

JOHN CIMBA SR

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## GENERAL SUMMARY

### PRESENT

Owner of The Business Exchange of Florida (TBXflorida.com) Florida Business Brokers LLC  
Licensed Florida Business Brokerage offering over 3000 Florida Businesses for Sale.

PAST: BSc. Business Administration, Economics. Experience with emphasis on full P&L responsibility, start-up of new businesses, business and sales management, franchise sales and management, acquisitions, new site locations, new plant start-ups, recruitment, Retail Industry, Total Marketing Programs and Labor Incentive Pay Systems, Real Estate Investments and Developments. Start-up of Mergers and Acquisitions Firm. Organizational Head of syndicate backing and developing a newly developed drug for Canadian Health and Welfare (FDA) approval. Real Estate and Business Broker, Securities License with prominent investment firm. Start-up developer of 200 Direct Sales Force Company, Developer of Internet Shopping Site, Vice President of Corporate Affairs, Bio-Tech Company, Mortgage Consultant Wells Fargo Bank

### BUSINESS EXPERIENCE

#### PAST:

STAR INDUSTRIES, LIMITED: Owner of one of the largest retail service companies. Nine processing plants, over 20,000 weekly customers. Major activity centered on expanding operations from 21 stores to over 100 in a 10 year period, employing over 300 people. Major Accomplishments: This industry went through a 70% per capita decrease in spending on this service. Company sales were increased through acquisitions, opening of new stores in improved locations. While company was suffering a margin squeeze due to lower per capita spending, increased labor costs and rent increases, positive results were accomplished by substantially reducing operating expenses. Results were achieved by reorganizing 6 inefficient operating plants into one newly acquired larger plant, redesigning it with new automation, a new employee incentive pay plan system, resulting in total staff reduction, increased productivity. Labor costs were reduced from 32% to 18%. This business was subsequently sold for a substantial profit.

Owner of franchised service business. Full P&L responsibility, franchise sales Management and start-up of new pilot operation. Sold 42 franchises across Canada a Northeastern United States. Company eventually sold.

BUSINESS EXCHANGE OF AMERICA, INC. President of Mergers and Acquisitions firm in U.S. Creator of a successful company specializing in buying and selling of businesses on behalf of clients throughout North America. Within the first 12 months of operations, 63 business ventures were negotiated. A national franchise concept was developed.

MELORO INC. COO leading a syndicate of businessmen and doctors to have a newly discovered drug passed by Health and Welfare Canada, (FDA). Directly responsible for all negotiations with Chief Officers of major pharmaceutical and cosmetic companies to sell FDA approved product on a license basis.

DEXTROSANG INC. VP of Corporate Affairs, Bio-Tech Company. Raising Capital for Corp. Financing. Organizational head for Thailand operations working with Government and Military representatives.

DAVIDSON PARTNERS, INC. M&A experience with securities and investment firms. Responsible for bringing in over 30 clients within 6 month period.

APPLETREE MARKETING INC. Developer Owner of a unique direct sales company which began with 6 direct sales reps and eventually grew to over 200 reps and 10 offices across Canada and 2 offices in USA. Responsible for sales over 10 year period that reached \$15-\$20 million dollars per year.

GO SHOP THE MALLS, INC. Developer and Creator of Internet Shopping Site. Responsible for adding over 3000 merchants to the site. Sold over 4000 memberships for on-line shopping.

REAL ESTATE LICENSE: Licensed Florida and Ontario, Canada.

ATHLETIC CAREER: Inducted into the Athletic Hall of Fame at University of Buffalo. Green Bay Packers Draft Candidate. Played 4 years Professional Football in the CFL with the Hamilton Tiger Cats, (3 Grey Cup games and 2 Grey Cup Championships)

