

Glynn W. Stewart

146 Maddox Dr., Hollidaysburg, PA 16648

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Email gs2art@gmail.com Cell 814-329-2055

A corporate development/finance/legal professional with experience working with all levels of people from board members of Fortune 100 companies to operating management of mid-market companies to "Wall Streeters" and other professionals. Strong communication and people skills provides the ability to inform, motivate, and direct people effectively. The combination of an MBA (corporate finance) and a JD (corporate law) is invaluable in identifying and analyzing opportunities for improvement and structuring methods to reach the desired results in projects and transactions.

Representative accomplishments

- **Improved operating efficiency while maintaining service and reducing cost.** Streamlined operating management to improve effectiveness and reduce cost. Identified areas for improvement and implemented those plans saving millions of dollars through cost control and efficiency improvement.
- **Reduced G&A cost while improving corporate support.** Developed tax strategies to save hundreds of thousands of tax dollars. Maintained close working relationships with banks and negotiated better than market interest rates and fees. Worked extensively with outside audit firm resulting in issuing reports in record time. Organized corporate support functions to remain lean while maintaining service levels that exceeded expectations.
- **Controlled legal exposure and costs while improving quality of legal services.** As an attorney, personally handled internal legal work and developed legal tactics while controlling outside legal counsel to minimize cost, ensure quality of service, and negotiate on a strong foundation with other attorneys. Realigned structure of \$150M+ company into holding company/multiple subsidiary arrangement to reduce legal liability exposure and improve operational accountability.
- **Primary advisor in large family owned business.** Addressed numerous interpersonal issues, developed and implemented ownership consolidation plan, worked with family to face challenges optimizing business while minimizing family impact.
- **Lead acquisition/divestiture programs, domestic and international.** Worked with outside and internal financial, legal, and operating personnel to analyze acquisitions, negotiate deals, and coordinate resources to successfully complete transactions and implement effective integration plans. Worked with buyers and sellers to find, analyze, and complete acquisitions, including creative structures to fulfill financial or personal requirements.
- **Developed and implemented corporate planning programs.** Led strategic planning, capital budgeting, and forecasting on a company-wide basis for mid-market and Fortune 100 companies including providing analysis/metrics to track and monitor performance against plans.
- **Managed foreign exposure and investment analysis.** Worked on evaluation of international investments and joint ventures, conducted periodic review and analysis of risk factors and exposure to help evaluate continued involvement in foreign operations.
- **Provided and developed banking/treasury relationships.** Responsible for a broad range of banking relationships from both debt and cash management sides including investment of large amounts of cash to optimize return to managing bond funds for liquidity to working with "special assets" group for bankruptcy bound company. Also developed and improved treasury operations including collections, lock box, accelerated deposits, payables, etc.
- **Maintained investor relations and shareholder communications.** Improved investor relations program and increased market awareness with specialist by developing informative "road show" for a small NYSE company with low trading volumes and lackluster stock price.
- **Developed and implemented Performance Management and pay for performance program.** Created PM program with strong emphasis on strategically focused expectations supported by training managers to monitor, communicate, recognize and reward, including performance based incentives.

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Education

JD - (corporate law) from SMU, Dallas Texas (at age 21).

MBA - (corporate finance and international finance) from SMU, Dallas, Texas (at age 21).

BA - (economics, with honors, departmental distinction) from SMU, Dallas, Texas (at age 18).

Computer Skills

“Power user” of computer and productivity tools and applications.

Licenses

Licensed to practice law in Pennsylvania (active) and Texas (inactive, can reactivate).

Professional Experience & Highlights

Ward Transport & Logistics Corp. (1/2000 – 2/18) \$175 million regional trucking/logistics company
CFO/GC/Corporate Secretary – responsible for corporate support including Finance, Legal, IT, Risk, Safety, HR, Fleet Management and strategic aspects of company. Interim oversight of Ops and Sales while searching for appropriate management upgrades.

Investments & Consulting (12/88- 12/99)

- Interim CFO for \$60 million manufacturing company assisting in transition into and through Chapter 11 proceedings and resulting sale process. (So. Cal.)
- Provided mid-market companies with professional assistance in mergers, acquisitions, divestitures, strategic- planning, and other corporate development activities. (E. PA)
- Invested in and was responsible for all financial/legal/administrative functions of a clothing manufacturing company providing products to name brand clothing retailers. (E. PA)
- Developed, built and operated a nationwide franchise system. (E. PA)
- Purchased and operated a clothing manufacturing company working primarily for the U.S. Government under long-term government procurement contracts. (NE TX)

Penn Central Corporation (1/81 - 11/88) - \$2+ billion diversified holding company, located in Houston, TX, Greenwich, CT, and Longview, TX

CFO for Marathon Manufacturing Group of companies: with \$100+ million revenues.

Responsibilities included finance, accounting, MIS, insurance, cash management, reporting to public parent, planning, acquisitions, corporate development.

Staff VP - Corporate Development for Penn Central. Responsibilities included acquisitions, strategic planning, portfolio investment, real estate controller, and divestitures.

Other positions held: Director- Business Planning; Manager- Business Planning & Development; Manager - Financial Planning & Analysis.

Pennzoil (3/80- 1/81) - \$2+ billion natural resources company, located in Houston, TX

Financial Analyst - Responsibilities included strategic planning, financial analysis, acquisitions, foreign exposure and risk control, and international investment/joint venture evaluation.

Raymond International (6/78-3/80) - \$300 million international construction company located in Houston

Positions held: Investors Relations, Financial Analyst. Responsibilities included financial analysis, international asset risk management and foreign exposure reporting, investor relations (NYSE), acquisition analysis, competitor tracking and reporting.