

## Lynn R. Youngs

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### SUMMARY OF QUALIFICATIONS

High-energy, hands-on professional with extensive experience in early-stage high-growth companies in technology, transportation, retail, healthcare, and manufacturing industries. Well-versed in accounting, finance, operations, marketing, and sales across entities large and small, public and private. Maintain active CPA license in Tennessee. Skilled in multi-location, widespread operations. Practical knowledge of construction, real estate, and government contracting. Effective and influential in dealing with customers, strategic partners, investors, and board members.

Skilled team-builder with proficiency in leading, motivating, communicating, and training. Expert at multi-tasking; self-motivated. Astute at balancing needs of at-odds constituents; strong negotiation skills. Strategic thinker with honed analytical and problem-solving abilities. Graduate level instructor of entrepreneurship and innovation at state university.

### PROFESSIONAL EXPERIENCE

UNIVERSITY OF TENNESSEE 2010-present  
**Executive Director, Anderson Center for Entrepreneurship & Innovation (ACEI).** Responsible for overall strategy formulation and execution in support of entrepreneurial talent development and regional economic development, especially with regard to technology commercialization. Work closely with development team to fund this 100% privately-funded center. Instructor of graduate (MBA) and executive education courses. Adjunct faculty member instructing MBA courses from 1993 to 2010.

SURVATURE, INC. 2013-present  
**Chief Financial Officer.** Principle business member of the startup team of this company developing and marketing an innovative online survey platform. Responsible for all financial functions and lead marketing and sales strategy development and implementation.

EAST TENNESSEE HEALTHCARE PARTNERS, LLC 2009-2010  
Provider of healthcare management services and PET/CT, CT, and other imaging solutions to physicians groups, outpatient diagnostic centers, and hospitals in East Tennessee. Also provides facility and infrastructure development and property management services.  
**Executive Vice President.** Responsible for the development, implementation, and operation of all non-medical services to company clients. Special focus on IT services, including electronic medical records (EMR) and related technology implementation.

IDLEAIRE TECHNOLOGIES CORPORATION 2005-2008  
Provider of integrated in-cab comfort, communication, and entertainment services to the long-haul trucking industry. 130+ locations in 34 states coast-to-coast.  
**EVP / Chief Operating Officer.** Responsible for all day-to-day operations of the business. Balance near-term financial performance with strategic positioning of a capital-intensive business while generating double and triple digit annual sales growth. Led an innovative and complex business in an industry known for its resistance to change.

**Executive Vice President.** Newly created position to organize and manage the nationwide deployment of a network of installations in travel centers. Established cost-effective operations, supply chain, and marketing functions. Directed staffing and training for a four-fold growth in sites and employees in less than 12 months. Recruited to join IdleAire just prior to the company's successful placement of a high-yield indenture to fund expansion.

GOODY'S FAMILY CLOTHING, INC 1993-2005  
Publicly-held \$1.3 billion apparel retailer with over 370 stores located in 22 states across the Southeast and Midwest.

**Vice President, Store Operations.** Responsible for in-store operating activities including procurement, store communications, store facilities, customer relations, supplies, and budgeting. Worked closely with real estate and new store development teams. Provided hands-on leadership in managing the day-to-day business while directing strategic initiatives focused on new store growth and streamlining in-store processes. Actively involved in technical innovation throughout the business.

**Director, Procurement & Administration.** Newly created position to structure and consolidate corporate functions of this high-growth business. Built the company's first strategic financial model for a five-year strategic plan. Improved profitability by implementing a professional purchasing function and an in-house travel management center. Managed the design and construction efforts for a 75,000 sq ft office expansion.

CONCORDE TECHNOLOGIES, INC. 1992-1993

**Vice President, Marketing & Sales.** Responsible for all marketing and selling for this software/technology company doing business primarily in the temporary staffing industry. More than doubled the installed customer base. Generated and qualified a more than 300% increase in sales leads by utilizing advertising, telemarketing, and direct mail programs. Was recruited to join Goody's Family Clothing, Inc.

PERCEPTICS CORPORATION 1985-1992

**Chief Financial Officer / Division Manager.** Established the financial functions of this start-up company specializing in sophisticated imaging technology applications in the government and private sectors. Successful in guiding the company through numerous audits, both by governmental agencies and by a national public accounting firm. Actively involved in representing the company during the 1989 purchase by Westinghouse of all of the outstanding stock of Perceptics. Promoted to Division Manager with P&L responsibility following the Westinghouse purchase.

ALUMINUM COMPANY OF AMERICA (ALCOA) 1980-1985

**Sr. Product Accountant.** Responsible for all product cost accounting functions for two fabricating plants producing over 600 million pounds of coiled aluminum sheet annually.

## EDUCATION

Graduate: M.B.A., Management  
University of Tennessee  
Undergraduate: B.S., Accounting  
University of Tennessee

## CERTIFICATION

Certified Public Accountant, License #8192  
State of Tennessee