

MICHAEL L. WILLIAMS

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TEACHING OBJECTIVES

To provide a dynamic, challenging and rewarding experience for my students. My intention is to create an exceptional environment for learning. I utilize my operational, financial, and management skills derived from many years of work experience to drive home points of theory in Strategic Management and Entrepreneurship. I intend to use my experience leading firms to provide an added frame of reference for the students to grasp and understand.

EXPERIENCE

ELI BROAD COLLEGE OF BUSINESS, MICHIGAN STATE UNIVERSITY;

ELI BROAD GRADUATE SCHOOL OF MANAGEMENT, MICHIGAN STATE UNIVERSITY – EAST LANSING, MI

PROFESSOR OF PRACTICE

- ✓ Taught one class while VP of Finance at BIGGBY COFFEE. 08/06 – 08/07 -
- ✓ Full time Professor of Practice teaching 2-4 classes per semester in the areas of Strategic Management/Business Policy and Entrepreneurship. 08/07 – PRESENT -
- ✓ Developed new Entrepreneurship course in the Full-Time MBA and Weekend MBA programs.
- ✓ Courses:
 - Management 352: Entrepreneurship
 - Fall 2008 (1 section)
 - Spring 2009 (1 section)
 - Fall 2009 (2 sections)
 - Summer 2010, (1 section)
 - Management 409: Strategic Management and Business Policy
 - Fall 2006 (1 section)
 - Spring 2007 (1 section)
 - Fall 2007 (3 sections)
 - Spring and Summer 2008 (1 section)
 - Fall 2008 (2 sections)
 - Spring 2009 (1 section)
 - Spring 2010 (2 sections)
 - Spring 2011 (1 section)
 - Summer 2011 (1 section)
 - Fall 2011 (4 sections)
 - Management 852: Entrepreneurship, New Ventures
 - Fall 2007, Developed new course and lesson plan
 - Spring 2008, First course offered in Management Department
 - Spring, 2009
 - Spring, 2010
 - Spring, 2011
 - Spring, 2012
 - Weekend MBA: Entrepreneurship
 - Summer 2009, Developed new course offering and lesson plan
 - Fall 2009, First course offered in WMBA program (2 cohorts)
 - December 4, 2010, Started 1 of 3 cohorts for 2011 graduates
 - February and March 2011, 2 cohorts
 - December 3, 2011, Started 1 of 3 cohorts for 2012

GLOBAL ORANGE DEVELOPMENT, LLC, dba BIGGBY COFFEE - EAST LANSING, MI

03/06 – 08/07

VICE PRESIDENT OF FINANCE

- ✓ Created a full business and financial plan to recapitalize company for growth. Successful in obtaining term sheets for \$6M in capital investment
- ✓ Responsible for annual/quarterly budget process
- ✓ Designed Great Plains Accounting Software and implemented conversion from Creative Solutions Client Bookkeeping Solution
- ✓ Responsible for all accounting, payroll, treasury, HR and other administration functions
- ✓ Responsible for IT planning and implementation for 65+ franchise operations
- ✓ Initiated the design and implementation of automated daily franchisee reports
- ✓ Responsible for risk management

KISMETIC ENTERPRISES EAST, LLC - OKEMOS, MI

09/99 – 03/06

BUSINESS CONSULTANT

- ✓ Provided CFO duties for clients
- ✓ Strategically and operationally prepared companies to raise capital
- ✓ Prepared business plans, financial plans and internal operating documents for clients
- ✓ Grew company to 5 employees working on various projects around the country
- ✓ Prepared documents and analysis for strategic acquisitions, led entire acquisition process
- ✓ Provided due diligence plan and implementation

VOYAGER.NET - EAST LANSING, MI

10/97 -09/99

CHIEF FINANCIAL OFFICER / CHIEF OPERATING OFFICER

- ✓ Created business plan that enabled the company to raise a \$70 million credit facility
- ✓ Prepared and delivered financial projections, presentations, follow-up calls and due diligence information
- ✓ Created corporate goals and objectives
- ✓ Acquired and integrated 24 companies in 2 years
- ✓ Managed all operational functions of the company
- ✓ Completed IPO July, 1999, enabling the startup of Kismet Enterprises East, LLC

NEXTEL COMMUNICATIONS, INC. - SOUTHFIELD, MI

02/94 -10/97

DIRECTOR OF FINANCE, GREAT LAKES REGION

- ✓ Responsible for control of \$300M capital deployment over 3 years
- ✓ Managed all regional finance, accounting and information technology functions
- ✓ Accountable for all budgeting, planning, and forecasting functions of the Midwest Region
- ✓ Managed 15 professional accountants and financial analysts
- ✓ Worked for 6 months in Washington, DC as the Director of Market Planning and Analysis

YCENTER OF BATTLE CREEK - BATTLE CREEK, MI

06/93 -02/94

CONTROLLER

- ✓ Responsible for all accounting functions, budgets, forecasts, and treasury functions
- ✓ Responsible for creating financial plan to steer company to positive cash flow

MCCAW CELLULAR COMMUNICATIONS, INC - SACRAMENTO, CA

09/89 – 02/93

BUSINESS MANAGER promoted from FINANCIAL ANALYST, CA/NV REGION

- ✓ Accountable for budgeting, planning and forecasting for the region and the district
- ✓ Prepared Ad-hoc and monthly recurring reports for operations
- ✓ Managed inventory levels and inventory control

WESTERN FARM CREDIT BANK - SACRAMENTO, CA

02/87 -09/89

MORTGAGE LOAN ACCOUNTANT

- ✓ Prepared payoff letters, interest rate calculations, mortgage accounting functions
- ✓ Created new budget model for the company
- ✓ Prepared reports for the Board of Directors

FIRST INDEPENDENT TRUST COMPANY, SACRAMENTO, CA

02/86 -02/87

BUDGET ANALYST

- ✓ Created new budget model and budgeting process for whole company
- ✓ Created operational reports for CFO to gain efficiencies in the company

EDUCATION**UNIVERSITY OF WISCONSIN-MADISON, MADISON, WI**

Bachelor of Science, Economics, 1986

WALSH COLLEGE, TROY, MI

Master of Arts, Economics, 2005

VOLUNTEER ADVISORY APPOINTMENTS

Board of Directors – Ronald McDonald House of Lansing, Michigan (2001-2007)

Board of Advisors – Maximum Communications, Inc., Minneapolis, MN (2008, 2009)

Enliven Software, East Lansing, Michigan (2008, ongoing as needed)

Artemis Software, Inc., East Lansing, Michigan (2008)

Michigan State University Federal Credit Union, Marketing and Communications Committee (2011/2012)

INTERESTS

Competitive cycling, computers, new business startups, technological innovation, boating and tennis

AWARDSCircle of Excellence, McCaw Cellular Communications, Inc. Winner 4th Quarter, 1990

1990 Annual Winner, Trip to Banff, Canada