

GARY KIMBALL

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BOARD EXPERIENCE

Custom Goods, LLC, Los Angeles, CA (2023-current)

Custom Goods is a private equity-backed third-party logistics provider with operations in California, Indiana, South Carolina, and Texas.

External Director

- Fiduciary responsibility on behalf of shareholders for oversight of executive team and strategy
- Member, audit committee

Sunland Logistics Solutions, Inc., Greenville, SC (2020-current)

Sunland, with revenue exceeding \$100 million, is a regional third-party logistics provider with operations in Alabama, California, Georgia, Illinois, Kentucky, South Carolina, and Tennessee.

Advisory Board

- Regularly engaged in operational and financial initiatives
- Work closely with chief executive officer on technology, distribution, real estate, compensation, operational, and strategic issues

Rubicon Investments, Inc., Medford, Oregon (2019-current)

Rubicon is a family-owned real estate development and investment firm with operations in California, Oregon, and Washington.

External Director

- Fiduciary responsibility on behalf of shareholders for oversight of executive team and strategy
- Chair, audit, compensation & conflicts committee

Rivermill Group, Inc. (formerly Kenco Group, Inc.), Chattanooga, Tennessee (2016-current)

Rivermill, a third-generation family-owned firm with 2022 gross revenue exceeding \$1.2 billion, provided third party logistics services in North America to customers ranging from Stryker to General Foods. The logistics division was sold to Pritzker Private Capital in late 2022.

External Director (2016 – 2022)

- Fiduciary responsibility on behalf of shareholders for oversight of executive team and strategy
- Member, audit committee
- Chair, e-commerce and fulfillment services committee
- Chair, real estate strategy task force
- Chair, mergers and acquisitions task force
- Member, transportation services task force
- Played key role in interactions with buyer during 2022 sale process

Chief Executive Officer and Board Member (2022 – current)

- Responsible for 150 employee operating group
- Led two sale transactions of industrial properties with total value of \$90 million
- Led sale of material handling dealership for \$21 million
- Management responsibility for \$20 million warehouse expansion project
- Responsible for all banking relationships, including lending and cash management agreements
- Negotiated outsourcing agreement for human resources, including payroll and benefits functions, with professional employer organization

PROFESSIONAL EXPERIENCE

Vanderbilt University, Nashville, Tennessee (2008-Present)

Vanderbilt University is an internationally recognized research university with approximately 12,600 undergraduate and graduate students.

Sauereisen Director, Hoogland Undergraduate Business Program (2018-Present)

Acting Coordinator, Business-related Minors (2016-2018)

Director, Managerial Studies Program (2015-2018)

Professor of the Practice of Management

- Vanderbilt Athletic Department Distinguished Faculty Member (2018)
- Chancellor Heard Greek Life Professor of the Year (2016)
- Finalist, Chancellor Heard Greek Life Professor of the Year (2015)
- Kappa Alpha Professor of the Year (2009)
- Current courses include Case Problems in Finance, Introduction to Real Estate, Financial Modeling, and Private Capital Markets
- Other courses taught: Leadership, Entrepreneurship, Corporate Finance

Geodis Americas (formerly known as Ozburn-Hessey Logistics and OHL, now a division of Geodis, a Paris, France-based multinational entity), Nashville, Tennessee (1996-2007)

Geodis provides third party logistics services to a wide range of customers including Fortune 50 entities such as Procter & Gamble, Hewlett Packard, Starbucks, Apple, Nutrisystem, and Red Bull.

Along with partner, secured majority ownership of company in 1996. In role as Partner & Executive Vice President, led company through a decade of rapid and consistently profitable growth. Revenue grew from \$4 million to over \$700 million and enterprise value increased to \$365 million from less than \$1 million. In 2007, the company employed 4,300 associates and 2,000 temporary staff working in approximately 150 locations in 23 states across the U.S.

My departure occurred 18 months after the 2005 recapitalization mentioned below. At such time, my remaining ownership stake was liquidated.

Partner, Director, Executive Vice President & Chief Financial Officer

- Management responsibility for Finance, Strategy, Administration, Human Resources, Information Technology, and Business Development
- Focused on consistent vision and values for employees, customers, and vendors
- Achieved 81% annual rate of return for shareholders over eleven years
- Revenue grew 68% annually during tenure
- Planned and executed recapitalizations in 1996, 2001, and 2005
- Negotiated variety of credit agreements (Term B notes, lines of credit, letters of credit, mortgages, equipment leases, and construction funding) totaling \$940 million

- Identified, performed due diligence on, and closed ten acquisitions
- Reviewed and executed 200+ real estate transactions, including property leases, sale/leaseback transactions, construction projects, and shutdowns
- Provided guidance and oversight for development of human resources policies and procedures, employee communications, conflict resolution, and performance incentives
- Developed and coordinated monthly and quarterly executive, board, and bank packages
- Board member, International Warehouse Logistics Association

IWLA Insurance Company, George Town, Cayman Islands (1996-2002)

IWLA Insurance Company provides property, casualty, and liability products for clients in the third-party logistics industry.

Founding Director and Chairman

- Governing responsibility for company with 50+ investors
- Played key role in growth from startup to premiums in excess of \$25 million
- Worked with service providers and insurance carriers to establish international headquarters

NCG Research (NCG), Nashville, Tennessee (1994-1996)

NCG provided third-party patient outcomes research for hospitals in the U.S. NCG received financing from a venture capital fund in late 1993 and later merged with a similar provider.

Chief Financial Officer

Joined NCG in conjunction with funding from venture capital group in newly created CFO role.

- Responsible for monthly board reporting packages and banking relationships
- Worked closely with CEO on investor relations
- Expanded financial functions, including policy development and internal reporting processes

KPMG, Nashville, Tennessee (1992-1994, 1985-1989)

KPMG is a global network of professional firms providing Audit, Tax, and Advisory services that operates in 145 countries and has more than 265,000 professionals.

Audit Manager

Worked on audit engagements for a variety of clients including financial institutions, manufacturers, health care providers, and service companies.

- Selected to teach national training courses in New York, Atlanta, and San Francisco
- Held supervisory role for largest engagement in local office
- Passed Certified Public Accountant (CPA) exam (1985)

Southern Highlands Books, Atlanta, Georgia (1991-1992)

Southern Highlands Books was an independent retailer of new, used, and rare books.

Owner

Responsible for all facets of operations, including product sourcing, scheduling, and customer/community relations. Sold business as part of family move to Nashville, Tennessee.

GKB Enterprises, Nashville, Tennessee (1989-1991)

GKB Enterprises published a suite of real estate guides for the greater Nashville market.

Owner

Developed new market, including distribution network, customer base, and operating infrastructure, resulting in six product introductions over 2.5 years. Business was sold to facilitate family move to Atlanta, Georgia.

EDUCATION

Vanderbilt University, Nashville, Tennessee
Owen Graduate School of Management

- Master of Business Administration, 1985
- Concentration in Management

Vanderbilt University, Nashville, Tennessee
College of Arts & Science

- Bachelor of Science, cum laude, 1984
- Concentration in Economics, Minor in Business Administration
- Scholarship member, varsity football team

PERSONAL

- Married 39 years to Carroll
- Two children – Matthew (36) and Leslie (33)
- Member, National Commodore Club, Vanderbilt Oak Leaf Society, Vanderbilt College Cabinet, Vanderbilt Football Gridiron Club
- Fundraising Chairman, Vanderbilt Class of 1984 Reunion (1999)
- Founding Board Member and Past President, Bobcat Football Alumni Association
- Former youth baseball, basketball and softball coach for 12 years
- Former Commissioner, Lipscomb Green Hills Baseball League
- Former Treasurer and Board Member, Renewal House
- Former Treasurer and Board Member, Buddies of Nashville
- Member, Christ Church Cathedral, Nashville, Tennessee
- Interests include wide variety of sports, pickleball, snow skiing, hiking, travel, genealogy, music, leadership philosophies, real estate, investing, and financial markets

REFERENCES

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