

Greg Skinner

SeatonHill Partner

CORE COMPETENCIES

Public-Company CFO • SEC • Regulatory Compliance • M&A • Contract/Deal Negotiations
• Acquisition Integrations • Strategic Partnerships & Licensing Agreements • Strategic Planning/Operating Budgets • Team Building • IR/PR • HR • Financial Analysis and Modeling • Risk Management • Internal Controls (SOX) • Compensation Programs • Investor Presentation
• External Service Provider Oversight & Management

EXECUTIVE PROFILE

Greg Skinner is a SeatonHill partner located in San Jose, California. For over twenty years, he was the CFO of Landec Corporation (LNDC), a public \$500 million leading innovator of diversified health and wellness solutions with two operating businesses: Curation Foods, Inc. (a fresh produce processor and distributor) and Lifecore Biomedical, Inc. (a CDMO for FDA regulated medical devices and drugs). In addition to being the Executive VP of Finance and CFO, he was also the Chief Compliance Officer, Chief Risk Officer, and VP of Administration. During his career, Greg led the financial team for ten acquisitions and six divestitures (which cumulatively raised over \$100 million) and for many of these transactions was the lead negotiator and worked with legal counsel to draft the agreements. Greg completed six debt raises/refinancings/restructurings, where he raised over \$400 million. He has also consummated numerous equity-related transactions including PIPEs, shelf registrations, stock buybacks and convertible, redeemable preferred stock offerings. In addition, Greg has spent virtually his entire career working in public companies and has therefore gained considerable experience and knowledge surrounding current SEC rules and regulations, GAAP, IR/PR, investor presentations, NDRs, BOD presentations, HR, recruiting research analysts, and working with many third-party service providers including legal, investment bankers, auditors, banks, insurance brokers, comp consultants, BOD advisors, IR/PR advisors, and tax and valuation experts.

KEY EXPERIENCE

Landec Corporation: With a 20-year span as Landec's CFO, Greg partnered with the CEO and BOD to create and deploy forward-thinking initiatives that drove the corporate vision and significant changes in direction from a medical device company, to a polymer manufacturer and distributor to an ag and fresh produce processor to a health and wellness company focused on value-added fresh produce products and biomaterial products which resulted in Landec growing from an unprofitable \$2 million company to a profitable company with over \$500 million revenues. Greg was the key investor contact while CFO and presented at numerous investor conferences over the years and performed over 50 non-deal road shows (NDRs). He was Landec's financial representative for ten years on the board of Windset Farms (one of the largest greenhouse growers of fresh produce in N.A.) in which Landec had a minority investment. Other notable accomplishments:

- **Capital Fundraising:** Raised nearly \$600mm from debt arrangements, equity issuances and divestitures
- **Business Strategy Formulation:** Worked with CEO and BOD to constantly evaluate Landec's long-term prospects and direction resulting in several prodigious shifts in industry focus consummating in numerous acquisitions and divestitures
- **SEC Experience:** Drafted or was intimately involved in drafting every Landec SEC filing from the time Landec went public in 1996 to the end of his tenure
- **Boards:** Over 20 years of experience presenting to Landec's BOD
- **Leadership:** Hired, mentored, and developed a high-achieving team that increased from 5 to over 60 but as a percent of revenue decreased by nearly 95%
- **Investor Relations:** Primary investor contact. Worked with CEO and outside IR advisors to draft the investor presentations which were updated at least quarterly. Recruited and maintained active Wall Street analyst coverage with a majority buy ratings
- **Contract Negotiations:** Worked with CEO, COO, and VP of R&D in negotiating over 20 licensing deals which generated more than \$50mm of revenues
- **Financial Modeling:** Created and maintained the company's five-year plan and directed the creation of financial KPIs and ROI models for long-term investments
- **Risk Management and Corporate Governance:** Established Landec's internal audit department and developed and monitored internal controls and ensured compliance with all regulatory requirements including SEC, GAAP and SOX
- **Equity Plans:** Created and filed via an S-8 seven different equity plans

Industry Experience: Fresh produce processing and distribution, greenhouse vegetable processing and distribution, agriculture, biomaterials (CDMO), medical devices, R&D contracting, polymer manufacturing and distribution, ag biotech, and DOD contractor.



EXECUTIVE EXPERIENCE

Landec Corporation [1999-2020]
CFO

Landec Corporation [1996-1999]
Corporate Controller

DNAP Technology Corp. [1994-1996]
Corporate Controller

Lifton Electron Devices [1988-1994]
Various Manager Level Positions

Arthur Anderson and Co [1983-1988]
Senior Auditor

EDUCATION & CERTIFICATIONS

BA Accounting
University of Tulsa, 1st in Class

CPA (Inactive)
State of Oklahoma

Executive Program for Growing Companies
Stanford's Graduate School of Business

CONTACT

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