

SUMMARY

Experienced legal advisor and business partner with broad expertise. Combination of large law firm and corporate experience, from smaller public to global Fortune 25 companies. Noted for curiosity, clear thinking, communication, integrity, and a practical legal approach to business challenges and opportunities.

Collaboration: Sought out by sales, marketing, operations, human resources, engineering, product development, and project management teams to assess strategies and risks, identify opportunities, and implement practical solutions to drive business priorities. Earned a reputation for educating and empowering business colleagues and, in their words, making them better at what they do.

People leadership: Effective at both direct management and indirect management by influence. Lead global legal functions and cross-functional non-legal teams.

Breadth of experience: Advise businesses across wide range of products and services regarding sales and marketing, complex commercial contracts, risk management, corporate governance, intellectual property, licensing, compliance, international trade, construction services, project execution, acquisitions and divestitures, business integration, real estate, employment, and litigation management.

PROFESSIONAL EXPERIENCE

FONTG & HANSEN LLC, Kansas City, MO 2018 – Present
Business law firm representing local, national and international companies in a variety of industries, small businesses, entrepreneurial start-ups and individuals.

Of Counsel - Advise clients regarding business transactions, legal issues and provide outside general counsel services.

CLARCOR INC. (NYSE: CLC), Franklin, TN (based in Overland Park, KS) 2014 – 2017
Diverse \$1.4B global portfolio of filtration companies involving energy, oil and gas, engine mobile and industrial air filtration, and consumer-focused performance materials. Acquired by Parker-Hannifin Corporation (NYSE: PH) in 2017.

Assistant General Counsel

Provided strategic legal guidance enabling businesses to maintain and expand customer relationships and achieve profitability, innovation, and compliance goals while effectively managing risks.

- Structured and negotiated commercial contracts covering strategic relationships, sales, procurement, capital equipment, software licenses, patent and technology licenses, real estate, employment, restrictive covenants, and distribution.
- Led international trade controls compliance program, including process creation, implementation, and training, resulting in more reliable compliance processes, more efficient business practices, and improved collaboration among operating companies.
- Developed and implemented corporate policies that addressed legal risks and increased business efficiency.
- Conducted compliance investigations and recommended corrective measures, improving risk profile.
- Supported technology and innovation teams, enabling them to improve enterprise approach to protection of IP, including use of restrictive covenants, trade secret policies and practices, and patent strategies.
- Integrated acquired businesses, including conducting commercial and compliance training.
- Experienced with industrial and commercial product applications, including branded components for professional and consumer performance apparel and footwear applications.

GENERAL ELECTRIC COMPANY (NYSE: GE), Atlanta, GA (based in Kansas City, MO) 2004 – 2014

Senior Managing Counsel, GE Power & Water – Power Generation Services (2010 – 2014)

- Led legal team supporting \$3B Power Generation Services business, including complex long-term contracts for power generation product and service offerings, serving as North America region general counsel.

- Implemented risk assessment and mitigation measures for contractual offerings, resulting in preservation and enhancement of contract value, cost position, and business profitability.
- Served in leadership role for risk committee, assessing, recommending, and implementing mitigation measures for financial, project execution, product development, and contractual liability risks, which improved processes and enabled business to exploit additional opportunities.
- Provided legal and compliance guidance to senior management, finance, operations, and risk personnel.

General Counsel, GE Energy – Environmental Services Segment

Senior Counsel, GE Energy (2004 – 2010; positions held concurrently)

General Counsel:

Legal responsibility for \$450M global division, including industrial filtration, gas turbine inlet filtration, gas turbine performance optimization, and specialty membrane products and services.

- Led top-down and bottom-up compliance initiatives, resulting in improved leadership and employee engagement and a sustained commitment to culture of compliance and integrity.
- Guided business leadership regarding sales, sourcing, negotiations, dispute resolution, antitrust, compliance and investigations, acquisitions and divestitures, policy creation, process improvement, corporate governance, government contracting and management of international legal matters.
- Trained and developed personnel in commercial operations roles, expanding business capacity and creating opportunities for career advancement.

Senior Counsel:

Legal advisor for senior leadership teams across GE Energy business portfolio, including filtration, power generation, transmission and distribution, measurement and controls, and maintenance and repair services.

- Recognized by business leaders for excellence in commercial transactions and negotiations.
- Led integration and simplification of business acquisitions and global compliance initiatives, enabling businesses to make smart risk assessments and more aggressively pursue opportunities.
- Worked closely with product management, sales, and engineering/technology teams to assess product and application risks and competitive offerings, resulting in better contractual terms and improved ability to generate and maintain sales margins and exploit competitive advantages.
- Completed GE's Management Development Course.

BHA GROUP HOLDINGS, INC. (NASDAQ: BHAG; acquired by GE Energy), Kansas City, MO

1999 – 2004

Corporate Counsel

Corporate general counsel responsible for legal and risk management for \$200M public company with 10+ global manufacturing locations, engineering, sales, marketing, and distribution of filtration products, technical membranes for industrial and consumer applications and construction services.

- Created and implemented policies and advised business leaders and board of directors regarding compliance, risk management, contracting, corporate governance, and IP.
- Responsible for risk management, including insurance program, workers' compensation, and EHS.
- Managed commercial, employment, and IP litigation.
- Supported creation and sale of e-commerce business focused on consumer products.

MORRISON & HECKER, L.L.P. (n/k/a Stinson Leonard Street LLP), Kansas City, MO

1992 – 1999

Partner (1999); **Associate** (1992 – 1999)

General corporate and transactional practice representing both private and public clients.

EDUCATION

UNIVERSITY OF MISSOURI, Columbia, MO

J.D. (1992) – Associate Editor in Chief, Journal of Dispute Resolution

B.S.B.A., Finance & Banking and Real Estate, *cum laude* (1989)

AFFILIATIONS

Member of the Missouri Bar and Kansas Bar | Association of Corporate Counsel

COMMUNITY

Volunteer Youth Sports Coach | Boy Scouts of America