

CURRICULUM VITAE OF:

JOSÉ E. MUÑOZ, JR.

D.B.A., M.B.A., C.P.A.

1165 Calle Del Baston

San Marcos, CA 92078-5244

Phone-Mobile: (619) 972-4082

Phone-Office: (619) 849-3286

Email: jmunoz@pointloma.edu

EMPLOYMENT--INTRODUCTION:

In my second career as an educator, I have over 18 years of college teaching experience at the graduate (75%) and undergraduate (25%) levels. I served as Associate Dean for the MBA Program for 6 years and supervised significant growth there. I have been published in international peer-reviewed academic journals and have made numerous presentations at academic conferences, including keynote speaking. I serve on editorial boards of academic journals, and advisory/scientific committees of international academic conferences. I have served over 30 times as an MBA-thesis committee chair. I have taught MBA classes in both English and Spanish, and both face-to-face and online.

In my first career as a business executive, I have 38 years of senior executive management experience in large public corporations and small private start-ups, for-profits and non-profits, and domestic and international businesses. I have served on, and have reported to, boards of directors. I have very strong financial skills as evidenced by an M.B.A. in Finance and my C.P.A. certificate, and now, my D.B.A. in Accounting. I am completely fluent in English and Spanish.

My employment has been separated into three distinct phases of my life. The first two were in the business world and the final phase is in academia. First, and prior to 1981, it consisted of the traditional progression up the corporate ladder in a variety of executive positions and companies. Second, and beginning in 1981, I formed my own consulting company, **José E. Muñoz, Jr., Inc.**, or **JÉM, Inc.**, for short. I undertook various consulting projects in a variety of industries, some of which led to full-time assignments and employment, as will be described in detail below. Third, and beginning in 2006, I started a transition into academic life, while maintaining an active consulting practice. I served as Associate Dean of Graduate Business Education (M.B.A.) for 6 years, and now am Full Professor in the Point Loma Nazarene University's Fermanian School of Business. As a part of the academic process, I obtained my doctorate (D.B.A.) at Anderson University (Indiana) with a concentration in Accounting, to go along with my MBA in Finance and my CPA certificate.

Today, I dedicate myself to full-time teaching, academic research, and international business consulting.

EMPLOYMENT - ACADEMIC:

Full Professor, Point Loma Nazarene University, Fermanian School of Business (2006-Present):

Summary:

I served as the Associate Dean of Graduate Business Education for 6 years and now am Full Professor of Strategy, Managerial Accounting, Finance, Healthcare Finance, and International Business in the Fermanian School of Business at Point Loma Nazarene University (PLNU) in San Diego, California, almost exclusively in the MBA program.

During this time period, I have served as a visiting professor to CETYS Universidad in Mexico (face-to-face in Spanish) and to Steinbeis University-SIBE in Germany (online in English).

Major Accomplishments:

PLNU MBA Program size quadrupled in the 6 years I served as Associate Dean to over 140 MBA students in Fall 2012 during a tough economy while at the same time significantly raising tuition and tightening entrance standards.

I have consistently achieved excellent student evaluations over my entire 12 years at PLNU, which utilizes the national IDEA student evaluation system. My scores almost always average 4.7-5.0 on a scale of 5.0. My scores rank me in the top 10% of the IDEA national database. Full scores and analysis are available on request.

Under my leadership, the PLNU MBA program entered into partnerships with Scripps Healthcare to be the exclusive MBA and MSN provider for Scripps employees and dependents. This included establishing several elective courses designed for the healthcare profession. During Fall 2013, a new one-year accelerated, full time, daytime MBA program commenced at the University's Liberty Station campus, in which I played an instrumental part in its establishment.

I have been published in international peer-reviewed academic journals and have made numerous presentations at academic conferences, including keynote speaking. I serve on editorial boards of academic journals, and advisory/scientific committees of international academic conferences. I have served over 30 times as an MBA-thesis committee chair. I have taught MBA classes in both English and Spanish, and both face-to-face and online.

ACADEMIC & TEACHING EXPERIENCE:

Pt. Loma Nazarene University, San Diego, CA. Former Associate Dean of Graduate Business Programs & Current Full Professor of Strategy, Managerial Accounting, Finance, Healthcare Finance, and International Business. Teach graduate and undergraduate classes in international business, healthcare financial management, finance, strategy, and accounting, both in face-to-face and online platforms. Directed the M.B.A. program for 6 years (2007-2013) during which time enrollment quadrupled. (August, 2006-present).

Visiting Professor at Centro de Enseñanza Técnica y Superior (CETYS), Face-to-Face M.B.A. Program, Mexicali and Tijuana, Baja California, Mexico. Visiting Professor of International Business and Finance. Teach M.B.A. classes in Spanish in International Business and Finance at the Tijuana and Mexicali campuses. (2010-present).

Visiting Professor at Steinbeis University-SIBE, Berlin (Germany), Online M.B.A. Program. Avocational Lecturer in International Management and Empirical Research Methods. Teach students based in Germany, Tajikistan, Israel, Brazil, China, Thailand, Spain, Poland, and Uganda. (August, 2016-present).

Visiting Professor at California Miramar University, M.B.A. Program, San Diego, CA. Visiting Professor of Accounting. (2011-2013).

Adjunct Professor at National University, San Diego CA. Taught graduate and undergraduate classes in international business, management, accounting, and finance both online and in person, and both in English and Spanish. (2005-2009).

Peninsula Bank of San Diego, San Diego CA. Private Instructor. Taught financial analysis classes for the bank junior staff members seeking career improvement. (1983-1984).

San Diego State University, Main Campus, San Diego CA. Adjunct Instructor. Taught graduate and undergraduate cost accounting classes at the SDSU Business School in the evenings for students unable to take course-work during the day. (1976-1982).

Prairie View A&M University, Houston Extension Campus, Houston TX. Adjunct Instructor. Taught graduate and undergraduate accounting, finance, and statistics classes for business professionals in the Houston area. (1972-1974).

University of Richmond, Ft. Lee Extension Campus, Ft. Lee VA. Adjunct Instructor. Taught graduate and undergraduate accounting, finance, and statistics classes for military officers seeking to obtain degrees for career-advancement purposes. (1971-1972).

ACADEMIC ACTIVITIES:
EDITORIAL/ADVISORY BOARDS, SCIENTIFIC COMMITTEES & PROFESSIONAL
MEMBERSHIPS:

Editorial Boards:

Journal of Business & Social Review in Emerging Economies (JBSEE) (Pakistan)
(2017-Present)

Leadership, Education, Personality: An Interdisciplinary Journal (Germany)
(2018-Present)

Guest Editorial Reviewer, **Journal of Economic and Administrative Sciences**
(2018)

Advisory Boards:

Center for Sustainability Research & Consultancy (CSRC) (Pakistan) (2017-Present)

Scientific Committees:

Emerging Economies in Transition (Cracow University, Poland) (2018-Present)

Professional Memberships:

International Atlantic Economic Society (IAES) (2017-Present)

Academy of International Business (AIB) (2007-Present)

Christian Business Faculty Association (CBFA) (2007-Present)

National Association of Business Economics (NABE) (2008-Present)

Healthcare Financial Management Association (HFMA) (2016-Present)

National Society of Hispanic MBAs (NSHMBA) (2016-Present)

ACADEMIC ACTIVITIES:
DISSERTATION, TEXTBOOKS, PAPERS & PRESENTATIONS, KEYNOTE
SPEAKERSHIPS, INTERVIEWS, STUDENT TRIPS:

Dissertation:

An Investigation of the Impact that the Reduction in Shares Outstanding Resulting from a Stock Buyback Program has on the Overall Changes in the Share Price Compared to the Changes in the Standard & Poor's 500 Index Anderson University, Anderson, Indiana, August 4, 2016.

Textbooks:

Adapted textbook in use for Strategic Management course in PLNU MBA program with McGraw Hill: Munoz, J.E., ***BUS 695-Strategic Management***, 2017, McGraw-Hill Education (ISBN: 978-1-307-05706-5).

Papers & Presentations:

An Alternative Explanation for Stock Price Increases among the S&P 500 Following a Stock Buyback Announcement. (Presentation at 2nd International Research Conference on Economics, Business, and Social Sciences, July 2017, in Penang, Malaysia; Paper published in the Journal of Accounting & Finance in Emerging Economies, 3(2) 2017, pp. 127-136

Do Share Price Increases Diminish for Companies with Multiple Stock Buyback Announcements? (Presentation at 84th International Atlantic Economic Society Conference, October, 2017, in Montreal, Canada. Paper awaiting publication)

Paper in progress. Amplification of article immediately above.

Keynote Speakerships:

Keynote speaker (by video) for 1st International Conference on Social Sciences: Emerging Trends in Research, hosted by the Institute of Southern Punjab, Multan, Pakistan.

Keynote speaker at Tabor College in Hillsdale, KS, in March 2017 for their Nachtigal Series of influential businesspersons.

Keynote speaker and 2-day sales seminar leader for Wright Medical in San Juan, Puerto Rico (2014)

Prior Publications & Papers:

The U.S. Tuna Industry - 1995, *Papers of the 4th World Tuna Trade Conference*, Manila, Philippines, United Nations, Food & Agricultural Organization, Infofish, October 25-27, 1995.

The U.S. Tuna Industry - 1993; The Period of Change and Turmoil Intensifies, *Papers of the 3rd World Tuna Trade Conference*, Bangkok, Thailand, United Nations, Food & Agricultural Organization, Infofish, October 26-28, 1993.

The U.S. Tuna Industry - 1990; A Year of Continuing Change, *Papers of the 2nd World Tuna Trade Conference*, Bali, Indonesia, United Nations, Food & Agricultural Organization, Infofish, May 13-15, 1991.

Recent In-Depth Interviews:

Radio & Television:

KCBQ-San Diego, "It's Your Business", syndicated show hosted by Richard Muscio, 2019.

Univision-San Diego, Economic outlook (Conducted in Spanish) (2012)

Print Media:

The Edge, Feature interview on teaching in an online MBA program (2017)

Rising Influence: China and the World Economy, *Point Loma Nazarene University Viewpoint*, October 2010, in-depth interview.

MBA Student Trips:

Led PLNU MBA students on summer trip for a series of corporate/cultural events in Germany, Portugal, France, Croatia, and Britain (Summer 2011)

Led PLNU MBA students on summer trip for a series of corporate/cultural events in Germany (Summer 2018)

Upcoming Conferences & Presentations:

International conference on Emerging Economies in Transition, in Cracow University, Poland (May 2019)

International Research Conference on Economics, Business, and Social Sciences, in Penang, Malaysia (July 2019)

Editorial Board meeting for the **Leadership, Education, Personality: An Interdisciplinary Journal**, in Stuttgart, Germany (November 2019)

EMPLOYMENT--BUSINESS (1981-Present):

Summary:

I am owner of my consulting firm (**JÉM, Inc.**) specializing in international and domestic business projects, utilizing a strong executive, financial, and operating background. I have worked on a range of projects in the Pacific Rim (Mexico, South America, South and Western Pacific, and USA).

Major Accomplishments:

I consulted for the California District of **Wright Medical Technology, Inc.**, a public medical device company involved in biologics and extremities, as well as for several private Mexican seafood aquaculture companies.

I served as an expert witness for the US Department of Justice on fishery/seafood matters in a case involving Ecuador. I have served as an expert witness on at least 12 other legal and court cases, mostly in operational and financial disputes.

I consulted for a public company based in San Diego that operates bluefin tuna aquaculture facilities in a sustainable and eco-friendly manner in Croatia and Baja California, Mexico, destined for the high-end markets of Asia. I also consulted for **Hubbs-Sea World Research Institute**, the non-profit research arm of Sea World that is dedicated to establishing commercially viable, sustainable, eco-friendly aquaculture operations worldwide.

I served as a consultant and interim COO/CFO for start-up **South Pacific Tuna Corporation**, a privately owned, high-seas tuna fishing vessel management company, created to manage purse seine vessels operating under U.S. Flag in the South/Central Pacific, with the purpose of sharing catches between 4 of the largest multi-national seafood companies in the world.

I led the project team that resulted in the acquisition of **Van Camp Seafood Company (Chicken of the Sea** brand seafood) from **Ralston Purina** and served as CEO for 4 years for the second largest USA tuna company with sales in excess of \$300 million (today in excess of \$1 billion), and with operations at the time in Indonesia, Thailand, American Samoa, Puerto Rico, and the USA.

I provided financial and administrative restructuring to a privately-held giftware company which was emerging from bankruptcy in 1992. Annual sales grew from under \$1 million to \$150 million through internal growth and several acquisitions to become one of the premier giftware companies in the USA. During the 18-year process, I became the 3rd largest investor and a board member.

I co-founded and developed a Mexican abalone aquaculture project, **BC Abalone**, from a concept into a fully operating company, utilizing the expanded foreign direct investment regulations allowed under the implementation of NAFTA. The farm was built to produce 20 tons of abalone in 2004 for export almost exclusively to Asia. I served as CEO and Chairman of the Board for 12 years.

I acquired a company (**Morris Whaley, Inc.**) that manufactured deck and refrigeration equipment and provided repair services for the commercial fishing industry. The company grew in sales

from under \$1 million to almost \$5 million before it was closed when the tuna fleet moved offshore.

Chronological Detail:

1981-Present **JÉM, Inc. (José E. Muñoz, Jr., Inc.)**
San Diego CA

President & Owner. Since 2003, other consulting services performed and clients include: strategic planning, operational, administrative, and contract CFO services for a start-up NC-based cheese processor/foodservice supplier; due diligence, strategic planning, and acquisition analysis for a Singapore-based multi-national corporation in its acquisition of a Peruvian-based seafood producer/exporter; strategic business and long-range planning for a well-known European-based international marine environmental organization; strategic planning, operational, and financial consulting for a large international giftware company and a for a small, domestic giftware start-up retailer; strategic planning, administrative, and financial consulting for a domestic apparel distributor that represents various factories in China; accounting assistance for an international Pacific Rim oil distributor; and distribution of high-end imported shellfish to select clientele in the USA. Services provided also include expert witness testimony in a variety of legal cases involving business valuations, financial estimations and projections, seafood industry operations, and Jones Act maritime cases.

1993-2004 **BC Abalone, S.A. de C.V.**
Ejido Eréndira, Baja California, Mexico

President, Chief Executive Officer, and Chairman of the Board of this start-up Mexican aquaculture company located on the Pacific Coast of Baja California dedicated to the spawning, growth, and marketing of red, pink, and green abalone. Co-founded the company, which commenced sales in 2001 and was built to produce 20 tons of abalone in 2004 for export almost exclusively to Asia.

Major Accomplishments:

- Directed the operation from on-paper concept to fully operational start-up company in an industry from which foreign ownership was excluded prior to passage of NAFTA in 1993.
- Became the first wholly-foreign-owned company to receive Mexican Government approval to both operate an aquaculture facility and purchase beachfront property in Mexico.
- Responsible for raising over \$10 million in equity and debt for the project.
- Directed the sales effort in both the USA and Asia as the company commenced selling its product.

1992-2008

The Encore Group, Inc.

San Diego CA and Winston-Salem NC

Investor and Member of the Board of one of the premier giftware companies in the USA, with its well-known brands of Living Stone, Xpres, Rawcliffe, and Papel Giftware. Relationship started in 1992 with financial advice, ownership re-structuring, and the obtaining of a working capital credit facility for this struggling giftware company which was just emerging from Chapter 11 Bankruptcy proceeding (then known as **Living Stone, Inc.**). Sales at the time were just under \$1 million, and have now grown to \$150 million through internal growth and acquisitions.

Major Accomplishments:

- Cleaned up the ownership of this privately-held family business.
- Obtained the first working capital line of credit for this company, which had just emerged from bankruptcy proceedings.
- Advised the company in its several profitable acquisitions, which have fueled the rapid growth in sales and the broadening of the product line.

1988-1992

Van Camp Seafood Company, Inc. (now: Chicken of the Sea International)

San Diego CA, Puerto Rico, American Samoa, Indonesia, Thailand

President, Chief Executive Officer, Director of processor, marketer, distributor of full line of canned seafood products under Chicken of the Sea label with annual sales of \$300 million. Products include canned tuna, salmon, clams, crab, oysters, shrimp, mackerel, and sardines for retail and foodservice, as well as canned pet food. Lived in New York City for 11 months and led the project team which consisted of an Indonesian international food company and a New York investment banking company (Prudential Bache).

Major Accomplishments:

- Reached an agreement in 1992 with over 30 different environmental organizations that culminated in a landmark voluntary Dolphin-Safe program unprecedented in USA industry, resulting in full-page ads in nationwide newspapers from these groups urging consumers to buy Chicken of the Sea canned tuna as they had certified the company and all its operating plants to be Dolphin-Safe.
- One third of operating profit generated in 1992 did not exist in 1988, as a result of new product introductions and line expansions into foodservice and shellfish, in spite of severely limited cash flow resulting from a highly-leveraged transaction.

- Improved company's operating profit from continuing operations by \$11 million in 3 years in spite of worsening U.S. economy and debilitating industry retail price wars.
- Restructured company's operations by selling unneeded assets, closing down unprofitable plants, and reducing G&A costs to a level \$2 million below that of a comparable-sized competitor.

1984-1992 **PT Mantrust**

Jakarta, Indonesia

Consultant/Advisor to this multi-national Indonesian company whose packing and manufacturing operations included Green Giant mushrooms, Pepsi Cola, A&W Root Beer, Ginger Ale, Adidas, Philips TV, San Miguel Beer, and others. Developed and helped implement a 5-year plan to commercialize the country's vast tuna fishing resources into a world-wide tuna fishing and processing concern, which ultimately led to the acquisition of **Van Camp Seafood** from **Ralston Purina**.

1981-1985 **American Tunaboat Association & American Tuna Sales Association**

San Diego CA

Consultant/Advisor and **Executive Vice President** of these 2 USA tuna boat owners' non-profit trade associations. ATA was involved in obtaining international fishing agreements, the dolphin-safe regulations, and pending legislation that affected the fishing fleet, while ATSA was involved in obtaining the highest possible fish prices for the catches of tuna by the USA fleet.

Major Accomplishments:

- Industry advisor to the U.S. State Department during very successful and sensitive negotiations with Pacific Island countries over fishing access for commercial tuna fishing boats in dolphin-safe fishing areas.
- Negotiated a 40% price increase for USA commercial tuna fleet from USA tuna canners StarKist, Chicken of the Sea, and Bumble Bee in mid-1987.

1980-1997 **A&M Ventures, Inc. (and predecessor Morris Whaley, Inc.)**

San Diego CA

Acquired this specialty manufacturer of heavy deck and refrigeration equipment for the USA commercial fishing fleets and led the expansion in products and sales growth from \$1 million to over \$4 million. The company owned 17 patents worldwide, but was eventually closed as the fishing fleets moved offshore and the patents expired, to be replaced by cheaper foreign manufactured equipment.

1980-1994 **Clipper Oil, Inc. (and predecessor Tuna Clipper Marine, Inc.)**

San Diego CA

Investor and Member of the Board of this distributor of marine fuels and lubricants to the international fishing fleets with annual sales of about \$15 million until the company was sold in 1994.

1978-1981 Sun Harbor Industries (Subsidiary of Westgate California)
San Diego CA

Hired by the US Bankruptcy Court to serve as **CFO (Vice President Financial Administration & Treasurer)** of the fourth largest U.S. processor, marketer, and distributor of canned tuna under the Breast-O'Chicken label. Responsibilities included finance, accounting, MIS/EDP, human resources, treasury, and business planning for this profitable, operating division of the bankrupt parent company. Sun Harbor operated tuna canning facilities in San Diego CA and Ponce, Puerto Rico. (Continued teaching evening classes at **San Diego State University**. See Teaching section.)

Major Accomplishments:

- Successfully and profitably operated this division with very limited cash flow while parent (Westgate California) struggled with Chapter 11.
- Maximized return to stockholders of parent company with the successful sale of this division to various buyers, including Mitsubishi Corporation, StarKist Foods, and Bumble Bee Seafoods.

1976-1978 Solar Turbines International (Division of International Harvester)
San Diego CA

Controller of manufacturer of turbines used primarily in the petroleum industry for pipeline transmission and offshore drilling platform applications. Main job responsibilities included all accounting and internal audit of the worldwide operations of this company of \$300 million in annual sales. Major accomplishment was uncovering fraud and corruption in the internal turnkey manufacturing group in the amount of millions of dollars, which led to complete restructuring of the entire company including the executive level, and prison sentences for various responsible individuals. This job was performed while under the pressure of receiving personal threats and requests to cover up the situation. Scandal resulted in Federal Grand Jury investigation under the Federal Corrupt Practices Act. (Taught evening classes at **San Diego State University** School of Business. See Teaching section. Also started the first year of law school at the **University of San Diego**. See education section.)

1974-1976 Zapata Ocean Resources, Inc. (Subsidiary of Zapata Corporation, Houston TX)
San Diego CA

CFO (Vice President-Finance & Administration) of company owning and operating fleet of 11 tuna fishing vessels, which sold their catches to the 3 major

tuna canning companies, StarKist, Chicken of the Sea, and Bumble Bee. Responsibilities included accounting, finance, business planning, audit, and human resources for this division with annual sales of \$15 million. At that time was the youngest VP in Zapata Corporation. Initially, recruited away from Exxon Corporation to work for Zapata Offshore Company, but within 6 months was promoted to the VP level of this start-up division. This was the first career assignment to fully utilize my fluency in Spanish. The job required extensive travel to Puerto Rico, Central and South America.

1972-1974

Exxon Corporation

Baytown TX and Houston TX

Senior Staff Financial Analyst for the U.S. domestic refining division of the world's largest petroleum company. Responsibilities included business analysis and planning primarily for the refining sector. Received 2 promotions in 2 years. (Also taught evening classes at **Prairie View A&M University's** Houston Campus. See Teaching Experience section.)

1971-1972

U.S. Army

Fort Lee VA

First Lieutenant in charge of the base Central Accounting & Purchasing Office with responsibility for all accounting and purchasing for the base's 13 non-appropriated fund activities (such as the Officer's Club, NCO Club, Rod & Gun Club, etc.). Awarded the Army Commendation Medal for outstanding performance. Earned highest rifle marksmanship award. Entered as Second Lieutenant and promoted to First Lieutenant. Received Honorable Discharge at end of two-year active duty assignment. While in the Army, taught classes for the **University of Richmond** (see Teaching Experience section).

1969-1971

State of Florida Budget Bureau

Tallahassee FL

Budget Analyst in the Board of Regents university budgets section of the Department of Administration while working full time on MBA-Finance at Florida State University. Responsible for summarizing university budgets for the Florida State Legislature and monitoring performance against those budgets.

EDUCATION:

Doctorate

D.B.A.-Accounting: 2007-2016. Earned D.B.A. in Accounting at **Anderson University** (Indiana) in August 2016 after successfully presenting/defending dissertation titled "An Investigation of the Impact that the Reduction in Shares Outstanding Resulting from a Stock Buyback Program has on the Overall Changes in the Share Price Compared to the Changes in the Standard & Poor's 500 Index".

(**Note:** Earned the D.B.A. while teaching full-time at PLNU and running the MBA program there.)

Law School: 1977-1978. Finished first year of law school at nights at the **University of San Diego**. Finished in top third of class. Dropped out after that due to increased travel requirements of new job at **Sun Harbor Industries**.

C.P.A.: 1973. State of **Texas**. Passed all 4 parts of the CPA exam on the first try, while working for **Exxon Corporation**.

M.B.A.-Finance: 1968-1970. **Florida State University**, Tallahassee FL. Earned the degree with a 3.5 GPA while working full-time as a Budget Analyst for the **State of Florida Budget Bureau** and with a second part-time job as a busboy at an FSU sorority house.

**B.S.-Finance &
B.S.-Management:** 1964-1968. **Florida State University**, Tallahassee FL. Attended FSU on Track scholarship. Earned commission as a **Second Lieutenant in the US Army** upon graduation through the Army ROTC. Lettered in both Cross-Country and Track. Member of the FSU Varsity Club (for athletic letter-winners). President of Sigma Chi Fraternity. Member of the honorary Order of Omega. Earned the double major with a 3.0 GPA while working part-time as a busboy at an FSU sorority house.

High School: 1961-1964. Graduated from **Coral Gables Senior High School**, Coral Gables FL with a 3.6 GPA. (No 5-point A's awarded then.) President of Senior Class. Named Outstanding Senior Boy. Lettered in Track for Florida State HS Championship Team. Member of National Honor Society. Graduated in Top 9% of Class. Made All-Dade County (Miami FL) Track Team.

CORPORATE & CIVIC BOARDS OF DIRECTORS:

Corporate Boards:

The Encore Group, and predecessor **Living Stone, Inc.**, privately-held giftware companies of which I own 10%, with sales of \$150 million, based in San Diego CA with manufacturing plants and offices in China, Thailand, and North Carolina. (1993-2005).

BC Abalone, SA de CV (Mexico) and **Servicios Acuaculturas, SA de CV** (Mexico), the abalone aquaculture company described in the Employment section. (1993-2004).

A&M Ventures, Inc. and predecessor **Morris Whaley, Inc.**, privately held manufacturing companies in the commercial fishing industry in which I owned 50%, with sales of \$4 million, until company closed down with departure of tuna fleets to the Western Pacific. (1980-1997).

Clipper Oil, Inc., and predecessor **Tuna Clipper Marine, Inc.**, privately held marine fuel distributor, with sales of \$15 million, until the company was sold in 1994. (1980-1994).

Civic Boards:

St. Mark Lutheran Church, Encinitas, CA, Board of Elders (2018-Present)

Project M Foundation (2013-2016).

San Diego International Sports Council (Chairman-1999) (Active Board, 1990-2002; Emeritus Board, 2002 to present).

Santa Fe Christian School Athletic Advisory Board (2004-2006)

YMCA of Greater San Diego County (Vice Chairman of the Board) (1990-2004).

Florida State University Foundation (1992-1997).

Florida State University Southern California Alumni Association (1992-1997).

University of California at San Diego Athletic Associates (1993-1996).

Yale University Berkely Divinity School (1993-1995).

St. Peter's Episcopal Church Vestry (Chairman 1994-95) (1992-1995).

American Lung Association of San Diego & Imperial Counties (1978-1982).

PERSONAL:

Born in San Juan, Puerto Rico, USA, on March 3, 1946

Current Age: 72 Health: Excellent Height: 6'3" Weight: 192 pounds

Languages: English-Completely fluent
 Spanish-Completely fluent
 German-Minimal conversational

I grew up in Puerto Rico, South Florida (Miami-area), and Germany (Augsburg). I have lived in San Diego for over 40 years.

I attended Florida State University on a Track Scholarship and was President of the Sigma Chi Fraternity. (More details in the Education section.)

I have been married 47 years to Lindy McCollum Muñoz, who works as an RN for Palomar Home Healthcare, assisting in overall care management for home-bound patients. Lindy graduated from Florida State University in 1970 with a BS degree and was a member of the school's synchronized swimming team and Alpha Gamma Delta Sorority.

We have 3 daughters, ages 38 (Esther Maria Muñoz-Winningham), 33 (Rachel Victoria Muñoz-Tripodi), and 31 (Sarah Ana Muñoz-Mueller).

Mary is married to Michael Winningham and lives and works as an accomplished artist in San Francisco, CA, attended UC Santa Barbara with a 4.0 GPA, majoring in art and math.

Rachel is married to Joe Tripodi and lives in Philadelphia. She attended the University of Miami (Florida) on an academic scholarship. She majored in sports administration with a 3.7 GPA. She received her Masters in Education program at Northern Illinois University in 2012 where she worked in the office of special education. Rachel and her husband have two children.

Sarah is married to Michael Mueller and attended Virginia Tech University on a volleyball scholarship, where she was a 4-year starter and letter-winner. She majored in interdisciplinary studies with a 2.8 GPA. She was San Diego North County Player of the Year, a Prep Volleyball High School All-American, and Captain of the California State Division V volleyball champions. She now lives in Austin, TX, and works in the marketing department at Yeti, Inc.

My personal hobbies include competitive cycling, reading, travel, and sporting events.

I am a certified volleyball referee for the Southern California Volleyball Association (SCVA) and the San Diego County Interscholastic Federation (SD-CIF).

I qualified for, competed in, and finished the 1983 Ironman Triathlon World Championship in Hawaii, and have completed at least 20 marathons and 20 century bicycling events.

(Last updated: January 2019)