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## **Summary**

Senior executive with 30+ years of combined entrepreneurship, investment, management and consulting experience.

Co-founder and partner of 4 investment businesses. Intimately involved in all aspects of leading each firm including corporate strategy, team building, fund raising, investment approval and business development. Acquired and/or provided growth capital to more than 50 small and medium sized private companies. Committed approximately \$2.5 billion in total capital. Investment experience spans private equity, mezzanine lending, senior debt, and one-stop financing. Led investment teams, chaired boards and worked intimately with senior managers to build their businesses. Invested in and managed a portfolio of control equity portfolio companies.

Startup CEO and CFO. Responsibilities included management leadership, strategic planning and execution, business plan development, financial reporting, investor relations, fund raising, legal, accounting and various other functions to drive company success and build investor value.

## **Experience**

### **NMW/TLC, LLC Providence RI**

**2018-2021**

#### **Founder & President**

Founded and led management team in turnaround of boutique CBD company. Successfully executed exit of retail strategy during Covid 19. Led team while building alternative market strategy, developing market specific brands, and executing a new e commerce website. Worked with Director of Research, Production and Product Development to expand product line. Partnered with Director of Sales to build client base and enter new markets. Worked with Corporate Controller to build all financial and accounting systems

### **SchoolCNXT, Inc.; Concord, MA**

**December 2014-2018**

#### **CFO**

Built and led all financial, strategic planning, legal, accounting, investor relations and fundraising/capital formation functions for SchoolCNXT within a lean, dynamic entrepreneurial environment.

SchoolCNXT is a for profit social media company with a mission to improve student outcomes where most needed; in large, ethnically diverse, urban school districts. The Company empowers schools, districts and families to improve their student's outcomes in K-12 schools and birth to five programs. SchoolCNXT equips its clients with an enterprise class mobile and web enabled privacy protected social networking platform. The platform nurtures deep user engagement between and among, families, teachers and administrators within school and districts to build community, to create a culture of collaboration and to enhance student performance. SchoolCNXT was sold to a large education technology company in June 2021

**James Consulting; Concord, MA**

**2014-2018**

**Founder and Owner**

Independent consultant and board member for early stage and small companies. Advised clients including SchoolCNXT, on business strategy, financial management, budgeting, business planning, forecasting, fundraising and management recruiting.

**Dark Horse Capital Partners; Charlestown, MA**

**2012 – 2013**

**Founding partner**

One of three partners involved in all aspects of the company's development and operations including determining investment strategy, sourcing investment opportunities, developing strategic plans with business owners and management teams, capital raising, leading and managing investments and administration.

**Swift River Investments; Bolton, MA.**

**2005-2011**

**Managing Partner**

Co-Founder and one of two managing partners. Co-led all functions of a family investment office including managing investments, sourcing new business, working with management teams and owners of portfolio companies to build their businesses, sitting on boards, managing lender relationships, recruiting personnel and determining the firm's investment strategy. While at Swift River, completed 6 control investments, one participating investment and a number of follow-on investments in 7 platform companies. Invested approximately \$100 million across a variety of industries including oil and gas services, manufacturing, consumer products, real estate and software-as-a-service businesses. Invested in companies ranging from early stage to mature.

**North Castle Partners; Greenwich, CT**

**1998-2005**

**Founding Partner**

One of five founding partners. Instrumental in the firm's development, collaborating with other partners to manage all aspects of the business, including investment strategy (focused on consumer health), fund raising, recruiting, investment team leadership, working with senior management and owners of portfolio companies to drive post investment value creation. Led

or co-led investments requiring approximately \$500 million of total capital in 5 of North Castle's 10 platform companies. Invested approximately \$235 million of fund and LP co-investment capital returning approximately \$520 million to investors

## **Prior Experience**

### **PPM America, Private Investment Group; Chicago, IL 1991-1998**

#### **Managing Director and Group Co-founder:**

Along with fellow Co-Founder, built a team of 25 plus investment professionals, successfully exited a portfolio of failed investments from a predecessor investment management company and reinvested the firm's capital to build a new \$2 billion portfolio of highly successful investments while leading deal teams making the investments

### **Equitable Capital Management Company, Mezzanine Investments; New York, NY 1987-1991**

#### **Associate, Investment Manager**

Worked as Associate and later, Investment Manager, on teams lending to and making investments in privately owned and run companies. Conducted research, built investment models, wrote investment recommendations and managed junior team members (once promoted to investment manager).

## **Education**

### **Boston University Graduate School of Management**

Master of Business Administration, Finance  
High Honors

### **University of Wisconsin**

College of Letters & Sciences  
Bachelor of Science; Economics

## **Philanthropy**

### **Greater Lowell Community Foundation**

#### **Board Member, Strategy Committee, Sales and Marketing Committee**

#### **2019-present**

The Greater Lowell Community Foundation raises, manages and directs the allocation of philanthropic funds to non-profit organizations in small economically challenged communities throughout the Greater Merrimac Valley. The Foundation plays a key role in assisting and advising both city leaders and executive directors, social entrepreneurs and managers of non-profit organizations serving economically challenged members of their communities. In addition, during the Covid 19 crisis, the foundation raised and worked with the state of

Massachusetts to provide over \$5 million of financial support, goods and services to communities and citizens struggling with the crisis

**Jericho Road Project; Concord, MA**

**2010-2018**

**Board Chair, Board Member, Committee Member and Project Consultant Volunteer**

Jericho Road's mission is to help those most in need within gateway (small, economically diverse) cities. JRP incubates and partners with local non-profit affiliates and their social entrepreneurs to provide capacity building services to all deserving non-profits within each partner's city. By capacity building across a spectrum of NPOs within single communities, Jericho Road seeks to broadly strengthen each host community. JRP delivers its capacity building through skills-based volunteering from its network of highly accomplished senior executives and through its leadership training, consulting and placement services.

**Boys and Girls Club**

**Strategy consultant**

**Lowell MA**

Worked with Executive Director to prioritize and allocate the Club's resources to optimize its services to its member families and students and to complete his recommendation to the Club's Board of Directors

**Concord Community Chest; Concord, MA**

**Seasonal: March – June, 2013-2016**

**Client Assessment and Funding Allocation Volunteer**

Concord Community Chest is a 501-C3 umbrella organization that raises, allocates and distributes funds to other non-profit organizations which provide essential social services to those in need within the greater Concord-Carlisle area

**Other Affiliations**

**Monsters Bike Club**

Member

2007-Present

**Interests**

Biking, skiing, philanthropy, fly fishing, camping, hiking, health, reading and music

**Personal**

Married to Kate James, Executive Director, Concord Art, Concord, MA

Sons: Will and Ted, aged 24 and 18, respectively

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## Summary

Skilled craftsman in manufacturing and tool making with 35 years experience as the Owner/ Co-Founder of two Rhode Island Companies. Maintains the highest standards of workmanship at all times and committed to improvement activities in supporting the achievement of objectives.

## Experience

*L & M Torchon Spring Company, LLC* 1987-present

35 years experience in manufacturing including reading, understanding and executing design blueprints for production; shaping tools, cutting metals as per the dimension specified; handling machine maintenance, operating cutting machines; developing and manufacturing tooling for the product development group; and performing multiple tool room functions.

*BudTender, Co-Founder CEO*

2014- present

Manufacturer of the BudTender cannabis bucking machine; brand created with 35 years of manufacturing expertise highlighting the importance of keeping local trade alive with operations in Pawtucket, RI. Responsibilities include delivering a high quality machine through overseeing the production process from start to finish.

*Thomas C. Slater Compassion Center, Cultivation Specialist*

2011-2014

Daily operations included overseeing commercial grow operations; team lead with expert knowledge of cannabis cultivation systems including large-scale commercial cultivation, nutrient requirements, light requirements, air flow, temperature control; knowledge of horticulture equipment and irrigation systems; capable of performing routine tasks and able to make equipment repairs or notify proper personnel when unable to; understanding of ideal environmental requirements; extensive knowledge of plant diseases, insects and fungi, as well as plant treatment options; in-depth knowledge of micronutrients, beneficial bacteria and nutrient implementation; experience in pruning and executing proper canopy management

## Affiliations

*Bernardo Manufacturing, Lifetime Advisor*

Works with Executive Team as contributor to 4<sup>th</sup> generation global leader in fashion jewelry design, development, and manufacturing.

## Education

New England Institute of Technology; degree non-conferred due to assuming role as lead operator in family business

LaSalle Academy, Providence RI 1987

## Interests

Skiing, golf, crossword puzzles, pursuing Italian Language studies.

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## EXECUTIVE SUMMARY

30 years of commercial real estate acquisitions, dispositions, leasing and development experience with a specific focus on urban retail. I have orchestrated over \$700,000,000 in aggregate value of sales, leasing and consulting work for retail companies such as Charles Schwab, Hilton Worldwide, Wyndham Hotels, TJX Companies, Fidelity Investments, CVS, and Staples. Significant institutional owners such as Lend Lease, John Hancock Insurance, Westbrook Partners, Boston Properties, and Equity Office have all greatly benefited from my expertise.

## SKILLS AND ABILITIES

Site selection work  
Expert lease and acquisition accomplishments  
Lease renewal and lease restructuring experience and success  
Government and municipality expertise and relations

## EXPERIENCE

<b>Exeter Properties, LLC</b>	<b>Principle</b>	<b>2014 to Present</b>
<p>Tenant and landlord representation, CVS, Charles Schwab, Boston Sports Club, Montage Furniture, Foodies.</p> <p>Development advisory services for several property ownerships within the Boston Urban market.</p>		

<b>Berenson Browne, Inc.</b>	<b>Principle</b>	<b>2-2004 to 3-2014</b>
		Recruited to spearhead the marketing and leasing of the existing Berenson Associates 1,000,000 square foot retail portfolio. Portfolio consisted of assets in Massachusetts, Maine, Connecticut and Puerto Rico. Directed the expansion of over 25 CVS pharmacies throughout Massachusetts which included the Flagship 25,000 sf CVS located at Boston's South Station.

**NAI Hunneman Commercial      Vice President      2-1999 to 3-2004**  
Recruited to bolster the existing retail brokerage team.  
Represented retail landlords such as Lend Lease, HN Gorin, John Hancock Insurance and Westbrook Partners. Successfully negotiated lease for Restoration Hardware, Starbucks, Bank Boston and CVS.

<b>The Codman Company</b>	<b>Director of Retail</b>	<b>1-1990 to 3-1999</b>
<p>Directed all retail growth for the Company primarily through Codman's management division. Successfully negotiated Fidelity Investments downtown Boston Flagship location, Urban Outfitters on Newbury Street, The Limited and Victoria's Secret at 501 Boylston Street to name a few.</p>		

## EDUCATION

Boston College	Class of 1983	Bachelor of Arts/Communications Major
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Dennis W Cardiff 528 Central Street, Framingham MA (508) 958-6669

Mr. Cardiff holds a degree in Business Administration and continued studies at Harvard University's Kennedy School of Government.

His background includes broad experience in business start-ups, having built and sold a multi-million-dollar software company and is currently a major investor and former CFO of a mobile application startup business.

In addition, Mr. Cardiff currently holds the position of CFO for NMW, LLC a CBD wholesale distributor and, is a member of the MutualOne Bank Board of Directors as well as a licensed Massachusetts Real Estate Broker.

Mr. Cardiff has held several local elected positions in the City of Framingham over the last 40 years, starting at Park Commission, School Committee, Selectman, Vice Chair, Framingham Charter Commission and is currently elected Chairman of the Board of Trustees of the Edgell Grove Municipal Cemetery.



# Vincent Posca

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## Medicinal Cannabis Experience

### **-Director of Marijuana Infused Products at the Thomas C Slater Compassion Center**

Develop edible and topical products with long shelf life and low production and packaging costs

Design accurately dosed recipes, and packaging solutions based off current demand and regulations

Rotate stock and keep inventory of ingredients and packaging supplies

Calculate number edibles needed per week to keep kitchen producing as many edibles as possible without loss from spoilage

Make the weekly kitchen schedule and monitor kitchen employee's production and quality

### **-Edibles Design and Production**

Gummy Bears, THC or CBD infused, can be made sugar free or regular, and in extremely high volume(up to 7500-8000 per batch), very long shelf life due to all natural preservatives

Canna Brew, THC or CBD infused beverages, infused, filtered, and bottled with child resistant caps. Can be made efficiently in large batches with any flavor of beverages such as: cranberry juice, lemonade, fruit punch, pina colada, iced tea, gatorade, iced coffee. Shelf life can be up to 3 weeks

Capsules, THC or CBD infused coconut oil, stable at room temperature and do not leak, very long shelf life. Machine capped using a semi automatic capsule production device

THC liquid made from combining high potency cannabis oil with plant terpenes to produce and fill cartridges and vaporizer pens

Baked goods, THC or CBD infused caramel, cookies, brownies, and chocolates designed with packages that protect the items

Tea bags, or loose tea, infused with powdered edible THC or CBD

Powdered Edible THC or CBD, neutral tasting white powder, can be mixed with any food or hot beverage with little effect on flavor

Potent medical grade butter/Ghee made with flowers or fan leaves for sale as "1200mg ghee sticks" and also used for production of edibles

'Pain Ease' topical salves made with THC, CBD, Cannabis roots, and specific plant terpenes, comes in a variety of sizes and different strengths, including cooling effects

Bubble bath, Massage oil, lip balm, and other beauty products infused with CBD and packaged in cosmetic containers

### **-Tinctures**

Accurately dosed coconut oil infused with CBD hash oil for kid's prescription medicine as part of the Hasboro children's hospital CBD program(pills and tincture)

Oil based CBD and THC tinctures with Avocado or coconut oil using hash oil or plant material

Glycerin tinctures infused with hash oil, comes in a variety of fruity flavors

Alcohol tinctures made with high proof ethanol and decarboxylated medical grade cannabis, layering for high potency

### **-Concentrates**

Production of clean CBD and THC hash oil(EHO and RSO), using an ethanol still to recollect the solvent for reuse, and winterizing or de-waxing with Buchner filter as needed for edibles production

High quality bubble hash extracted with ice water and bubble bag micron filters, then dried and cured to preserve terpene and THC content

Agitated frozen cannabis with dry ice to separate hash from plant material to produce dry ice hash, then dried/cured and compressed with a pollen press into small hash pieces

## **College and Other Experience**

### **.\_New England Grass Roots Institute in Quincy, MA**

Graduated with certificate of completion

Demonstrated proficiency in the following areas of Cannabis Science: Cannabis Political History, Medical Cannabis Science, Horticulture, Methods of Extraction, Methods of Ingestion, Harm Reduction, Canna business, and Patient/Caregiver Relations

Earned high grade point average while attending all classes

### **-New York Army National Guard**

Served as an Infantryman in the NY Army National Guard for 6 years, completed Infantry school in Fort Benning, Georgia

Operating specialist in a weaponized Chemical, Biological, Radiological and Nuclear Defense Enhanced Response Force Package, specialized in collapsed structure rescue and mass casualty decontamination and treatment in disaster areas

As an expert level sharpshooter, competed and ranked in the international shooting competition with special forces shooting teams