the industry, and our past performance on projects. The scope of our product line is testament to our network of state-of-the-art facilities, strong relationships with steel mills, and investments in top-of-the-line equipment. We've secured the highest quality supply chains over a dozen industries and stock over 200,000 products. We manufacture products to customer specification regardless of grade, finish, and aesthetic across all product lines.

#### PRODUCT TYPES

Our inventory is unmatched. Combining the latest trends in steel manufacturing and production, we distribute flat-rolled products, long products, aluminum, and stainless. Between our global purchasing power and innovative technology, we've become a fullline service center of the highest caliber to our customers.

Kloeckner is a leading distributor of hot roll products, structurals, sheets, pipes, plates, and more, serving the entire range of product for key metals industries across North America. By processing and shipping carbon and non-ferrous metals from extensive inventories throughout 45+ branches in North America, Kloeckner has become a full-line manufacturing, production, & service center.

### kloeckner metals

www.kloecknermetals.com



## **Tom Fanning** CEO Southern Company

#### ABOUT TOM FANNING

Tom Fanning has been chairman, president and CEO of Southern Company since 2010. Under his leadership, our 32,000-strong team continues to build the future of energy and improve peoples' lives. We focus on finding the best ways to bring clean, safe, reliable and affordable energy to all our neighborhoods across the country. With more than 35 years of experience at Southern Company, Tom also serves as chair of the Federal Reserve Bank of Atlanta and holds senior positions in a number of business and public policy organizations. Tom is an internationally respected voice on topics that range from energy innovation and economic growth, to cybersecurity.

From leading the nation's new nuclear initiative with two stateof-the-art units in Georgia to adding more than 4,000 megawatts of renewable energy since 2012, and exploring beyond-the-meter customer solutions through PowerSecure and our partnership with Silicon Valley's Bloom Energy, Southern Company is the only U.S. energy provider investing in an all-of-the-above approach to America's energy future.

FIRM PROFILE

We're Southern Company

While Atlanta is our home, we bring energy to homes and businesses across the country. We've made our name as a leading producer of clean, safe, reliable and affordable energy, and we approach each day as a vital step in building the future of energy. We're always looking ahead, and our innovations in the industry from new nuclear to deployment of electric transportation and renewables —help brighten the lives and businesses of millions of customers nationwide.

Southern Company (NYSE: SO) is a leading energy company serving 9 million customers through our subsidiaries. We provide clean, safe, reliable and affordable energy through electric operating companies in three states, natural gas distribution companies in four states, a competitive generation company serving wholesale customers across America, a leading distributed energy infrastructure company, a fiber optics network and telecommunications services.

Southern Company brands are known for excellent customer service, high reliability and affordable prices below the national average. For more than a century, we have been building the future of energy and developing the full portfolio of energy resources, including carbon-free nuclear, advanced carbon capture technologies, natural gas, renewables, energy efficiency and storage technology.

Through an industry-leading commitment to innovation and a low-carbon future, Southern Company and its subsidiaries develop the customized energy solutions our customers and communities require to drive growth and prosperity. Our uncompromising values ensure we put the needs of those we serve at the center of everything we do and govern our business to the benefit of our world.

#### Our Companies

Our three traditional electric utilities — Alabama Power, Georgia Power, and Mississippi Power — serve more than 4 million retail customers. These subsidiaries provide retail electric service and are regulated by federal energy agencies and the public service commissions in the states they serve. The state commissions determine fair electric rates, oversee what project costs (such as those associated with environmental controls or plant construction) can be recovered and define the profit margin utilities can make in retail markets.



www.southerncompany.com





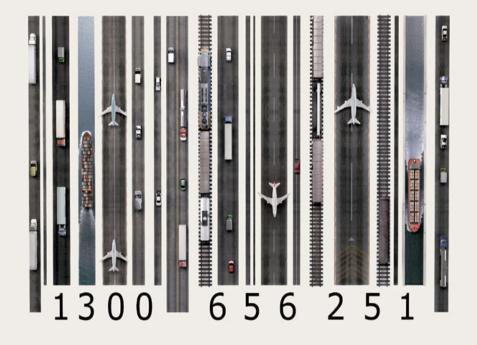






# Illnois

Chris Crane Exelon Corporation





#### Keep your imports and exports moving

Financial stability is the key to supply chain stability. If a single link in your supply chain falls over, the knock on effect can place your whole business at risk. Why chance it? We can help identify potential problems early, and develop strategies to minimise your financial risk and keep your supply chain stable. Lets talk business. Contact your International Business Manager directly, or call our International Trade Solutions team on 1300 656 251 8am-5pm EST.



## **Chris Crane** CEO Exelon Corporation

#### ABOUT CHRIS CRANE

Crane is president and chief executive officer of Chicago-based Exelon Corporation, the nation's leading competitive energy provider. Crane oversees a family of companies representing every stage of the energy value chain, including Exelon Generation, one of the largest competitive U.S. power generators.

Crane previously served as president and chief operating officer of Exelon Corporation. In that role, he oversaw one of the U.S. industry's largest portfolios of electric generating capacity, with a multi-regional reach and the nation's largest fleet of nuclear power plants. He directed a broad range of business, including major acquisitions, transmission strategy, cost management initiatives, oversight of major capital programs, generation asset optimization and generation development.

Crane has worked in the nuclear industry in progressively more responsible positions for over 30 years. He joined Exelon (then ComEd) in 1998, and was named chief nuclear officer in 2004. He was a key player in the dramatic turnaround of ComEd nuclear performance, and the development of Exelon's proprietary Nuclear Management Model, a codification of industry-leading operational, safety, management, regulatory, workforce and financial practices. The model is the key to Exelon Nuclear's sustained excellence in production, cost and overall effectiveness.

Crane assumed responsibility for Exclon's fossil, hydro and renewables facilities, in addition to the nuclear fleet, in 2007. He oversaw a broad range of generation and business development initiatives, including new nuclear development, nuclear operating services, development of the nation's largest urban solar project, innovative decommissioning strategies and asset optimization. He was instrumental in establishing corporate citizenship and public outreach as a plant priority.

Crane was named president of Exelon Generation in 2008, with added responsibility for Power Team, Exelon's former wholesale power trading and competitive retail organization (now part of Constellation).

Prior to joining Exelon, Crane served as Browns Ferry site vice president for Tennessee Valley Authority, and worked in new plant start-up at the Comanche Peak Nuclear Power Plant in Texas and Palo Verde Nuclear Generating Station in Arizona.

Crane is an acknowledged leader in the electric utility and nuclear industries. He is chairman of the Edison Electric Institute. He is former chairman of the Institute of Nuclear Power Operations and the Nuclear Energy Institute, the nation's nuclear industry trade association. He chairs the board of Chicago's Museum of Science and Industry and is also a member of the board of directors of AEGIS Insurance Services, Get In Chicago, the Greater Washington Partnership and the Economic Club of Washington DC.

#### FIRM PROFILE

Exclon's family of companies represents every stage of the energy value chain. Exclon's six utilities deliver electricity and natural gas to approximately 10 million customers in Delaware, the District of Columbia, Illinois, Maryland, New Jersey and Pennsylvania through its Atlantic City Electric, BGE, ComEd, Delmarva Power, PECO and Pepco subsidiaries. Exclon is one of the largest competitive U.S. power generators, with more than 31,000 megawatts of nuclear, gas, wind, solar and hydroelectric generating capacity comprising one of the nation's cleanest and lowest-cost power generation fleets. The company's Constellation business unit provides energy products and services to approximately 1.8 million residential, public sector and business customers, including more than two-thirds of the Fortune 100.



www.exeloncorp.com





# Indiana

Robert Martin Thor Industries



### The plan that's making news.

Getting the fundamentals of healthcare right doesn't sound like much of a story. But it could improve the life of every New Yorker. Giving you the great doctors you want, at premiums you can afford. And that, we believe, is good news for everyone.



emblemhealth.com

#### · INDIANA ·



### **Robert W. Martin** CEO Thor Industries

#### ABOUT ROBERT W. MARTIN

Mr. Martin has been with our Company since 2001 when we acquired Keystone RV where he worked since July of 1998. Mr. Martin currently serves as President and Chief Executive Officer. From August of 2012 to July of 2013, Mr. Martin served as the Company's President and Chief Operating Officer. Mr. Martin previously served as President of our RV Group from January of 2012 to August of 2012. Prior to becoming President of our RV Group, Mr. Martin was President of Keystone RV from January of 2010 to January of 2012 and Executive Vice President and Chief Operating Officer of Keystone RV from January of 2010. Mr. Martin has held various positions with Keystone RV, including Vice President of Sales and General Manager of Sales. Prior to joining Keystone RV, Mr. Martin held positions at Coachmen Industries, Inc., a former recreational vehicle and manufactured housing company.

#### FIRM PROFILE

Thor Industries was founded in 1980 by Wade Thompson and Peter Orthwein with the purchase of Airstream. Thor Industries went public in 1984, and since that time, Thor has grown both organically and through strategic acquisitions. Today, Thor is the sole owner of operating subsidiaries that, combined, represent the world's largest manufacturer of RVs.

#### OUR CORE VALUES

#### COMMUNITY

We believe in the invigorating power of human connection.

We commit to our team members by teaching our leaders how to nurture, guide, and foster strong relationships with them.

We commit to our customers through the products we build and the experiences we provide.

#### TRUSTWORTHY

We do right by our team members, our customers, and our communities.

We strive to operate in a way that our word is trusted and people know we will always deal with them openly and with integrity, in all areas of our business.

This is reflected in our commitment to provide: Safe work environments for our team members. High quality products for our customers. Sustainability and global citizenship initiatives for the betterment of our communities.

#### COMPASSIONATE

We treat others with dignity and respect and practice thankfulness and gratitude.

We build trust with our team members and our customers through caring and transparency.

Our leaders listen to feedback, are genuine and sincere, recognize and appreciate others and practice forgiveness.

#### ADVENTURE

We are nimble and innovative. We explore new opportunities and possibilities for growth across our business, for our team members and our customers.

We acquire companies that will grow our mission of human connection through outdoor discovery, wherever that may take us. We empower our team members to seize the opportunities around them and give them avenues to grow and learn.



www.thorindustries.com



## Massachusetts

Alex Karpovsky Kanda Software

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Ernie Herrman TJX Companies, Inc



## Alex Karpovsky CEO Kanda Software

#### ABOUT ALEX KARPOVSKY

Alex's successful track record includes over 20 years in software development management, consulting, and product marketing. Prior to Kanda, he held senior software development, joint venture, and channel management positions with Index Technologies, Intersolv, and Dataware Technologies.

He holds a bachelor's degree in Physics from Harvard University as well as a master's degree in Management of Technology from the MIT Sloan School of Management. Alex is a regular speaker at DCI, SIMBA, and other conferences and has written for the leading industry publications including Computer World, Mass High Tech, and Solutions Integrator.

#### FIRM PROFILE

Kanda is a premier full service Development and Quality Assurance partner, specializing in the development of time-sensitive and innovative SaaS, mobile and on-premises solutions. For our clients software is a critical success factor. To every project, we bring a combination of domain expertise, exceptional engineering talent, rigorous best practices, commitment to protection of client's IP and accountability of a US company with over two decades of impeccable reputation. According to the Inc. 500 ranking Kanda is the 13th fastest growing MA company and 459th in the US overall.

Kanda Software has successfully delivered well over two thousand solutions to hundreds of clients. Our customers vary from large corporations to dynamic startups, from software vendors and SaaS companies to digital healthcare innovators, app vendors, marketing firms, financial services providers, publishers and educational institutions.

Kanda has been the secret sauce in MarketSpectrum, the biggestselling software product in the history of DnB, the Mass Challenge winner social network RallyPoint and the UPenn's AppITUP mobile app winner Rescufy.

We have perfected a clean, economical approach for entering and exiting development and QA processes at the right time, using the right resources. Our lengthy and extensive track record has equipped us with the ability to provide rapid, cost-effective solutions that blend seamlessly with the product and business strategy, infrastructure analysis, architecture, UX design, rapid development, functional QA, or QA automation – or all of the above.

Our "Secret Sauce" Skill

- We recruit and retain exceptional engineering talent and keep training them. 80% of Kanda's developers and over 50% or QA staff hold MS degree in Computer Science or related fields. We have developed and perfected recruitment, hiring, training, and retention practices that allow us to bring on the best and the brightest technical personnel and empower them with rigorous agile engineering processes – which together constitute the greatest differentiator of our services in the marketplace.
- Breadth of technical expertise rare for a mid-sized software development partner. Kanda has several hundred engineers well versed in different combinations of C++, Java, C#, RoR, Objective C, JavaScript and other languages with experience in multitude of underlying platforms, IDEs, APIs, databases and frameworks.



www.kandasoft.com



### **Ernie Herrman** CEO Thor Industries

#### ABOUT ERNIE HERRMAN

Mr. Herrman, age 59, has been Chief Executive Officer of TJX since January 2016, a director since October 2015, and President since January 2011. He served as Senior Executive Vice President, Group President from August 2008 to January 2011, with responsibilities for Marmaxx, HomeGoods, and TJX Canada; President of Marmaxx from 2005 to 2008; and Senior Executive Vice President, Chief Operating Officer of Marmaxx from 2004 to 2005. From 1989 to 2004, he held various merchandising positions with TJX. As Chief Executive Officer and President of TJX, and through the many other positions Mr. Herrman has held with the Company, Mr. Herrman has a deep understanding of TJX and broad experience in all aspects of off-price retail, including merchandising, management, leadership development, business strategy, international operations, marketing, real estate, buying, and distribution.

#### FIRM PROFILE

The TJX Companies, Inc., the leading off-price apparel and home fashions retailer in the U.S. and worldwide, was ranked 85 in the 2019 Fortune 500 company listings. At the end of 2019, the Company had nearly \$42 billion in annual sales, more than 4,500 stores in nine countries, four e-commerce sites, and approximately 286,000 Associates. We operate T.J. Maxx and Marshalls (combined, Marmaxx), HomeGoods, Sierra, and Homesense, as

well as tjmaxx.com, marshalls.com, and sierra.com, in the U.S.; Winners, HomeSense, and Marshalls (combined, TJX Canada) in Canada; and T.K. Maxx in the U.K., Ireland, Germany, Poland, Austria, the Netherlands, and Australia, as well as Homesense in the U.K. and Ireland, and tkmaxx.com in the U.K. (combined, TJX International).

#### DELIVERING VALUE ACROSS THE GLOBE

Our mission is to deliver great value to our customers every day. We do this by offering an ever-changing assortment of quality, fashionable, brand name, and designer merchandise at prices generally 20% to 60% below full-price retailers' (including department, specialty, and major online retailers) regular prices on comparable merchandise, every day. With our value proposition, we reach a broad range of fashion- and value-conscious customers across many geographies, income levels, and demographic groups. In our 43-year history, we have delivered steady sales and earnings growth through many retail and economic environments across different geographies. Historically, our strong financial returns and cash generation allowed us to simultaneously invest in the growth of the business and return cash to shareholders.

We believe that we operate one of the most flexible business models in the world. Our stores have no walls between departments, which enables us to expand and contract merchandise categories to respond to market trends and changing customer preferences. Our inventories turn rapidly, which allows us to buy close to need, with more visibility into current fashion and pricing trends. We source merchandise globally from a universe of more than 21,000 vendors and over 100 countries. Our world-class buying organization of over 1,100 Associates is constantly focused on seeking the right categories, fashions, and brands, while also testing new ideas. Historically, our flexible business model, decades of off-price experience, and global sourcing and buying power have been major advantages. We believe these characteristics of our business will continue to be our winning retail formula in the future.

#### HOW WE DO IT

As the leading off-price retailer of apparel and home fashions in the U.S. and worldwide, TJX delivers great value on ever-changing selections of high quality, fashionable, brand name and designer merchandise at prices generally 20%-60% below full-price retailers' (including department, specialty, and major online retailers) regular prices, on comparable merchandise, every day.



www.tjx.com



# Michigan

Ray Scott Lear Corporation

75





## **Ray Scott** CEO Lear Corporation

### ABOUT RAY SCOTT

Ray Scott is president and chief executive officer of Lear Corporation. He is responsible for the strategic direction and operational leadership of the company.

Mr. Scott started his career at Lear in 1988. He held various positions of increasing responsibility in program management and sales before becoming senior vice president in 2009, and then president of Lear's global Electrical Power Management Systems division—now referred to as E-Systems. In 2011, he became executive vice president and then president of the global Seating division. As president of Seating, Mr. Scott was responsible for developing and leading global initiatives to grow and diversify sales, accelerate innovation efforts, improve financial results and sustain world-class competitiveness in the Seating business.

In addition to serving as president of both the Seating and E-Systems business segments at Lear, Mr. Scott has held other executive positions in both Europe and the U.S. These positions include president of Lear's North American Seating Systems, president of Lear's European Customer-Focused division, president of the General Motors and Fiat Customer-Focused divisions, vice president and general manager of Lear GM-Europe, vice president of Operations for Lear-Saab, and sales director for Lear's GM division.

Mr. Scott holds a Bachelor of Science degree in Economics from the University of Michigan and a Master of Business Administration degree from Michigan State University's Advanced Management Program. He also attended executive education programs at Stanford University and the Wharton School of Business at the University of Pennsylvania.

Mr. Scott serves on the Detroit Regional Partnership board, the Detroit Economic Club board, the Board of Trustees for Kettering University in Flint, MI, and the Michigan State University Eli Broad College of Business Alumni Board. He is also a member of the Business Leaders of Michigan.

### FIRM PROFILE

Lear, a global automotive technology leader in Seating and E-Systems, enables superior in-vehicle experiences for consumers around the world. Our diverse team of talented employees in 39 countries is driven by a commitment to innovation, operational excellence, and sustainability. Lear is Making every drive better<sup>TM</sup> by providing the technology for safer, smarter, and more comfortable journeys. Lear serves every major automaker in the world and ranks #166 on the Fortune 500.

Vision

Making every drive better™ Values

- Be Inclusive
- Be Inventive
- Get Results The Right Way

### Technology

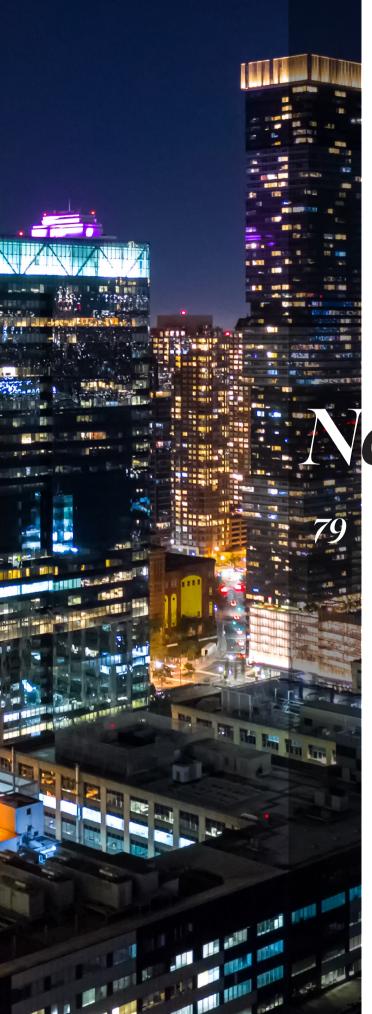
Imagination elevating engineering

The continuing story of innovation at Lear begins with the discipline of design focused on delivering products that drive solutions for the increasing expectations of the end consumer. We invite you to discover some recent successes making an impact in the automotive industry.



www.lear.com

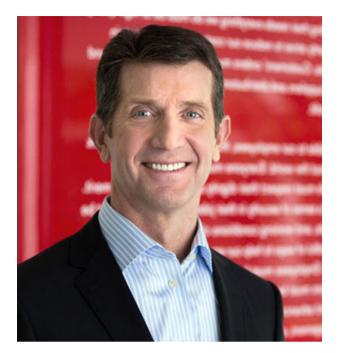




# New Jersey

Alex Gorsky Johnson & Johnson Vision requires the eye and brain to work together. Wouldn't it be nice if your health care worked the same way?

At Independence Blue Cross, we're leading the way with patient-centered care that gives you a team of doctors, nurses and specialists all working together for you.



## Alex Gorsky CEO Johnson & Johnson

### ABOUT ALEX GORSKY

Alex Gorsky is Chairman of the Board and Chief Executive Officer of Johnson & Johnson, one of just seven leaders who have served in the dual role since the company was listed on the New York Stock Exchange in 1944.

Alex began his Johnson & Johnson career as a sales representative with Janssen Pharmaceutica in 1988. Over the next three decades, he advanced through positions of increasing responsibility in sales, marketing, and management, culminating in being named CEO and Chairman in 2012.

Under Alex's leadership, Johnson & Johnson has both upheld the company's 133-year legacy of delivering solutions to the world's most urgent unmet healthcare needs, and continued to redefine expectations when it comes to purpose-driven innovation and sustainable growth on behalf of all stakeholders.

During his tenure, Johnson & Johnson has become a leading global Pharmaceutical company as well as the industry's number one investor in research and development. The Medical Device sector is at the forefront of applying cutting-edge technology to surgery, vision care, orthopedics, and interventional solutions. And the Consumer Health business continues to evolve its portfolio of both iconic heritage brands and innovative standouts in self-care and skin health.

### **FIRM PROFILE**

At Johnson & Johnson, we believe good health is the foundation of vibrant lives, thriving communities and forward progress. That's why for more than 130 years, we have aimed to keep people well at every age and every stage of life. Today, as the world's largest and most broadly based healthcare company, we are committed to using our reach and size for good. We strive to improve access and affordability, create healthier communities, and put a healthy mind, body and environment within reach of everyone, everywhere.

Every day, our more than 130,000 employees across the world are blending heart, science and ingenuity to profoundly change the trajectory of health for humanity.

The values that guide our decision-making are spelled out in Our Credo. Put simply, Our Credo challenges us to put the needs and well-being of the people we serve first.

Robert Wood Johnson, former chairman from 1932 to 1963 and a member of the Company's founding family, crafted Our Credo himself in 1943, just before Johnson & Johnson became a publicly traded company. This was long before anyone ever heard the term "corporate social responsibility." Our Credo is more than just a moral compass. We believe it's a recipe for business success. The fact that Johnson & Johnson is one of only a handful of companies that have flourished through more than a century of change is proof of that.

### Our Products

**Consumer Health Products** 

At Johnson & Johnson Consumer Health, we are uniquely positioned to help improve personal health by delivering products that are rooted in science and endorsed by professionals. As part of a fast-moving segment of healthcare, we move with speed to keep the pace with our consumers and deliver meaningful solutions. Our iconic skin health, self care and essential health brands help people live healthier lives, every day from their very first day.

Johnson & Johnson

www.jnj.com





# New York

Alistair Bambridge Bambridge Accountants

David Solomon Goldman Sachs

Emanuel Chirico PVH Corp.

Fabrizio Freda The Estee Lauder Companies, Inc.

Marc Holliday SL Green Realty Corp

Richard Kennedy Skanska USA

## Alistair Bambridge Founder of Bambridge Accountants

### FIRM PROFILE

Bambridge Accountants is an accountancy firm based in New York and London that is dedicated to making tax filing simple for British and American citizens worldwide. For over 15 years we have been working with residents and expatriates on their tax matters.

Over the years we have build service for self-employed and employed professionals that are tailored to the different wants and needs of the clients. We have seen our clients through business ventures, firsthomes investments, immigration, retirement and much more. We are passionate about building a service that will work to the benefit of each client.

### ONLINE AND OFFLINE SERVICE

With the understanding that clients have all different needs, we have a service that can operate remotely or face-to-face. Many of our clients opt you use our remote accountancy service to work with varying work schedules and travels; while some of our clients prefer to come into our brick and mortar office to discuss their tax matters face to face.

We currently have offices based in New York and Covent Garden; we expect to extend to more branches over the years.

### OUR ACHIEVEMENTS

Every year our company learns, grows and evolves to keep the client at the heart of our service. Along the way, we have gained accreditation from trusted organisations such as The National Association of Tax Professionals, The Chartered Institute of Tax Professionals, Manhattan Chamber of Commerce and much more.

We have also been lucky enough to receive a number of awards which include:

Spear500- Top Private Client Adviser and Recommended Tax Adviser

Financial Times- Europes fastest Growing Companies

Financial Times- The Americas' Fastest Growing Companies 2020 To see more of our awards and articles where we have been mentioned go to In The Press

### WHO ARE OUR CLIENTS?

We are very proud to have an extremely diverse base of clients, from all different cultures, professions and countries.

As all clients have unique needs we have developed specialist teams to deal with all industries from the creative industry to the finance industry.

### US EXPATRIATES

Our US Expatriate team is expert in all areas of tax that a US expat or green card holder might require. We have worked with some of the most complex cases and assisted with a full range of services, from State Returns to Streamlined Filing.

bambridgeaccountants.com

### CREATIVE INDUSTRY

When we first opened for business over 15 years ago, we opened as one of the first accountancy firm specialising in the creative industry tax niche. Our creative industry tax team are expert in understanding the unique complexities of expenses and tax for creative professionals and are fully trained in all of the latest tax reliefs and exemptions available to creatives.

We offer a 25% discount on our services to creative industry professionals.

### ENTREPRENEURS

We work with entrepreneurs in all industries on personal and company tax matters. We are able to offer a start to finish service, from starting-up business venture to the maturing of the company. Our award-winning expert tax advisers will be able to advise you on the best business structure for your company as it grows.

### ECOMMERCE

The worldwide nature of many eCommerce businesses can bring many tax complexities, ranging from navigating triangulation to different state tax thresholds. Our team have dealt with a number of small and large eCommerce brands and are experienced with dealing with the different tax obligations and reliefs as your company trades internationally.

### ABOUT ALISTAIR BAMBRIDGE

An award-winning author and accountant with over 15 years of experience. Alistair established Bambridge Accountants after realising that traditional accounting firms were not meeting the needs of creative industry professionals and expatriates worldwide. Dedicating his practice to expatriates and creative industry professionals, Bambridge Accountants has become a boutique firm that specialises by industry.

Alistair is a respected chartered Accountant in the USA, UK and Canada. He has been included in the Spears 500 as a top private client adviser and regularly contributes to US and UK tax matters in the press.

Alistair is focused on ensuring Bambridge Accountants continues to adapt and develop alongside clients.





## David M. Solomon CEO Goldman Sachs

### ABOUT DAVID M. SOLOMON

David Solomon is Chairman and Chief Executive Officer and a member of the Board of Directors of The Goldman Sachs Group, Inc.

Previously, he was President and Chief Operating Officer and prior to that, he served as Co-Head of the Investment Banking Division from 2006 to 2016. Before that, Mr. Solomon was Global Head of the Financing Group, which includes all capital markets and derivative products for the firm's corporate clients. He joined Goldman Sachs as a Partner in 1999.

Mr. Solomon is a member of the Board of Trustees of Hamilton College and serves on the board of The Robin Hood Foundation.

### FIRM PROFILE

The Goldman Sachs Group, Inc. is a leading global investment banking, securities and investment management firm that provides a wide range of financial services to a substantial and diversified client base that includes corporations, financial institutions, governments and individuals. Founded in 1869, the firm is headquartered in New York and maintains offices in all major financial centers around the world.

### What We Do

We commit people, capital and ideas to help our clients, shareholders and the communities we serve to grow. At Goldman Sachs, we:

### Advise

We advise companies on buying and selling businesses, raising capital and managing risks, which enables them to grow.

### Finance

We help local, state and national governments finance their operations so they can invest in infrastructure, like schools, hospitals and roads.

### Transact

We transact for our clients in all key financial markets, including equities, bonds, currencies and commodities, so that capital flows, jobs are created and economies can grow.

### Support

We help markets remain efficient and liquid, so investors and companies can meet their needs, whether to invest, raise money or manage risk.

### Manage

We preserve and grow assets for institutions, including mutual funds, pension funds and foundations, as well as individuals.

### Invest

We invest our capital alongside our clients' capital to help businesses grow.

### Innovate

We develop ideas and analysis that drive new perspectives, new products and new paths to growth.

### Investment Banking

Provides advice and services to help organization with mergers and acquisitions, financing and other transactions.



### www.goldmansachs.com



## Emanuel Chirico CEO PVH Corp.

### ABOUT EMANUEL CHIRICO

Manny Chirico is Chairman and Chief Executive Officer of PVH Corp., owner of an iconic family of brands including CALVIN KLEIN, TOMMY HILFIGER, Van Heusen, ARROW, Warner's and IZOD. Manny has been with PVH for over 25 years, serving as CEO since 2006 and Chairman since 2007. Under his leadership, PVH has become one of the largest and most admired fashion and lifestyle companies in the world with \$9.7 billion in annual revenues and 38,000 associates operating in over 40 countries.

Throughout his career, Manny has embodied the PVH core values of accountability, partnership, passion, integrity and individuality that he has helped establish at the company.

Manny has helped transform PVH from a North American dress furnishings business to a global company that powers brands that drive fashion forward — for good. He played a key role in acquiring Calvin Klein in 2003 and engineered the transformative acquisitions of Tommy Hilfiger in 2010 and Warnaco in 2013.

In growing PVH to be an industry leader, Manny has kept corporate responsibility and philanthropy as central pillars in how the company conducts business. There is an overarching goal to make positive impacts by empowering people, preserving the environment and engaging communities. Before becoming Chairman and CEO, Manny held a number of financial and operational positions within the company, including President & Chief Operating Officer and Chief Financial Officer. Prior to joining PVH, Manny was a Partner at the international accounting firm Ernst & Young, running its Retail and Apparel Practice Group.

He has been recognized for his leadership and business accomplishments. Manny was named to NRF Foundations' List of People Shaping Retail's Future in 2020 and inducted into the Business of Fashion 500 Hall of Fame in 2019. In 2018, he received Women's Wear Daily's CEO Creative Leadership Award, was named Person of the Year by the American Apparel & Footwear Association (AAFA) and received the Committee for Economic Development's (CED) Leadership Award. He was also identified as a Top 100 Connected Leader by Brunswick Group and a top CEO by Glassdoor.

Manny's personal philanthropic work includes serving on the Board of Trustees of his alma mater, Fordham University, as well as the boards of Montefiore Medical Center and Save the Children, where he has been instrumental in supporting efforts to promote early childhood education in developing countries. He also supports the Ronald McDonald House in New York City.

### FIRM PROFILE

### Our Story

PVH is one of the most admired fashion and lifestyle companies in the world. We power brands that drive fashion forward – for good. Our brand portfolio includes the iconic CALVIN KLEIN, TOMMY HILFIGER, Van Heusen, IZOD, ARROW, Warner's, Olga and Geoffrey Beene brands, as well as the digital-centric True&Co.

### Our Approach

The Power of PVH connects all key initiatives across businesses, functions and regions, showing we are strongest when we all come together. We invest in and evolve how we operate, adding areas of expertise that drive consumer engagement, while developing our talented and skilled workforce. Today, we are a global company with \$9.9 billion in revenue and over 40,000 associates.

### **Business Groups**

We leverage our best-in-class, brand-focused management and marketing teams, consumer data and insights, global infrastructure and supply chain to support each of our three business groups — Calvin Klein, Tommy Hilfiger and Heritage Brands — through a strategic combination of wholesale, retail, digital commerce and licensing operations.



www.pvh.com





## Fabrizio Freda CEO The Estee Lauder Companies, Inc.

### ABOUT EMANUEL CHIRICO

Fabrizio Freda is President and Chief Executive Officer of The Estée Lauder Companies, the global leader in prestige beauty. He joined the company in March 2008 as President and Chief Operating Officer and assumed the CEO position in July 2009. As President and CEO, Mr. Freda is responsible for the company's overall vision and strategy, financial objectives and investment priorities. He is also a member of the company's Board of Directors. Under his leadership, the company's multiple engines of growth have delivered record sales and enabled profitable growth. Mr. Freda is a strategically-focused, financially-disciplined, results-oriented leader with a proven track record in the consumer products industry. Prior to joining The Estée Lauder Companies, Mr. Freda had an impressive 20-year career at Procter & Gamble (P&G), where he was responsible for numerous operating, marketing and strategic efforts spanning different geographies and categories. He held positions of increasing responsibility in the Health and Beauty Care and Global Snacks divisions at P&G, with his last role as President, Global Snacks. Mr. Freda serves on both the Board of Directors of BlackRock Inc. and the Advisory Board of the Global Business Initiative at Georgetown University's McDonough School of Business. Mr. Freda has been presented with Italy's

Cavaliere del Lavoro by President Sergio Mattarella, and has been named to Barron's exclusive list of the World's Best CEO's.

### FIRM PROFILE

We are the global leader in prestige beauty — delighting consumers with transformative products and experiences, inspiring them to express their individual beauty. We are the only company focused solely on prestige makeup, skin care, fragrance and hair care with a diverse portfolio of 25+ brands sold in approximately 150 countries and territories. Infused throughout our organization is a passion for creativity and innovation — a desire to push the boundaries and invent the unexpected — as we continue the bold work of our founder Estée Lauder.

### Culture & Values

Our culture is often described as a rare mix of family values with a high-performing public company. This unique mix translates into a caring, collaborative and compassionate workplace that is also demanding – with a competitive spirit that is a powerful source of motivation. Above all else, there is a focus on long-term, sustainable growth which engenders loyalty and commitment from internal and external stakeholders.

### Our Values

We are a values-driven organization. Our actions are rooted in the Lauder Family values of respect for the individual, uncompromising ethics and integrity, generosity of spirit and fearless persistence. Building on these core values we also abide by the following principles:

- Infusing creativity and innovation throughout all aspects of the business, from product development to packaging, sampling to selling, marketing to merchandising.
- Nurturing and developing world-class talent. We look for ways to identify and harness the strengths of our talented employees. Continuous learning happens throughout the organization and "leadership from every chair" is expected and encouraged.
- Cultivating an inclusive and diverse workplace reflects our belief that no one person, group or culture has all the knowledge, skills or information necessary for success. Embracing diversity helps sharpen our focus on cultural relevance — ensuring that our products, messaging and instore experiences reflect the aspirations and desires of consumers in local markets.



www.elcompanies.com

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## Marc Holliday CEO SL Green Realty Corp

### ABOUT MARC HOLLIDAY

Marc Holliday serves as Chairman and Chief Executive Officer of SL Green Realty Corp. (NYSE: SLG) He has served as the CEO since 2004 and became the Chairman of the Board as of January 2019. Mr. Holliday has been with the company since 1998, when he joined as Chief Investment Officer.

Under Mr. Holliday's leadership, SL Green has grown to be New York City's largest owner of office properties and the dominant landlord in Midtown Manhattan. He assembled, and continues to build, an outstanding management team and leads the development of the Company's core business strategy, which features the continuous repositioning and strategic upgrading of the portfolio, emphasizing high-quality office properties in central locations serving world-class tenants. Today, the Company's total portfolio includes ownership interests in more than 110 assets in New York City's tri-state region totaling approximately 50 million square feet. Properties include the prestigious Manhattan addresses 1515 Broadway, 280 Park Avenue, 100 Park Avenue, 625 Madison Avenue, and One Vanderbilt Avenue.

That core strategy, supplemented by value-adding diversification activities, has driven the Company's consistently superior earnings performance and growth in shareholder value. Diversification activities include a successful retail joint venture initiative – SL Green has emerged as a major investor in Manhattan retail properties, with noteworthy top-tier tenants that include Ralph Lauren, Nike, Giorgio Armani, and Dolce & Gabbana. In addition, the company has also established itself as a market-leading investor in debt and preferred equity financing, helping to provide liquidity to the commercial property market during a critical recovery period.

Given his successful track record and industry expertise, Mr. Holliday is frequently cited and interviewed by the nation's leading media outlets regarding the commercial real estate marketplace. Along with other citations, he was recognized by the Wall Street Journal, as one of the New York region's "People to Watch in 2014," as # 1 on the New York Observer "Commercial 100" list in 2012 and by Crain's New York Business in 2003 as one of its "40 Under 40" leading New Yorkers.

Mr. Holliday was recently honored by the Intrepid Sea, Air & Space Museum in 2017, receiving the Intrepid Salute Award in honor of his outstanding business and philanthropic achievements and his commitment to supporting programs for active service men and women and veterans. The National Jewish Health in 2011 honored him with the Humanitarian Award and raised a record-breaking \$3.0 million for the organization from members of New York City's real estate and construction industries. Additionally, he has served on the Board of the New York Racing Association since 2014 and appointed to its Equine Safety committee in 2015.

### FIRM PROFILE

SL Green Realty Corp., an S&P 500 company and Manhattan's largest office landlord, is a fully integrated real estate investment trust, or REIT, that is focused primarily on acquiring, managing and maximizing value of Manhattan commercial properties. As of June 30, 2020, SL Green held interests in 96 buildings totaling 41.0 million square feet. This included ownership interests in 28.7 million square feet of Manhattan buildings and 11.2 million square feet securing debt and preferred equity investments.

### Finance

The ability to speedily assess, underwrite, and capitalize on opportunity, while maintaining an investment grade balance sheet, is a hallmark of SLG's success, and one that is made possible by the talent and careful oversight of the Finance team. The accounting, forecasting, strategic capital planning, budgeting, tax management, and investor relations functions implement and execute objectives that maximize the financial performance of the Company, which translates into total return to stockholders, and creates a disciplined control and reporting environment.



www.slgreen.com



## **Richard Kennedy** CEO Skanska USA

### ABOUT RICHARD KENNEDY

Richard Kennedy is President & CEO of Skanska USA and a member of Skanska's six-person Group Leadership Team (GLT) responsible for global operations. A 23-year veteran of the construction industry, he is responsible for the company's U.S. construction operations; U.S. corporate staff functions; and infrastructure development operations. Skanska in the U.S. generated \$7.6 billion in revenue in 2019 from construction, commercial development and infrastructure development operations.

As Skanska USA's leader, Richard is committed to collaborating with customers and to promoting an ethical, transparent and inclusive culture that allows all employees to do what they do best in service of Skanska's customers, each and every day.

Richard has served in several other senior roles at Skanska including President and CEO of Skanska USA Building, in 2009 as the Chief Operating Officer for the firm's Metro NY operations, and the company's General Counsel in 2004.

In his career at Skanska, he has played a key role in securing major projects such as the \$4 billion redevelopment of LaGuardia Airport Central Terminal B, the \$1.2 billion James A. Farley Building Redevelopment Moynihan Train Hall project, and led the Metro NY region in becoming a significant player in the healthcare market. He also oversaw the successful execution of marquee, complex projects, such as the United Nations Headquarters Renovation, the Advanced Science Research Center for the City University of New York, the World Trade Center Transportation HUB and MetLife Stadium in New Jersey, among others.

Richard is on the Board and Executive Committee for the Building Trades Employers' Association of New York City and is Vice Chair of the New York Building Congress. He has served as past Director of the New York Building Contractors Association and past Board Member of the ACE Mentor Program of Greater NY. He is an advocate of Skanska Women's Network and the Skanska Mentoring Program, both of which are committed to developing tomorrow's talent from across the company.

Richard received his master of laws degree from The London School of Economics and Political Science, his juris doctor from Seton Hall University School of Law and bachelor of arts degree from Rutgers University.

### FIRM PROFILE

Skanska is one of the largest, most financially sound construction and development companies in the U.S., serving a broad range of clients including those in transportation, power, industrial, water/ wastewater, healthcare, education, sports, data centers, government, aviation and commercial.

At Skanska, we build for a better society. From hospitals to stadiums, airports to corporate headquarters, and power plants to tunnels and bridges, the important buildings and infrastructure we create help heal, transport, entertain and energize communities. Purpose

Our work makes a clear contribution to society and the environment around us. Whether we are building schools to provide inspiring spaces for learning, roads to connect communities or hospitals to care for patients, it all contributes to our purpose – we build what matters.

### Values

Care for Life

- We care for the lives of people and the environment
- We work safely, or not at all
- We never walk by if we notice unsafe actions
- We support health and well-being
- We promote green solutions and we run our operations in a green way
- We are accountable to future generations



### www.usa.skanska.com

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Most people tend not to speak in code, so to translate, that 5 New York, Los Angeles, Cheago, Mami, Raleigh/Durham, Boston and Dallas/Fort Worth. But it really deesi'n matter what the IATA, orry; the International Air Transport Association calls them, does it? It's the fact that you have to get there that's important. And because none of these cittes is less than three thousand miles from London, you'll be pleased to hear that American Aritime Based to the provide the highest standards of confort and service possible. In that case you'll be pleased to hear that American Aritime files to all of them, non-stop from London, every dy A you might expect, being American oursidess we revery provid of the regulation Americans have for their level of service and hospitality, and nowhere will you find this regulation more deserved than on an American Aritime filgh We think we have a good ride what you want from an airline and our aim is simple, to provide the most comfortable, relaxing, stress-free environment you're vere likely to experience on board an aircraft. We have a highly experienced and attere cabin creve, a varied selection of wines, at on narionally acclaimed chefs designing 1

American Airlines offers over twenty daily non-stop flights from the looking for a UK to the seven US gateway cities in our headline. From these we can lived FUC on easily connect you to hundred more throughout the US, Canada, Latin your way to the America and the Caribbean Visit **americanairlines.co.uk** for details. US, tryAA OK-





## North Carolina

Darius Adamczyk Honeywell

Kelly King Truist Financial

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Stab u

Sam Khashman ImagineSoftware



## Darius Adamczyk CEO Truist Financial

### ABOUT DARIUS ADAMCZYK

Darius Adamczyk is Chairman and Chief Executive Officer of Honeywell.

Before being elected Chairman in 2018 and named President and CEO in 2017, Darius served as President and Chief Operating Officer. His focus in these roles has been on accelerating Honeywell's organic growth, expanding margins, creating a premier technology company, deploying capital effectively and building a high-performance culture.

He joined Honeywell in 2008 when Metrologic, where he was Chief Executive Officer, was acquired. He served as President of Honeywell's Scanning and Mobility business for four years, doubling the size of the business, before leading a turnaround over two years as President of Process Solutions. In 2014, Darius was promoted to President and Chief Executive Officer of Honeywell Performance Materials and Technologies.

Before joining Honeywell, Darius held several leadership positions with Ingersoll Rand and Booz Allen Hamilton. He began his career as an electrical engineer at General Electric in 1988.

Born in Poland on February 8, 1966, Darius emigrated to the United States at age 11. He earned his MBA from Harvard University, a

master's degree in computer engineering from Syracuse University, and a bachelor's degree in electrical and computer engineering from Michigan State University. He is a member of the Business Roundtable, Business Council and Council on Foreign Relations.

### FIRM PROFILE

### What We Do

We have been innovating for more than 100 years – and now we're creating what's next.

### AEROSPACE

More fuel-efficient aircraft. More direct and on-time flights. Safer skies and airports. We're found on virtually every commercial, defense and space aircraft.

### BUILDING TECHNOLOGIES

Over 100 years ago, we defined energy efficiency by making indoor comfort automatic. Today, we redefine it in 10 million buildings using our technology.

### PERFORMANCE MATERIALS & TECHNOLOGIES

We pioneered automation control. So we understand complex industrial facilities, and how to create high-quality and highperformance chemicals and materials.

### SAFETY & PRODUCTIVITY SOLUTIONS

Each year, we keep over half a billion workers safer and more productive with voice-enabled software, barcode scanners, mobile computers and protective equipment.

What We Value Our programs serve a global community and our hometowns too.

### COMMUNITIES

We provide resources and financial support to causes around the world and encourage employee volunteerism.

INTEGRITY AND COMPLIANCE

We are committed to the highest standards in everything we do.

INCLUSION AND DIVERSITY

It's our unique perspectives that are at the foundation of who we are.

### OUR FOUNDATION OF INCLUSION & DIVERSITY OUR COMMUNITY

Employee networks focus on development, provide networking opporutnities and promote cultural awareness.



www.honeywell.com



## Kelly S. King CEO Truist Financial

### ABOUT KELLY S. KING

He began his career in 1972, joining the Management Development Program of Truist predecessor BB&T. His career at BB&T included leadership roles in commercial and retail banking, operations, insurance, corporate financial services, investment services and capital markets. He served as chief operating officer of BB&T Corporation and Branch Banking and Trust Company from June 2004 to December 2008 and president of BB&T Corporation from 1996 to June 2004. He was named president and chief executive officer of BB&T Corporation and chairman and chief executive officer of Branch Banking & Trust Company in January 2009 and became chairman of BB&T in January 2010. In December 2019, he became chairman and chief executive officer of Truist Financial Corporation, created through the merger of equals between BB&T Corporation and SunTrust Banks Inc.

He served on the Federal Advisory Council of the Federal Reserve System from 2013 to 2016 and as its president in 2016. He also served on the board of the Federal Reserve Bank of Richmond from 2009 to 2012. He is currently a board member for BEST NC, The Clearing House, Foundation For the Carolinas, Charlotte Executive Leadership Council and the Bank Policy Institute (BPI), where he serves as chairman of BPI's Nomination and Membership Committee. He is also a member of the National Leadership Advisory Council for High Point University. King has served as chairman of the North Carolina Bankers Association board, chairman of the North Carolina Rural Economic Center, chairman of the North Carolina Small Business and Technology Development Center and chairman of the Forsyth County United Way Tocqueville Leadership Society. He has also served as chairman of East Carolina University's Board of Visitors and is the former chairman of the Board of the Piedmont Triad Partnership and a former vice-chairman of the American Bankers Council.

A native of North Carolina, King earned a bachelor's degree in business administration and a master's in business administration from East Carolina University. He is a graduate of the Stonier Graduate School of Banking at Rutgers University.

### FIRM PROFILE

At Truist, our purpose is to inspire and build better lives and communities. Every day, the pursuit of better drives us—to empower clients with more choice, teammates with more fulfillment, and communities with more hope. We boldly believe in the power of what we can achieve together.

### Committed to a better future

SunTrust and BB&T have combined in a historic merger of equals to create Truist, the sixth largest U.S. bank holding company. With 275 years of combined history serving clients and communities in high-growth markets, our new company will deliver the best of both companies' talent, technology and processes.

### Purpose

To inspire and build better lives and communities Mission

### For clients

Provide distinctive, secure and successful client experiences through touch and technology.

### For teammates

Create an inclusive and energizing environment that empowers teammates to learn, grow and have meaningful careers.

### For stakeholders

Optimize long-term value for stakeholders through safe, sound and ethical practices.

## TRUIST H

www.truist.com

## Sam Khashman CEO of ImagineSoftware

### ABOUT SAM KHASHMAN

Sam Khashman, President and CEO of ImagineSoftware, founded the company in 2000, with the vision of workflow-centric computer systems. He applied his industry experience in manufacturing, financial, insurance, and operations with high volume transactions to develop ImagineSoftware's Revenue Cycle Management (RCM) system. Khashman leveraged his extensive background in systems integration, process efficiency, and imaging systems, devoting his career to evolving markets with various software solutions. Recognized within the healthcare industry for combining complex processes into efficient, single system solutions, with more than 25 years of executive leadership, he has directed the development and commercialization of more than 20 software products. These products are utilized by thousands of unique users and clients, serving more than 200 million patients across all 50 states. AI2 - Anticipate, Innovate, Integrate. Servant leadership, care about people, care about clients. Develop leaders, develops strong client relationships.

As the leader in automated medical billing software and RCM, ImagineSoftware's suite delivers a platform that is both flexible and scalable. Our software offers not only advanced technology with unmatched automation capability but also seamless connectivity for a fully optimized environment. The Imagine system includes a feature-rich user experience supported underlying technology ranging from traditional system automation, over bot technology, to artificial intelligence. This allows the system to learn patient and payor behavior to accelerate reimbursements while enhancing patient engagement. ImagineAI<sup>TM</sup>, as it's aptly named, uses patient, payor information, and medical payment behavior while customizing billing messages and billing cycles on an individual patient basis. The outcome is a wellinformed patient with correctly adjudicated claims and convenient options to pay the remaining balance. Leveraging smarter technology and designing new tools, will take ImagineSoftware's clients to the next level and further set the bar for the industry.

Focused on helping our clients achieve peak performance while providing measurable results, ImagineSoftware is committed to intuitive RCM solutions. Our 'cutting-edge' technology lies within the software's ability to learn from existing clients and their challenges continuously, driving innovative development and creating intelligent, unsurpassed automation that helps clients achieve optimal performance and measurable results. We accomplish this by offering clients greater visibility into all organizational functionsinformation technology, patient engagement, demographic mix, and payer behavior and patterns. Both artificial and natural intelligence not only determines how each department interacts with one another but also suggests an efficient workflow. As a true partner to our clients, the Imagineteam continuously proposes opportunities to streamline billing and collections, workflow, staff productivity resulting in increased practice profitability and lasting relationships.

Imagine's success is fueled by our sustainable growth and adaptability to change, as a customer-centric organization, always focusing on innovation while anticipating our client's needs. Together, we have overcome challenging and unprecedented government regulations, balancing the management of rising patient consumerism, and falling reimbursements. Our recipe for success is to anticipate, innovate, and integrate (AI2). Over the past two decades, our teams' efforts have diversified ImagineSoftware's suite of products and services. Contributing to endless functionality with numerous customizable features, all aimed to serve our customers. "We never forget who we work for. Without our clients, we are just a software company. They are the reason we're successful." – Sam Khashman

### FIRM PROFILE

We research industry changes, take note when major events can impact business and adapt when necessary. Healthcare may experience some uncertainty from time to time, so it's even more important to be hypervigilant to changes that will impact direction and vision for the future and to provide a stable platform. As a business operating in our world today, it is critical to adapt to stay at the forefront of technological developments. Technology does simplify the process, helping make things faster, easier, and more efficient on many levels, but what makes us human is imputable to replicate.

ImagineSoftware is a growth-minded company, and we want to maintain our lead in the healthcare market. We plan to add strong resources to our team while continuing to increase our research within the healthcare industry to expand on strategic intelligence. Additionally, we will leverage new and existing partnerships to ensure our clients have the solutions they need to navigate healthcare billing and reimbursement effectively, now, and in the future. We are more than software, and this is what sets us apart from our competitors. Our strategy is simple – we listen. We have a team at the forefront of innovation, practicing servant leadership behind the software with a proven track record of success. Servant leadership, care about people, care about clients. Develop leaders, develops strong client relationships. We truly care about our clients and delivering software solutions with the utmost value. By listening to our clients and staying ahead of these changes, we distinguish ourselves from the competition.

### CONTACT

Website: Imagineteam.com Location: Headquarters in Charlotte, NC, with additional offices in Daytona Beach, FL, San Diego, CA, Delmar, NY, and Dallas, TX. Management: Sam Khashman, President and CEO







# Pennsylvania

William Demchak PNC Bank

### Morgan Stanley

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## William S. Demchak CEO PNC Financial Services

### **ABOUT WILLIAM S. DEMCHAK**

William S. Demchak is chairman, president and chief executive officer of The PNC Financial Services Group, one of the largest diversified financial services companies in the United States.

Demchak joined PNC in 2002 as chief financial officer. In July 2005, he was named head of PNC's Corporate & Institutional Banking responsible for PNC's middle market and large corporate businesses, as well as capital markets, real estate finance, equity management and leasing. Demchak was promoted to senior vice chairman in 2009 and named head of PNC businesses in August 2010. He was elected president in April 2012, chief executive officer in April 2013 and chairman in April 2014.

Before joining PNC in 2002, Demchak served as the global head of Structured Finance and Credit Portfolio for JP Morgan Chase. He also held key leadership roles at JP Morgan prior to its merger with the Chase Manhattan Corporation in 2000. He was actively involved in developing JP Morgan's strategic agenda and was a member of the company's capital and credit risk committees.

Demchak is a member and past chairman of the board of directors of the Bank Policy Institute and is a member of The Business Council. In addition, he serves as chairman of the Allegheny Conference on Community Development and is on the boards of directors of the Extra Mile Education Foundation and the Pittsburgh Cultural Trust.

Demchak received a bachelor of science degree from Allegheny College and earned an MBA with an emphasis in accounting from the University of Michigan.

### FIRM PROFILE

### What We Do

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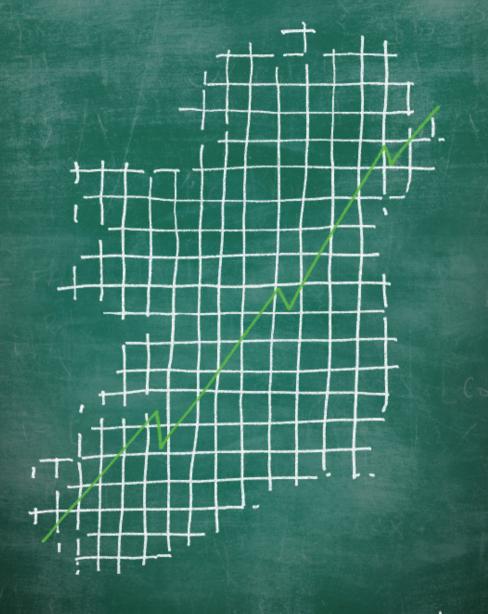
Carlos Hernandez Fluor Corporation

Chase Reagan Prologis, Inc.

Ryan Lance ConocoPhillips

Tanya Leach FOX Corporate Housing

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## **Carlos M. Hernandez** CEO Fluor Corporation

### ABOUT CARLOS M. HERNANDEZ

Before being named as chief executive officer, Carlos M. Hernandez was the executive vice president, chief legal officer for Fluor Corporation and served as the company's corporate secretary. He joined Fluor in 2007.

Prior to joining the company, Mr. Hernandez served as general counsel for ArcelorMittal Americas, a major steel producer which is part of the ArcelorMittal steel group. Mr. Hernandez has also served as general counsel and secretary of International Steel Group (ISG), Inc. prior to its acquisition by Mittal Steel Company. Before joining ISG, he served as executive vice president, general counsel and secretary for Fleming Companies, Inc., in Dallas. From 1984 to 1999, Mr. Hernandez served in a number of different legal capacities including assistant general counsel for Armco Inc. a steel company, in Pittsburgh. Early in his career, he worked as a civil engineer with HNTB.

Mr. Hernandez holds a Bachelor of Science degree in civil engineering from Purdue University and a Juris Doctor degree from the University of Miami School of Law.

### FIRM PROFILE

Transforming the World by Building Prosperity and Empowering

### Progress

As a global engineering, procurement, construction (EPC) and maintenance company, Fluor offers an unmatched diversity of experience along with a reach that spans the globe. For more than a century, Fluor has served our clients by providing innovative solutions to deliver capital efficiency and project certainty.

Our exceptional people, broad knowledge, agility, dedication to safety and vast network of resources enable us to fulfill this commitment every day. Our more than 47,000 employees around the world work collaboratively to tailor solutions for our clients that span the entire project life cycle.

Fluor is a FORTUNE 500<sup>®</sup> company, ranking No. 181 in 2020. Fluor has been acknowledged as a World's Most Ethical Company<sup>®</sup> by Ethisphere for the past 14 years. We are proud to be an industry leader, recognized for the ability to successfully, ethically and safely execute projects around the world.Expertise in Processes, Systems, and Proprietary Technologies Supports Successful Projects.

Clients depend on Fluor to address their business needs and help them increase capital efficiencies. Fluor's experts work across diverse client markets to offer cost-effective, innovative solutions to meet clients' capital project requirements. Fluor understands the complexities of today's competitive markets and, together with clients, designs optimal solutions to bring their quality capital projects to market safely, on schedule and within budget.

### OUR CORE VALUES

Values, Purpose and Vision

Fluor's culture embraces key elements declared in our Core Values, Purpose and Vision. Together, these define our impact on the world and outline the path we take to achieve our business objectives.

Fluor's Core Values act as our behavioral compass. They guide our actions, advance our objectives and power our performance. We must live our Core Values without compromise.

### Safety

We promote a caring, preventive culture where no one gets hurt – through an uncompromising focus on safety in the workplace.

### Integrity

We live by the highest ethical standards. Our actions are consistent with our values and principles.



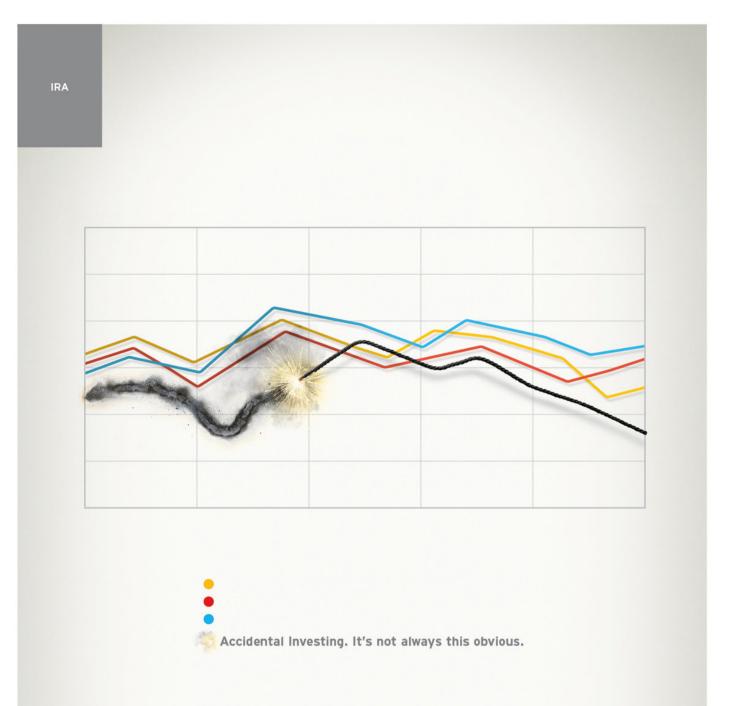
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### Ryan Lance CEO ConocoPhillips

### ABOUT RYAN LANCE

Ryan M. Lance has served as chairman and chief executive officer of ConocoPhillips, the world's largest independent exploration and production company based on production and reserves, since 2012. He is also chairman of the Executive Committee for ConocoPhillips. Ryan is a petroleum engineer with 35 years of oil and natural gas industry experience in senior management and technical positions with ConocoPhillips, predecessor Phillips Petroleum and various divisions of ARCO. His past ConocoPhillips executive assignments included responsibility for international exploration and production, regional responsibility at various times for Asia, Africa, the Middle East and North America, and responsibility for technology, major projects, downstream strategy, integration and specialty functions.

Externally, Ryan is a board member of the National Fish and Wildlife Foundation, and a trustee of both the George H.W. Bush Library Foundation and PGA Reach. He is also an advocate for charities benefiting youth through his service on the boards of Spindletop International and the Montana Tech Foundation, and on the advisory council of the University of Texas Energy Institute. He is a past chairman of the American Petroleum Institute and currently serves on its Executive Committee.

Ryan is a member of the Society of Petroleum Engineers, and

earned a Bachelor of Science degree in petroleum engineering from Montana Tech in Butte in 1984.

### FIRM PROFILE

### What We Do

We produce oil and gas resources that power civilization.

Our scientists and engineers use technology to maximize production of existing resources and to develop areas that were previously thought to be unrecoverable. We do all of this with a commitment to safe and responsible development that helps achieve economic growth, preserves and creates jobs, and ensures quality of life.

#### Exploring for Energy

One of our key strengths is our demonstrated ability to find new resources.

Continually striving to be at the forefront of reservoir prediction and characterization, as well as advanced seismic and drilling enhancements enable the company to identify and better characterize commercially viable resource deposits.

Our scientists use sophisticated and proven technologies to locate and gain access to these resources deep beneath the earth's surface. Across geographies and geologies our commitment is the same: use our proven track record and expertise to safely and responsibly find oil and gas.

Producing Energy

Producing the oil and gas resources to power civilization.

Our scientists and engineers use technology to maximize production of existing resources and to develop areas that were previously thought to be unrecoverable.

We do all of this with a commitment to safe and responsible development that helps achieve economic growth, preserves and creates jobs, and ensures quality of life.

Who We Are

We are challenged with an important job to safely find and deliver energy to the world.

Our employees, contractors, vendors, investors and community partners are critical to our success. We couldn't power civilization without them.



www.conocophillips.com



### Tanya Leach CEO of FOX Corporate Housing

FOX Corporate Housing

www.foxcorphousing.com

### ABOUT TANYA LEACH

I began my career in the Corporate Housing industry after college in 1995 as an Assistant to the President of Executive Lodging in Houston, Texas while still in college at the age of 22. With my background in Human Resource Management in College, I broadened my horizons while learning the ins and outs of the Corporate Lodging business from one of the first Corporate Housing companies in the Houston area.

The experience and knowledge I gained combined with my entrepreneurial spirit led to the launch of FOX Corporate Housing, a Nationwide Resource for HR Managers to place their employees and expats into comfortable and affordable, corporate housing and furnished apartments through one corporate travel resource.

### FIRM PROFILE

FOX Corporate Housing was founded in 2004 by Tanya Leach. It is from humble beginnings the company was started by a husband and wife team. Since that time, the organization has grown to nearly fifty employees, and is a multi-million dollar organization. Our mission is to provide corporations, individuals and families across the nation with luxury short-term housing at a fraction of the cost of a hotel. We provide best-in-class furnished apartment homes to our guests with all the comforts and security of home, no matter where in the United States they are.

"Integrity is doing the right thing even when no one is watching." - C.S. Lewis

The FOX team attributes their success to discipline, integrity and character within the company. These foundational building blocks start with the FOX Executive team and resonate throughout the organization. FOX ensures that its most important assets, the clients, become the beneficiaries of the core principles through delivery of excellence in product and in service. Each and every guest with FOX Corporate Housing is treated as they are the only guest to ensure 100% satisfaction throughout their stay.







# irginia

William Demchak PNC Bank





Mandarin Oriental. Perfect for a celebration.



### **Richard D. Fairbank** CEO Capital One Financial

### ABOUT RICHARD D. FAIRBANK

Mr. Fairbank is founder, Chairman, Chief Executive Officer, and President of Capital One Financial Corporation. As an innovator and entrepreneurial leader, Mr. Fairbank has grown Capital One from a start-up to one of the ten largest banks in America and 100 largest companies in the country as ranked by Fortune Magazine. Mr. Fairbank has been the CEO since the Company's Initial Public Offering in November 1994 and has served as the Chairman and CEO since February 1995. Since the founding of the Company, Mr. Fairbank has been responsible for overseeing both the Company's strategic direction as well as management of Capital One's day-today operations, and has driven strong organic business growth and executed a series of strategic acquisitions across retail and direct banking, credit cards, auto lending, and technology. Mr. Fairbank has extensive experience in financial services and has led the development, growth, and transformation of the Company's business capabilities since its founding, including technology, risk management, brand, customer experience, and talent development and diversity.

Prior to Capital One, Mr. Fairbank was Vice President and head of the banking practice at a national strategy consulting firm. Mr. Fairbank served on MasterCard International's Global Board of Directors from February 2004 until May 2006.

### FIRM PROFILE

Capital One is on a mission to help our customers succeed by bringing ingenuity, simplicity, and humanity to banking. We were founded on the belief that the banking industry would be revolutionized by information and technology, beginning with credit cards. We are now the nation's fifth-largest consumer bank and eighth-largest bank overall.

Founder-led by Chairman and Chief Executive Officer Richard Fairbank, we believe that innovation is powered by perspective and that teamwork and respect for each other lead to superior results. Across the company, we're building customer experiences that are real-time and intelligent. We measure our efforts by the success our customers enjoy and the advocacy they exhibit.

We're enabling great talent with great spaces. Our award-winning office designs promote creativity and collaboration. In 2018, we opened our new headquarters in McLean, Virginia, where engineers, designers, and data scientists work side by side to imagine the next great chapter of Capital One.

At Capital One, we embrace the idea that we do well as a company by doing good in the communities we serve. From our inception nearly a quarter century ago, we have sought to address the longterm health and sustainability of our communities, especially those that are struggling to adapt to a changing economy or recovering from decades of disinvestment. We're working to design products, services and programs that deliver impact today and tomorrow. To make our customers' and associates' lives better. To envision and drive toward what our world could be. To change banking and our communities for good.

None of this would be possible without the passion and dedication of our nearly 50,000 talented associates. But ultimately, we know this story is not about us- it's about our customers and our communities. We are proud and humbled to be a part of their story, to learn from and celebrate their successes. We thank them for all they have done to contribute to our own improbable journey of the last 25 years to change banking for good. We are even more excited about what the next quarter century will bring.

At Capital One, diversity, inclusion and belonging are valued at our core. We empower our associates to do great work by creating an inclusive culture—that values diverse perspectives, fosters collaboration and encourages innovative ideas—and a place where associates of all backgrounds can thrive by bringing their most authentic selves to work.



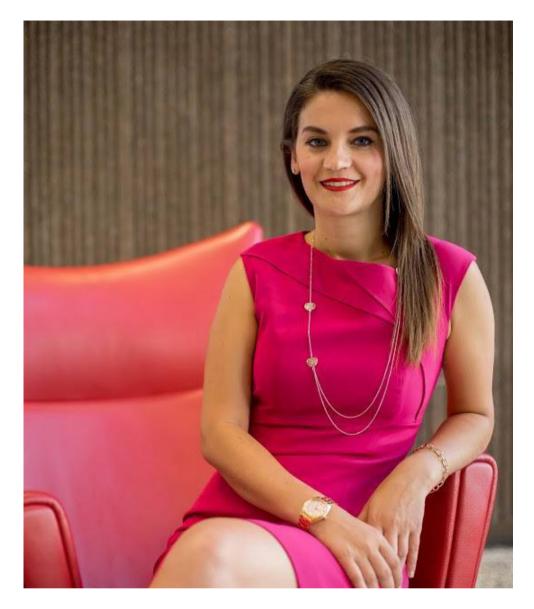
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## **G**lobal

Sonia Couto Konverge



### Sonia Couto CEO Konverge



www.konverge.com

### ABOUT SONIA COUTO

Sonia Couto is a business visionary, strategic leader, and sits at the helm of two award-winning software products.

She is the Director of Konverge Digital Solutions, a custom software development company, and has been with Konverge since 2008. Sonia is a highly results-driven leader that oversees the day-to-day operations of the company. Additionally, she monitors revenue margins and worker productivity, implements new directives for growth, and sets and monitors key performance indicators.

Sonia is also the founder of MenuSano, a tech company that is part of Konverge's portfolio of companies. She has overseen MenuSano's development from its inception. Working with the MenuSano team, Sonia drives initiatives that will lead to strategic partnerships and growth within Canada and internationally.

Sonia has been the recipient of several awards that acknowledge her excellence in leadership in the software industry. As a dedicated member of the tech community, she organizes and runs a COO roundtable for PeerScale, a peer-to-peer organization for tech leaders to connect, share, and grow. Her interest in health has led her to become an advocate for early breast cancer detection and supporting women going through diagnoses. Furthermore, Sonia volunteers for the SilStar foundation, by helping them with their marketing and social media campaigns to raise awareness and funds for lung cancer research.

### FIRM PROFILE

Digital Solutions and Custom Software

Clients have been coming to Konverge for over 25 years for help with leveraging technology to meet their organizational objectives. Konverge's consulting practice includes Custom Software Solutions, Mobile apps, API Development, Web Applications, Business Analysis, Product Development, and UI/UX Design. In addition, Konverge markets a portfolio of award-winning software solutions. Konverge's software development Toronto is 100% Canadian owned, we work closely with medium and large enterprises across industries and across Canada and internationally, too.

Canada's Best Managed Companies Platnum Members

Custom Software - Konverge is a Microsoft Certified Gold Partner

Konverge is a Deloitte awarded Top 50 Best Managed Companies and a Microsoft Gold Certified Partner. Microsoft Gold Certified Partners are Microsoft's most highly accredited independent technical support providers.

Our solutions help you bring your business vision to life.

Our Custom Software development solutions help you bring your business vision to life. Our custom software services range from technology consulting, business analysis, QA, application maintenance and solution integration. Konverge also offers UI and UX design services, product envisioning, road-mapping, and support.

#### AGILE AND RESPONSIVE

Our integrated service lines have been shaped by over two decades of delivering value to our customers. They are built on a deep understanding of business needs, market trends, technology expertise, and software industry best practices.

#### MATURE AND FLEXIBLE

Customers have been coming to Konverge for first-class custom software services for over 26 years. Our projects result in improved business efficiency, increased ROI cost-effectiveness, and risk mitigation. Konverge values a collaborative approach with our clients. We use a proven collaborative model that is flexible and scalable. This makes our digital solutions effective even on projects with small teams. We rely on multi-disciplinary software developers, time-proven processes, and effective tools and techniques to ensure the highest level of quality. From startups and SMBs to Fortune 500 companies, Konverge has been a proven technology partner for over 26 years.



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