



Biography of Mr. David O. Chavez

Mr. David O. Chavez is an International Strategist, Business Developer, Entrepreneur, and Change Agent for Global Emerging Businesses. In 2007, Mr. Chavez became the Co-Founder of Arrowhead Advisors, LLC with a mission to improve international Sales, Business Development, Sourcing, and International Alternative Financing Initiatives for Emerging U.S. Companies through development of innovative practices and a global network of former corporate executives to advise and guide businesses to compete in a Global Environment. Mr. Chavez experience includes Large Corporate Business Development, Corporate Mergers/Acquisitions, Corporate Buyouts as well as Global Sales and Account Development with Fortune 500 Companies. Arrowhead Advisors, LLC leverages over 5000 global associates many of whom are former CEOs, CFOs, VPs and Managing Directors in a broad range of industries in countries such as: Singapore, China, India, Australia, Malaysia, Finland, Portugal, Norway, Finland, Netherlands, Italy, France, Germany, Belgium, UK, Spain, Argentina, Chile, Puerto Rico, Dominican Republic, Panama, Canada, China, Japan and the United States of America's Northern, Southern and Central American markets.

In 2006 Mr. Chavez led ESCO Corporation-Integrated Manufacturing Division, as the Director of Sales in charge of developing and implementing the Sales Growth Strategy Initiatives with clients such as Honeywell, Phillips Medical, Siemens Medical, Applied Materials, Boeing, and Praxair. Sales increased over 30% and within an 18 month period to over \$150 Million with new client acquisition while expanding operations in Mexico and China.

Between 1998 and 2005, Mr. Chavez led Benchmark Electronics (NYSE: BHE), a Global Contract Electronics Manufacturing firm, as their Key Business Development Manager managing Fortune 500 clients throughout the western part of the U.S. Through a series of new client and asset acquisitions, Mr. Chavez was an integral part of the business development team that grew the company from \$500 Million in 1998 to over \$3 Billion in Sales in 2005. Factory locations grew from 3 plants in the U.S. to over 16 factories located in Thailand, Brazil, Mexico, Ireland, Scotland, Hungary, Singapore, and the United States. Some of the clients included: Sun Microsystems, EMC, Emerson Electric, Medtronic, IBM, and Applied Materials.

In 1992 thru 1998, Mr. Chavez was recruited by Johnson Controls, Inc. (NYSE: JCI) to increase sales and profits of the South Texas offices. During this period, Mr. Chavez led a team in changing Strategic Focus from revenue increasing model to a profit and cash-flow increasing model. Mr. Chavez was an integral part of the management team in changing a culture from a transaction based sales process to a long-term business relationship sales process. Sales and profits were increased and maintained in the double to high single digits over six years. Led in the acquisition of New clients including Major Hospital Networks, Federal Military Bases, Corporate Accounts, Real Estate Investment Trusts, and State and Municipal Governments.

In 1987 thru 1992, Mr. Chavez was part of a team to start-up a new field branch location for Servidyne, Inc. in Los Angeles, CA. Mr. Chavez was in charge of Sales and business development for L.A., Riverside, and San Bernardino Counties working with management and engineering customer teams for the improvement of their energy and mechanical building systems for a network of owner occupied facilities to large government and city installations. Sales grew from under \$1 Million to over 10 Million in three years. Also, with a company named Smith Industries in Houston, TX, Mr. Chavez led project management, engineering, procurement, and estimating of Large Oil and Gas Offshore and On-Shore projects. Clients included, Shell, Exxon, Transco, and Sonat.

Educational Background

Currently Mr. Chavez is pursuing Doctorate of Business Administration in International Business (D.B.A.) at Argosy University of Sarasota, Florida. Mr. Chavez Completed Master degree in Business Administration (M.B.A.) from Our Lady of Lake in San Antonio, Texas and Bachelor of Science (B.S.) in Engineering Technology specializing in Mechanical Systems from Texas A&M University, College Station, Texas. Completed Certifications in "Building A High Performing Business" from Tuck School of Business, Dartmouth College, Certified Business Consultant by the Institute for Independent Business. Numerous other certifications from the JCI institute and the Dale Carnegie & Associates in topics such as: Negotiations, Effective Speaking, Value Selling, Strategic Sales and Large Account Management. Mr. Chavez is fluent in Spanish and English.

Associations:

Mr. Chavez is an active member of Central and South Texas Minority Business Council(www.cstmbc.org/), the National Development Minority Council (www.nmsdconline.com/), The Association of Former Students at Texas A&M University (www.aggienetwork.com/Default.aspx), The Tuck School of Business (Dartmouth College) MBEP Alumni Association (www.tuck.dartmouth.edu/exec/), the Hispanic Chamber of San Antonio (www.sahcc.org/), the Free Trade Alliance of San Antonio(www.freetradealliance.org), and the Texas Business Group (www.stxbg.com).