

# GARY M. STONE

## CAREER SUMMARY

Creative Senior Executive with extensive experience in Corporate Strategy, Financial Planning and Corporate Real Estate Development across a broad range of industries. Noted for creating a vision for change and leading organizations to new levels of growth and productivity. Proven ability to leverage experience in developing new and innovative solutions for business challenges while utilizing analytical skills and flexibility.

## PROFESSIONAL EXPERIENCE

**RadioShack, Inc.** Fort Worth, Texas **2005-2007**

\$4.5 billion retail electronics company with over 6000 locations in North America

### **Chief Real Estate Officer**

Responsible for all real estate, security and facility maintenance activities for 4900 company retail locations, six distribution centers and \$200 Million corporate campus.

- Spearheaded multifunctional task force which developed a turnaround plan for the Board of Directors. Approved plan resulted in, 500 store closings, 2 distribution center closings, \$75+ million inventory rationalization, \$60+ million overhead reduction
- Led real estate effort to identify and execute the 500 store closings in 2006
- Developed strategy to reduce annual Corporate Campus occupancy costs by \$6 million through cost reduction activities, subleasing excess space and leasing of mineral rights.
- Realigned the site selection decision making process around key financial, demographic and site specific criteria

**BIZPORTZ, INC** – Lawrence, KS **2002-2004**

Start-up venture developing software products and other services aimed at streamlining relationships in the highly fragmented construction materials supply chain.

### **Consultant**

Engaged to evaluate and revise the company's market penetration strategy. Subsequently appointed acting CEO with responsibility to direct implementation of new business strategy.

- Reevaluated key supply chain needs through discussions with potential end user customers and major industry suppliers.
- Developed phased software development plan and negotiated agreements with software suppliers.
- Organized commissioned sales force and customer support staff.
- Commenced software sales in 2004. Achieved breakeven in fourth quarter 2004.

**PAYLESS SHOESOURCE, INC.** - Topeka, KS **1997-2001**

\$3 billion family footwear retail chain serving over 150 million customers annually through 4,800 stores worldwide.

### **Senior Vice President Corporate Development** (1999-2001)

Chief Strategy Officer and member of Corporate Executive Committee. Responsible for driving vision, growth and corporate strategy implementation; included new business development, e.g., incubation, international expansion, mergers and acquisitions.

- Authored a new vision for growing the company from \$3 billion to \$5 billion in five years.
- Identified strategic growth opportunities and aligned the organization to exploit them.
- Led effort to expand retail operations into Central America, South America and Asia and developed new global sourcing strategy to support international retail expansion strategy.
- Created accessory growth strategy resulting in acquisition of sock and underwear chain; and green field development of a new accessory concept aimed at the Payless customer.

**Senior Vice President, Store Development** (1997-1999)

Led all new store development activities including real estate, store design and construction; also responsible for strategic management of the 4,800-store asset base.

- Increased new store development from 150 stores in 1996 to over 300 in 1999, while reducing headcount by 15%.
- Established internal lease renewal team that reduced absolute rents by \$3 million annually.
- Developed new market planning process that resulted in a 3-year plan for every store in the top 50 markets.

**PEPSICO, INC.**, - Purchase, NY

**1985-1997**

\$30 billion beverage, snack food and restaurant company.

**Senior Vice President and General Manager**

**Restaurant Services Group** - Wichita, KS (1995-1997)

Responsible for consolidating the support and administrative services of PepsiCo's three restaurant chains into new unified organization headquartered in Wichita.

- Developed process for identifying and prioritizing consolidation opportunities.
- Managed consolidation of accounting processes resulting in \$9 million annual savings.

**PIZZA HUT, INC.** - Wichita, KS (1989-1995)

\$3 billion subsidiary of PepsiCo. Inc.

**Vice President of Asset Development** (1990-1995)

Directed new restaurant development including real estate, design and construction, as well as strategic management of 5,000-store asset base.

**Vice President, Strategic Planning & Portfolio Management** (1989-1990)

Responsible for strategy development, capital and financial control processes and acquisitions.

**PEPSICO CORPORATE DIVISION** - Purchase, NY (1985-1989)

**Senior Director, Corporate Planning** (1987-1989)

**Assistant Corporate Controller** (1985-1987)

**B. F. GOODRICH** - Akron, OH

**1979-1985**

\$3 billion tire, chemical and aerospace company.

**CFO, Aerospace and Defense Division** (1982-1985)

**Director, Corporate Management Control** (1981-1982)

**Director, Financial Budgeting and Control, Chemical Group** (1979-1981)

**EDUCATION/PROFESSIONAL DEVELOPMENT**

C.P.A., 1974

M.B.A., Finance, Columbia University, 1972

B.A., Economics & Accounting, Duke University, 1970

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