

RESUME

ROBERT F. SPINDELL, JR.

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EDUCATION

NORTHWESTERN UNIVERSITY KELLOGG GRADUATE SCHOOL OF MANAGEMENT,
MBA - Majors in Marketing and Transportation, Dean's List

UNIVERSITY OF VIRGINIA, BA - Political Science. Dean's List, Varsity Debate Team, Air Force ROTC, Chi Psi Fraternity, Jefferson Society

COMMUNITY SERVICE

CAREER YOUTH DEVELOPMENT, INC. - Vice Chairman, 1984-present; Board Member, 1982-present; Audit Committee, 98-present. CYD is Milwaukee's leading inner city, African American social service agency serving over 8,000 families annually through 25+ programs centered on a "Holistic" and "Culturally Specific" approach. In serving Youth, Adults and Families, CYD provides services dealing with the total needs of the client including Educational, Family, Health, Vocational, Legal, and Psychological / Substance Abuse (Inpatient and outpatient) Treatment needs. The culturally specific emphasis on programming is tailored to the Cultural makeup of the Youth, Adult and Families being served by a Multi-Cultured staff. CYD has been highly successful in helping clients become free standing and empowering them to lead an enjoyable and productive life. In addition:

- **Chair, Building Fund, inner city drug and alcohol** first class outpatient and residential adolescent treatment centers, \$1.5 million, all aspects, fund raising, construction, operational plan
- **Set up new programs** such as Kiwanis Key Club for CYD's School of Excellence high school students and Home Buying program in conjunction with US Bank.
- **Agency media spokesperson**
- **Governmental liaison & public relations spokesperson** with the City, County and State governmental bodies including testifying before City, County, State legislative Committees.
- **Well known, accepted by and relate exceptionally well** with City, County, State African American elected officials, Community leaders, Social Service agency personnel, their clients.

WI RESTAURANT ASSOCIATION EDUCATIONAL FOUNDATION Board of Directors, 86-present
Set up Madison Public Schools Work & Learn program's at risk students with WRA for restaurant work experience.

CHI PSI FRATERNITY EDUCATIONAL TRUST National Trustee 2000-03; Vice Chair 2003 - present

KIWANIS CLUB, North Suburban - Member, 1990-present; Political Affairs Director & Chair, Political Forums; Chair, Sponsored Youth Services Committee. Club's primary areas are Northwest Milwaukee, Brown Deer & Glendale. Member, Wisconsin / Upper Michigan Kiwanis Convention Committee, 97-00

GOVERNOR'S COMMITTEE ON MINORITY BUSINESS - Member, 1987-88. Appointed by Governor Tommy Thompson as the only non-minority member. The committee report laid the framework for what was to become the "Governor's Central City Initiative".

WISCONSIN CORRECTIONAL SERVICES - Member, Advisory Board of Directors, 1982-86 Worked with County and State parole systems on pre-employment training and employment of ex offenders. Gave pre-employment talks in correctional facilities throughout the state.

CHICAGO METROPOLITAN SKI COUNCIL - Regional Vice President for Wisconsin, 1998-present

VAGABOND SKI CLUB OF MILWAUKEE, INC. - President, 1996-98, Board member; 93-98, 1200 member, not for profit, social & ski club, largest in IL / WI with 300 events annually; set up web site.

MILITARY - United States Air Force, Military Airlift Command, Transportation Officer

- **CAPTAIN**, 1969-71, Elmendorf AFB, Alaska. In charge of reservation and space available system for all military passengers travelling within and out of Alaska. Coordinated with all Armed Services and Air Force Commands but reported only to 22nd Air Force Headquarters in California.

- **LIEUTENANT**, 1967-69, Travis AFB, CA, Prepared briefings for MAC generals on movement of passengers and cargo from the USA to and within Vietnam and far east.

GOVERNMENT EMPLOYMENT:

BOARD OF ELECTION COMMISSIONERS, CITY OF MILWAUKEE - Chairman, 1997-98, Commissioner, 97-2001. Appointed by Mayor. Confirmed by Common Council, elected chair by commissioners. Responsible for administering City of Milwaukee elections; insure candidates, judges & voters comply with election laws & related activities. Fought to insure fraud was investigated by the District Attorney.

GOVERNOR'S CENTRAL CITY INITIATIVE, STATE OF WISCONSIN - Business Consultant, 1991-92 Selected by Governor Tommy Thompson. CCI brought several departments of Wisconsin State government together into one room in the inner city of Milwaukee to help minority men and women obtain jobs, maybe a home and maybe a business. Gave speeches to and worked directly with city, county, state and federal elected officials and bureaucrats, local social service agencies, businesses and CCI clients, 95% minority men and women. Gave seminars and one on one help to clients to help them prepare for jobs, obtain jobs, and achieve access to WHEDA, DOD and other state programs. Established award winning job-training program for incarcerated inmates soon to be released. Pushed bureaucrats hard, often against their will, to make this program work!

EMPLOYMENT:

PROSPECT REALTY & BUSINESS BROKERS, INC. / THE SPINDELL GROUP, Milwaukee, WI President, Business Broker and Commercial Real Estate Broker, 1990-present, Mergers and Acquisitions, sale of businesses, business appraisals, sec.1031 tax deferred like kind exchanges and sale of commercial real estate. Speaker to professional Business Broker Associations. General Contractor for successfully completed, extensive million dollar plus house restoration project, Kenilworth, IL 2002 - 03.

Professional designations earned:

- Certified Business Intermediary (CBI) International Business Brokers Association
- Certified Business Counsellor (CBC) Institute of Certified Business Counsellors
- Exchange Marketing Specialist (EMS) National Council of Exchangers
- Certified Exchange Counsellor, Heritage Group 1, Inc.
- Senior Business Analyst (SBA) & Bus Enhancement Consultant (BEC) Business Evaluation Syst.

CHURCH'S FRIED CHICKEN, MILWAUKEE, President and owner, 1980 - 90 of franchise which owned seven Milwaukee and one Racine Church's Fried Chicken Restaurants and two Subway Sandwich Shops, all located in inner city areas. Corporate executive responsibilities included:

- **Real estate and construction:** Found 5 sites; obtained bank financing; obtained approval from various city government departments, committees and elected officials; purchased real estate and secured general contractor.
- **Operations:** First restaurant broke all historical USA sales records for opening day, week, month. Considered to be among the best operated restaurants in the system. Opened and operated first dual food Subway Sandwich shop in the USA - combination Subway / Church's.

- **Administration:** Directed overall operations of stores through a director of operations with some 200 employees (95% minority); established computerized bookkeeping and accounting system; in house advertising agency; maintained liaison with attorneys, bankers, accountants, government officials and suppliers.
- **Operated independently** from franchise during last two years under name of "French Quarter Fried Chicken Plus". Developed entire concept around New Orleans Cajun theme which resulted in a 50% increase in sales.
- **Community Employment Opportunities:** Worked with minority elected officials, churches, community agencies, media, government officials to give employment oriented talks; provide minority students, welfare recipients, general assistance, parolees, ex offenders and others with a meaningful work experience, including "Up through the Ranks" management training. Then provided management positions to the successful trainees. Helped social service and church organizations solicit and receive financial aid and active support from other non-minority businesses. Donated chicken and provided meeting organization and fund raising expertise. Became well know and respected (still am) in the Milwaukee African American Community.

CHURCH'S FRIED CHICKEN, INC., San Antonio, TX 1976-80, first, National Director of Marketing, then assigned to fast track operations program to obtain top level management expertise in all areas:

- **Franchise Field Consultant, West Coast,** San Francisco, CA, 1 year. Responsible for sales growth and profitability of franchisees' restaurants, primarily in inner cities of Northern California, Oregon, Washington, Alaska, Hawaii and Canada. Directed and helped franchisees with site selection, construction, crew training, store openings, maintenance of standards and franchisee / corporate problem resolution. Reported to San Antonio, TX
- **National Operations Analyst / Division Manager,** Denver, CO, 9 months. Complete responsibility for all aspects of new Denver market reporting directly to Church's President, TX
- **Area / District Manager, Columbus,** OH, 10 months. Report to Chicago Division HQ & TX HQ
- **Store Manager, then Area Manager,** Phoenix, AZ., 6 months.
- **National Director of Marketing,** San Antonio, TX, 1 year. Church's was the world's second largest fried chicken restaurant chain. Administered \$3.5 million budget for over 600 restaurants, located primarily in inner city areas, in 28 states through an advertising, marketing and public relations staff, which also acted as an in house advertising agency.

LEO BURNETT ADVERTISING AGENCY, Chicago, IL, 1971-1976.

- **Account Executive,** 1 year, Kentucky Fried Chicken National Advertising Cooperative, then, 2 years in charge of KFC's Chicago, New York City, Twin Cities Advertising Cooperatives.
- **Media Buyer,** 1 1/2 years, Kellogg's television & radio buyer. Sold Kellogg barter program, "Untamed World" to 100 TV markets.

PROFESSIONAL ORGANIZATIONS

Board of Realtors, Metro (Milwaukee / Waukesha), & WI / National Associations
 Commercial Association of Realtors, WI
 Institute of Business Appraisers
 Institute of Certified Business Counsellors
 International Business Brokers Association & Midwest Association of Business Brokers
 M & A Source - mergers and acquisition organization
 Real Estate Exchangers, Wisconsin & National Council of Exchangers
 Restaurant Association, Wisconsin & National

OTHER:

- **Eagle Scout:** at age 13