

KIMBIA®

Executive Leadership

Kimbia's executive leadership team consists of the best talent available today to help nonprofits accelerate fundraising, optimize event management and conduct high-impact advocacy campaigns. Senior managers have many decades of combined experience in: working with nonprofits; building and managing high growth, market-leading technology companies; technology platform and product design; product management and marketing; software-as-a-service solutions; customer and partner engagement; and consulting and professional services.

Dan Gillett, Chairman and Chief Executive Officer

The original investor in Kimbia® and the company's initial Chairman, Gillett has been CEO since November 2010. With more than two decades of broad-ranging experience launching, managing and advising businesses, Gillett leads the development and execution of Kimbia's corporate strategy. Prior to Kimbia, he founded and headed a successful, professional advisory services business. He also served as Senior Vice President and Chief Financial Officer of an early-stage broadband access company that eventually became BroadbandNow, raising \$120 million in growth capital and helping to expand the firm's broadband network from four to 48 cities. Earlier in his career, Gillett was an investment banker with Credit Suisse First Boston (CSFB), advising industry leaders on corporate finance as well as mergers and acquisitions. Before CSFB, he worked as an accountant for PriceWaterhouse and PepsiCo. Gillett has an MBA from Harvard Business School and a B.B.A. in Accounting from Harding University.

Richard Stanford, Chief Technology Officer

Masterful at solving business problems through the development and application of new technology solutions, Stanford is a member of Kimbia's founding team and has served as the chief technology architect since the beginning. He oversees the design and implementation of the innovative Kimbia platform and all products that it powers. Stanford continually solicits input from clients to ensure that all new product development meets their needs. Before Kimbia, Stanford was the CTO and Founder of Blue Sky Logistics, which provides Web-based metrics to the warehousing industry. He also served as a consultant to SSA Global Logistics, where software he designed and developed is still used to manage some of the country's busiest warehouses. Previously, Stanford worked with industry leaders in telecom, transportation, and apparel. He is a member of the Association for Computing Machinery and IEEE, the world's largest professional association dedicated to advancing technological innovation and excellence for the benefit of humanity.

John Kinny, Vice President of Business Development

Kinny has more than 25 years experience working in technology, primarily in sales and business development roles for visionary start-ups and global industry leaders alike. At Kimbia, he heads the sales organization and development of partner relationships to ensure clients have a complete, seamless technology solution. Before joining Kimbia in 2010, Kinny spent the previous decade in sales leadership roles for three successful software start-ups, serving as: Vice President of Sales for Journey Education Marketing, acquired by Digital River in 2010; Director of

Business Development for Whisperwire, acquired by Convergys in 2004; and Vice President of Asia Pacific for Motive Communications, which completed an initial public offering in 2001. Earlier in his career, Kinny was Senior Director of Business Development for Ingram Micro Asia Pacific (which provides regional support for computer product distribution giant, Ingram Micro) and a key member of the company's M&A team during four strategic acquisitions and a \$50 million joint venture investment with Softbank Japan. Kinny has a B.S. degree in Electrical Engineering from Pratt Institute.

Phil Murray, Vice President of Finance and Administration

Murray oversees Kimbia's accounting, finance and general administration. He began working in the technology sector in the late 1990s as a network administrator at Charlotte Online, a North Carolina Internet service provider. In 2000, Murray became Chief Financial Officer of Hattaway-Baxter & Associates, a leading, southeastern U.S. construction services firm. In that role, Murray was responsible for the information technology, accounting, finance and human resources functions during a period of nearly tenfold revenue growth. In 2010, Murray became Controller for Austin, Texas-based Tutors with Computers, an online tutoring business with hundreds of seasonal employees nationwide; he subsequently was elevated to Vice President of Finance, overseeing finance, accounting, and procurement/logistics. A licensed CPA, Murray holds an MBA and a B.S. in business administration from the University of North Carolina at Charlotte.

Lori Finch, Director of Community Foundation Solutions

Finch has extensive background working directly with nonprofits. She manages relationships with Kimbia's community foundation clients and partners, helping to deploy and launch those who are new to the solution while ensuring the ongoing success of those already on the platform. Finch's work includes building and managing strategic partnerships in the community foundation market – a market in which Kimbia excels. Prior to Kimbia, Finch spent six years at The San Diego Foundation where she served as Director of Nonprofit Programs, developing education resources and tools for more than 250 local nonprofits. Her work included creation of a local knowledge database of nonprofits called BetterGivingSD.org in partnership with GuideStar. Before that, Finch worked for General Electric in a variety of roles within finance and Six Sigma management. She holds an MBA from The University of Chicago, Booth School of Business, and has a B.S.B.A in finance from Georgetown University.

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