

Sanford Richardson

Experience

Snavely King Majoros & O'Connor, Inc.

Acting Chief Financial Officer and Quality Control Manager (May 2011 to present)

Mr. Richardson is responsible for all Snavely King financial management and quality control functions. He reports directly to the President and Board of Directors.

S&A Financial Services LLC

Senior Partner (December 2010 to present)

Mr. Richardson assists small to medium size clients increase profits through internal and external growth

Phillips Corporation

Executive Vice President (January 2007 to November 2009)

Manufacturer/distributor of large industrial machines to customers in the US, China, Europe and India with plants in each of the aforementioned countries, over seven hundred employees and annual revenues of \$150M. Negotiated acquisition of distributors in India, Republic of China and US. Secured financing for each acquisition and negotiated the sale of a Canadian manufacturer.

OT Manufacturing, Inc.

Chief Executive and Financial Officer (April 2003 to November 2006)

Company manufactured small pump products out of its sole facility, with two hundred and fifty employees, annual revenues approximating \$50M. He encouraged company to begin manufacturing Ethanol blending pumps in conjunction with Department of Energy requirements. Propelled company revenues to \$500M. Designed and implemented financial and operational controls, raised sufficient capital through bank financing and equity investment to acquire satellite facilities. Assumed the position of CEO and negotiated the successful sale of the Company.

JAVA Business Solutions, Inc

Chief Financial Officer., November 1994 to February 2003)

Fifth employee of JAVA as a "start-up" Company. "Hands-on" CFO and controller. Worked with the President to establish offices in the UK, San Francisco and India. Raised \$50M in venture capital funding, assisted company growth to a \$250 million revenue base. Managed IPO and reverse IPO. Negotiated the sale of JAVA assets to Sun Systems.

Arthur Andersen, Certified Public Accountants,

Sr. Manager (October 1988 to September 1994)

Senior Manager with Arthur Andersen, New York and Washington, DC Participated in the SEC Compliance Group and later in the

governmental practice. Lead on several audits of medium to large firms. Received special SEC, FAR and Partnership training

Education

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

Training/Professional Development

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

Awards & Recognition

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