

**TERRY FINEFROCK, CPIM**  
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### CAREER SUMMARY

As President and Co-Founder of *Critical Infrastructure Investments, Inc.*, an Arizona based company focused on promoting economic development, I will be working to identify, include and integrate individuals with common goals, values, skills, and the capacity needed to achieve our immediate and future growth objectives.

My experience includes extensive cross-functional executive level management experience derived from a variety of market sectors; agile, vertically integrated Manufacturing and Supply Chain Operations; Plant Start-ups; Government Procurement Management; Information Systems; Policy and Process Improvement Consulting Services; with emphasis in the deployment of new technology, electronics, and solar electric energy storage solutions. I have consistently demonstrated the ability to re-engineer, develop, lead, and integrate the activities of diverse workgroups to establish sustainable continuous improvement cultures that generate superior returns on investment.

#### Significant Achievements:

- Manufacturing Plant & Distribution Center Start-Ups & Expansions: Tucson, AZ; Nogales, Calexico, Obregon, Juarez, Matamoros, MX; Puerto Rico
- Increased: Operating Income by 41% (-16% to +25%); Direct Labor Productivity by 30%; annual factory inventory turns 467%, from 3.0 to 14.0; delivery to commitment from 72% to 97%
- Reduced: Direct material costs by 20%; factory cycle time from 6 to 1 week; requisition to contract cycle time from 150 to 78 days
- Contracted/Established 14MW of solar facilities, including the first 1MW solar facility in Southern Arizona; provided requested testimony and voluntary Policy improvement suggestions to the Arizona Corporation Commission

Market sector experience includes Automotive; Broad-Band Communications; Data Storage; Industrial and Consumer Electronics; DOD Aerospace Electronics; Semiconductor Manufacturing; Software Development (ERP Solutions); Independent Business Performance Consulting; Government Procurement.

Employers/Clients included Chrysler (Jeep Eagle Wiring Systems); General Instruments (Motorola); Memorex (Burroughs); General Electric Company; Allied Signal (Honeywell); Burr Brown (Texas Instruments); HELMAC; FrontStep (IFS); DERCOS Aerospace; Honeywell Automation Controls & Systems; Pima County Government.

Presently, acting President/Co-Founder of *Critical Infrastructure Investments, Inc.*, Tucson, AZ

#### Education/Training

University of Arizona (UAZ): B.S. in Business, Operations Management; Eller Graduate School of Management/AZ Executive Management Program: Graduate studies in Operation Research (16 hours/4.0 GPA)

General Electric Company: Management Development Institute/Crotonville, NY; Effective Cash Management; Motion Time Studies; Quality Improvement Circles

Chrysler Motor Company: Executive Management College; Crosby Quality Improvement Process; Six Sigma DMAIC; Balanced Scorecard Performance Metrics