

VINCENT T. VOLPE

CURRICULUM VITAE

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EXECUTIVE SUMMARY

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

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

PROFESSIONAL EXPERIENCE

SAINT LOUIS UNIVERSITY • St. Louis, Missouri

Jul 2006-Present

Assistant Professor of Management

Academic appointment in Richard A. Chaifetz School of Business, teaching business law, management, entrepreneurship, strategic management, corporate governance and compliance, family business and business planning courses. Faculty Director of the Professional MBA Program (since July 2019). Member of: Faculty Senate Governance Committee; the University Writing Services Advisory Committee; the Student Veterans Success Task Force; and Emerson Leadership Institute Advisory Board. Faculty advisor to the SLU Student Veterans Association chapter.

SAINT LOUIS UNIVERSITY • St. Louis, Missouri

Jan 2009- Dec 2010

Director, Center for Entrepreneurship

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

ARBIRIS CONSULTING • St. Louis, Missouri

1993-1996; 2000-Present

Managing Director

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

- **Regional Growth Capital, Inc. [formerly: Saint Louis Business Development Fund, Inc.]** Dec 2006 –Aug 2018: Business Development Officer. Marketing and client recruitment for mezzanine investment fund directed at closely-held businesses in the St. Louis region.
- **M&A Firm:** Working as team member with small business owners and executive buyers to close asset sale transactions. Developing pro forma financials and projections; letters of intent, confidential business reviews, reviewing agreements. Providing leadership during due diligence and closing process.
- **Not-for-Profit Business Association:** Facilitating first-time strategic planning process for two chapters of national business association. Working with president and board members to develop plan.
- **Investment Firm:** Working with founders to launch and develop hedge fund. Reviewing and analyzing investment opportunities.
- **Construction:** Advising president of second-generation, family-owned company with regard to financial performance enhancement, process improvement and succession planning.
- **Retail:** Advising CEO, management team of start-up in immigrant cross-border remittances market on appropriate global architecture, structure of in-country business units, development of forecast assumptions.
- **Financial Services:** Advising Fortune 500 subsidiary management on strategy, planning for international life insurance replication business spin-off. Managed drafting of narrative business plan, financial forecast.

- **Telecommunications:** Advising CEO-entrepreneur; drafting business plan, developing financial forecast for start-up offering metro broadband network services in Tier 2/ 3 markets around carrier-neutral strategy.
- **Internet:** Assisting Internet domain name start-up company founders with development of business plan, identifying detailed market, revenue ramp-up and expense assumptions and creating financial forecast.
- **Professional Services: Accounting:** Working with management of regional business unit to facilitate annual planning process and develop annual objectives. Advised on development of action plans.
- **NASD Broker-Dealer Firm:** Part-time Managing Director, Investment Banking. Member of corporate finance group for emerging growth companies; range of private and public offerings of debt/ equity.
- **Medical Video Publisher:** Part-time Operations Director; served as COO managing production, marketing, sales, accounting and administrative functions.
- **Regional Ice Sports Facilities:** Part-time CFO; redesigned accounting operation; developed annual operating budget; guided planning for construction timetable for second facility.
- **Retail Photo Studio Chain:** Part-time Vice President and CFO; developed annual operating budget; represented shareholder in Chapter 7 bankruptcy; marshalling of assets, sale of in-process inventory.

**SAINT LOUIS UNIVERSITY, WEBSTER UNIVERSITY,
FONTBONNE UNIVERSITY and ST. LOUIS COMMUNITY COLLEGE**

St. Louis, Missouri

1981-84, 2004-2006

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

PPC INTERNATIONAL, LLC • St. Louis, Missouri

1993-1999

Chief Executive Officer (1997-1999)

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

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

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

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

KPMG, LLP • St. Louis, Missouri

1987-1993

Senior Manager, National Quality Group (1991-1993)

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

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

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

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

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

EDUCATION

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

PROFESSIONAL CERTIFICATION

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

Certified Public Accountant: Licensed in Missouri (1979)

COMMUNITY ACTIVITIES

- Saint Louis Public Library; vice president (2018 - Present) and appointed member of the board of directors; chair of Fiscal Affairs Committee (2014 - Present)
- Cinema St. Louis; member of the board of directors; member of Executive Committee and Finance Committee (2007 – Present)
- Association for Corporate Growth – St. Louis Chapter; member (1987 - 2018); President (1989 - 1991) and member of the board of directors (1988 - 1999)
- Missouri Venture Forum: member (2000-2001; 2006 - 2018)
- Regional Entrepreneurship Initiative; Participant (2012 - 2014)
- Business Finance Corporation of St. Louis County; member of the board of directors (2008 – 2012)
- Academy of Legal Studies in Business; member (2007 - 2011)
- Family Firm Institute: member (2007 - 2011)
- Habitat for Neighborhood Business, member of the board of directors (2009 - 2010)
- America Israel Chamber of Commerce St. Louis, member; Chair, Transaction Sourcing Committee 2003-04
- Quality & Productivity Management Association, St. Louis Council: Treasurer and member of executive committee (1992-1993)
- Friends of the St. Louis Public Library: Treasurer (1989-1992) and member of the board of directors (1987-1993)
- St. Louis Volunteer Lawyers and Accountants for the Arts: Member of the board of directors (1991-1993)
- Theater Factory Saint Louis: Treasurer and member of the board of directors (1992-1993)
- Boy Scout Troop No. 79: Treasurer (1991-1993); Cub Scout Pack No. 79: Treasurer (1989-1991)
- St. Louis Regional Educational Partnership: Member of Making Education a Community Obsession Action Group (1989-1990)
- The Saint Louis Conservatory and Schools for the Arts (CASA): Member of the board of directors (1987) and advisor to the board (1988-1990)
- Democratic primary for Missouri State Auditor: Candidate for Democratic nomination (1985-1986)
- Democratic primary for Mayor of St. Louis: Surrogate speaker for the Mayor (1984-1985)
- Democratic presidential nomination: Missouri coordinator for Hart presidential campaign (1983-1984)
- Maplewood Community Betterment Foundation: Secretary and member of the board of directors (1982-1984)
- Lafayette Square Restoration Committee, Inc.: Chairman, 1979 House Tour; treasurer and member of the board of directors (1976-1977)

PUBLICATIONS/ PRESENTATIONS

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

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

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

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

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

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

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

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

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

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

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

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

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