

APPENDIX A KEY PERSONNEL RESUMES

Name **M. Sanford Richardson**

Program Manager

Appendix B Professional Experience Summary

Mr. Richardson's began his career with Arthur Andersen in 1988. During his tenure of seven years at Andersen he advanced to partner in training at the New York and Washington, DC offices. He participated in numerous SEC compliance audits and government practice. Subsequent to this experience Mr. Richardson has worked as a CEO and CFO in companies ranging from \$10M to \$500M in revenue. His experience includes taking a start-up company through all phases of an IPO, served as the financial lead in turning a company from a negative ROI to a high profit status by negotiating and establishing a significant Federal government contract. During Mr. Richardson's career he has led the financial and integration efforts on eleven successful M&A events.

Appendix C Experience Relevant to the Contract

Mr. Richardson has over twenty-five years of senior level financial expertise. He has performed complex financial analysis and appeared numerous times as an expert witness associated with valuation of assets and financial returns.

Appendix D Work Experience

S&A Financial Services, LLC, Senior Partner

12/2010 to Present

S&A Financial Services LLC is a CFO advisory services company; whereby, the Firm assist small to medium size clients increase profits through internal and external growth. Mr. Richardson provided expertise in bank and equity capital procurement, worked with various company's sales and marketing team to increase gross revenue and performed several M&A events.

Phillips Corporation, Executive Vice President

01/2007 to 11/2009

Phillips Corporation is a manufacturer/distributor of large industrial machines to customers in the US, China, Europe and India. The company has plants in each of the aforementioned countries with over seven hundred employees and annual revenues of \$150M. During his tenure with the company Mr. Richardson negotiated the acquisition of an Indian distributor at a price of \$8M, a Republic of China facility and two US distributors with acquisition prices ranging from \$2M to \$15M. He also secured the necessary financing for each acquisition and negotiated the sale of a Canadian manufacturer for \$6M

OT Manufacturing, Inc., Chief Executive and Financial Officer

04/2003 to 11/2006

Mr. Richardson initially joined OT Manufacturing, Inc. as a consultant CFO. The company manufactured small pump products out of its sole facility in Chesapeake, Virginia. The company employed two hundred and fifty employees with annual revenues approximating \$50M. Upon joining the company full time as CFO he encouraged the company's CEO to begin manufacturing Ethanol blending pumps as this process was being required by the Department of Energy by year end 2004. The procurement of a major contract with DOE and Exxon/Mobile

propelled the company to revenues of \$500M and EBITDA of \$92M. While associated with the company he acted as lead negotiator on a major DOE contract, increased the company's profit margin from 30% to 55%, designed and implemented financial and operational controls, raised sufficient capital through bank financing and equity investment to acquire satellite facilities and assumed the position of CEO and negotiated the successful sale of the Company.

JAVA Business Solutions, Inc., Chief Financial Officer **11/1994 to 02/2003**

Mr. Richardson joined JAVA as a "start-up" venture capital funded Company. As the fifth employee he worked as a "hands-on" CFO and controller. Mr. Richardson worked with the President to establish offices through acquisitions in the UK, San Francisco and India. He was successful in raising \$50M in venture capital funding which assisted the company to grow to a revenue base of \$250M. When the decision was then made to implement a public offering he along with the Company's President presented 4 presentations to the investor market in New York and Boston. This was successful and the company made its S-1 SEC filing. Upon the tech stock value downturn in the 90's JAVA's Board of Directors requested Mr. Richardson to prepare a reverse IPO and he negotiated the sale of all JAVA assets to Sun Systems.

Arthur Andersen, Certified Public Accountants, Sr. Manager **10/1988 to 09/1994**

As a Senior Manager with Arthur Andersen, New York then Washington, DC Mr. Richardson participated in the SEC Compliance Group and later in the governmental practice. During his employment he attended special training in SEC and FAR offered by the Firm, acted as lead on several audits of medium to large firms and participated in partnership training prior to leaving the firm.

Appendix E Education

- MBA, Darden School of Business, 1988
- Bachelors of Science, Old Dominion University, 1986

Appendix F Training/Professional Development

- Continual Professional Education Training, AICPA
- Business Valuation, Institute of Business Valuation

Appendix G Awards & Recognition

- CPA license, 1988
 - Certified Business Valuation Analyst, 1994
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