

PAUL J. MEYER

PROFESSIONAL EXPERIENCE:

County of Maui

Deputy Director – Department of Water Supply 2010 – 2017

Meyer Associates, LLC

Principal 2005 – 2010

Provide general business and financial consulting services to various clients involved in real estate development, food processing, ranching, energy, land management and information management industries.

Maui Land & Pineapple Company, Inc.

Executive Vice President/Finance 1982 – 2005

Reporting to the chief executive officer along with two division heads, serving as chief financial officer for the company and all of its subsidiaries:

- Supervised directly all aspects of the work of the Controller, Secretary, Treasurer, Director of Information Services, Director of Taxation and Director Internal Audit and certain functions of the division controllers and their staff
- Managed all aspects of financial, control and accounting systems including management information, external reporting and governmental compliance
- Managed all aspects of investor relations including AMEX listing and compliance, proxy solicitations, webcasts, websites and SEC compliance issues;
- Managed all aspects of external financing and lender relations including mortgage loans, equipment financing, leases, secured and unsecured transactions, financing foreign operations, acquisitions, dispositions, real estate project financing and joint venture financing arrangements;

- Supervised commercial property acquisitions, development and operations including Queen Kaahumanu Center and Napili Plaza Shopping Center
- Assisted the CEO and division heads in formulating strategic and tactical plans for the individual lines of business and for the Company; supervised preparation of annual and five year financial plans for the divisions and the Company; designed and set, together with the CEO, incentive plans and plan parameters
- At the divisional level, formulated with division managers the business strategies, business and production plans for operating units, developed capital requirements and capital expenditure programs, pricing and competitive strategies, governmental relations and compliance programs and other functions in support of operations
- Acted as Chairman of the Administrative Committee and fiduciary for all aspects of five qualified benefit plans and two non-qualified plans including investment management of plan assets of \$58 million
- Supervised all external legal work, directed major litigation, managed all contingent liability issues relating to the Company, its assets and operations and supervised risk management functions
- Assisted the Board and Committees of the Board in performing their duty of responsible corporate governance.

Victoria Station Incorporated

**Chief Financial Officer, Treasurer &
Secretary 1982**

Reporting to the President and Chief Executive Officer, managed the financial aspects of the out of court reorganization of this 97-unit publicly held restaurant company:

- Managed the cash management, risk management, legal, tax, internal audit, property and regulatory compliance functions, together with 12 Treasury staff
- Managed directly external relations including investor relations, public reporting and public relations
- Negotiated and implemented a restructuring of external debt which provided for, among other things, a deferral of debt service over a 3-year period and conversion of institutionally held subordinated debt to common stock
- Managed an asset sale program involving 41 properties, and negotiated the sale of 6 properties

- Together with Accounting and Human Resources staff, redesigned employee benefits programs and formulated new accounting and control policies
- Assisted the Chief Executive in formulating the new business plan and reorganizing company operations.

Intel Corporation

**Assistant
Treasurer
1982**

1980 –

**Acting Treasurer
November 1981**

November 1980 –

Reporting to the Chief Financial Officer, managed the financial aspects of Intel's Chapter II reorganization and \$1.3 billion debt restructure.

Managed treasury function (corporate finance, treasury operations and risk management):

- Negotiated the bank, institutional and public debt restructuring, and managed relations with creditors
 - Coordinated capital budgeting and corporate finance functions
- Instituted a multi-divisional cash management program involving 209 bank accounts and a \$300 million short-term portfolio
 - Evaluated and resized the company's risk management program (\$1.8 million budget)
 - Managed numerous cash and asset based settlements with creditors and plaintiffs
 - Together with Controller, formulated accounting and budgeting policies
 - Managed \$40 million tax benefit sale/leaseback financing program.
- As an administrator of pension plan, health plan and investment savings plan, revamped benefits programs and updated investment portfolio (assets of \$15 million)

Bank of America

**Vice President – Technology Group
Head**

1979 – 1980

As supervisor of an eight officer national team, developed strategic and business plans for this target industry:

- Managed the group's credit and marketing efforts (\$840 million portfolio).

**Vice President – Hawaii and Alaska Team
Leader 1976 – 1979**

As supervisor of a three officer team, managed relationships with a diverse group of corporate clients:

- Led extensive real estate construction lending (\$250 million average loan portfolio)
- Increased the team's annual pre-tax profit from \$1.2 million to \$5.5 million

**Assistant Vice President / Account
Officer 1974 – 1976**

As second in a team of four officers, managed several large problem loan relationships (e.g. Penn Central, Memorex Corporation, Surety Industries, Great Southwest Corporation, Sonoma Vineyards)

**Assistant Cashier / Senior Area Relations
Officer 1971 – 1974**

Managed European correspondent bank relations in various positions within the bank's Europe Division:

- Managed relationships with U.S. subsidiaries of European corporations and the bank's business in the Soviet Union and East European countries
- For a 6-month period in 1973, officially represented the bank to the East Bloc countries based in Vienna

Continental Bank

**International Banking
Trainee**

1970 – 1971

EDUCATION:

University of California Berkeley
M.B.A. requirements completed

Loyola University Chicago
B.S. B.B.A.

Stanford University
Attended

BUSINESS & SOCIAL AFFILIATIONS:

Seabury Hall – Treasurer & Trustee
Hawaii Tax Foundation
Financial Executives Institute
Pacific Club
Haleakala Club
St. Francis Yacht Club
Maui Country Club

ADDITIONAL INFORMATION:

Military Service – Honorably discharged as Sergeant (USAR)