

STEPHEN CURTIS FOUCART

EXPERIENCE

MISSOURI STATE UNIVERSITY

Interim Chief Financial Officer

08/11- Advises the President on all matters pertaining to the management and operation of accounting, accounts receivable, accounts payable, budget control, bursar, student aid disbursement, budget preparation, BearPass Card operations, financial information systems, credit management, collections, fiscal planning, financial statement preparation, investing, payroll, purchasing, property control, receiving, real estate, and risk management/insurance. The Chief Financial Officer exercises a major responsibility for the accounting and investing of the Missouri State University Foundation and the Missouri State University Development Corporation and serves as the Treasurer of the Board of Governors. The Chief Financial Officer helps to promote a customer-oriented service attitude and serves as the executive officer directly responsible for providing leadership and general management of the following financial service units: Controller, Accounting, Bursar, Budgeting, BearPass Card, Financial Information Systems and Procurement.

Controller

08/08-

- Ensures that the University cash balances are invested properly by monitoring daily cash balances for excess funds which should be invested, preparing cash flow projections to determine the schedule of investment maturities, monitoring interest rate trends to determine investment maturity length, assisting with the selection and evaluation of depositories and external investment managers, and monitoring all safekeeping and collateral needs of the University.
- Supervises the Bursar's Office which serves as the central collection point for all monies received by the University and custodian for various University funds, provides check cashing services, and manages the accounts receivable function for the University.
- Supervises the BearPass Card Office which provides management of the University's one card system with declining balance, operations security, POS, and ID card functions.
- Supervises the collection function of the University by monitoring the activity of the Collection Office.
- Supervises and ensures that the University payroll system operates efficiently by supervising and monitoring the daily operations of the Payroll Office.
- Ensures that all required principal and interest payments on the University bonds are made on a timely basis by maintaining a calendar of payment due dates and then directing the payment on these accounts as appropriate.
- Prevents institutional liability by maintaining records to perform arbitrage rebate computations in compliance with applicable Internal Revenue Service laws and regulations.
- Ensures that the various general accounting and audit requirements of the University are met by assisting with the audit preparation of the University, preparing the

annual Broadcast Services audit of the University, and assisting with various general accounting duties as required.
Responsible for new bond issues and the development and projections for new project analysis for bond issues.

WILLOW BROOK FOODS, INC.

Chief Financial Officer

01/99– 06/08 Negotiated, secured financing, and completed the purchase of the company from Tyson Foods in 12/98.
Managed the monthly and year end financial reporting, external audits, and all financial aspects of the company with sales in excess of \$250 million and assets in excess of \$60 million. Company had operations in Missouri, Minnesota, Oklahoma, and Texas.
Managed the yearly, monthly, and weekly budget process. Responsible for budget compliance with the company's board of directors and lenders.
Negotiated and closed multiple loans up to \$55 million.
Managed the working capital in order to maximize the liquidity of the company.
Ensured accurate financial reporting and the timely completion of outside audits.
Prepared all bank reporting requirements, presented company and budget reviews to senior bank management and insured loan covenant compliance.
Managed the company's 401(k) savings plan with assets in excess of \$18 million.
Managed all risk insurance programs and reduced workers compensation claims by 41%. Managed employee health insurance plans and developed the annual plan designs.
Negotiated and performed due diligence for insurance claim for a plant fire which destroyed operations in Texas.
Managed two ownership restructures and placed financing with four banks.
Managed the finances through two major economic downturns in the industry.
Assigned responsibility from the Board of Directors to find a buyer for the company's operations. Identified the investment banking firm to represent the company and was instrumental in preparing the confidential descriptive memorandum.
Successfully negotiated a letter of intent, completed all due diligence and negotiated and closed the asset purchase agreement for the sale of the business in 03/08.

SUNDAY HOUSE FOODS, INC. / PROMISED LAND FOODS, INC.

Executive Vice President and Chief Operating Officer, Sunday House Foods, Inc.

08/92-12/98 Developed a business plan for a plant expansion and secured financing.
Managed the working capital in order to maximize the liquidity of the company.
Managed the yearly and monthly budget process. Responsible for budget compliance with the company's owners and banks.
Ensured accurate monthly and year end financial reporting and the timely completion of outside audits.
Prepared all bank reporting requirements, presented company and budget reviews to senior bank management and insured loan covenant compliance.
Developed international sales to Mexico and secured distribution networks.
Developed new product lines for food service sales through Sam's Club.
Worked with export trade organizations and the U.S. Embassy to negotiate favorable trade regulations and labeling requirements with the Mexican government.
Extensive experience in negotiating and collecting international letters of credit.
Experience in human resource management, including medical insurance, 401(k), and other aspects of employment issues.

Negotiated medical insurance plans and property insurance plans.

GRANADA CORPORATION / GRANADA FOODS CORPORATION

10/91-08/92 **Treasurer.**

Prepared business plan and secured banks' approvals to sell all operations as going concerns.

Maintained operations until all operating entities sold.

Prepared operating budgets and ensured budgets were achieved for compliance with bank covenants.

Developed prospects, negotiated sales terms and closed the sale of five operating plants in Texas.

Developed and maintained compliance of daily operating plans with the banks.

Developed operating plans for internal management and secured bank approval.

Extensive hands-on experience in conducting ongoing businesses with minimal cash flow.

07/89-10-91 **Assistant Treasurer.**

Successfully negotiated and closed four working capital loans ranging from \$5 million to \$10 million.

Successfully negotiated fixed asset financing and operating leases.

Directed company's acquisition program.

Successfully evaluated, negotiated and closed acquisitions for six companies with total sales of approximately \$200 million.

Developed operating plans for internal management and bank approval.

10/85-07/89 **Senior Acquisition Analyst.**

Responsible for due diligence and economic evaluations.

UNION TEXAS PETROLEUM CORPORATION

04/84-10/85 **Senior Financial Analyst.**

Evaluated and addressed key aspects of all capital projects to be undertaken by the company with sales in excess of \$900 million.

Assisted in negotiating the headquarters' lease for a 30-story office building.

Successfully developed a strategy to minimize costs of company-owned drilling vessels.

02/83-04/84 **Coordinator, International Exploration Planning & Analysis.**

Developed all annual budgets and strategic plans.

Negotiated operating plans for foreign joint venture partners.

Maintained compliance with foreign government and joint venture contracts.

Received Allied Corporation's (parent company) Outstanding Achievement Award for developing and implementing a system to organize, manage and monitor international exploration programs.

05/79-02/83 **Accountant / Treasury Analyst.**

Accounting recruit from Texas A&M University. Promoted in four months to treasury analyst.

EDUCATION

**University of Houston – Clear Lake, Clear Lake City, Texas
Master of Business Administration Degree, December, 1983.**

**Texas A&M University, College Station, Texas
Bachelor of Business Administration Degree in Finance, May, 1979.**

Degrees include 29 hours of Accounting.