

Kim Sawyer

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Independent Board Member | Regulatory, Compliance, Audit & Risk Management | Disruptive Innovation | Product & Business Development | Startups | Gender Equality & Inclusion

Entrepreneurial business leader adroit in building and growing award-winning, innovative organizations in financial services/consulting and nonprofit sectors in the US and Portugal. Forward-thinking strategist with success launching two prosperous, sector-leading startups—spotting niche opportunities, applying disruptive innovation, and developing cutting-edge technology. Recognized with numerous accolades and honors for achievements in business and leadership, including one of the world's premier business award for women executives—Silver Stevie Award. Distinguished twice by *Fortune* for leading one of the 100 Fastest Growing Urban Businesses in America.

Career Milestones

- ▶ **Founder of The Locator Services Group, Ltd. (TLSG):** Built a highly successful fintech company, realizing hundreds of millions of dollars in unclaimed funds for large corporations held by government agencies, courts, and other businesses. PricewaterhouseCoopers LLC (PwC) acquired TLSG in 2017.
- ▶ **Creator of Connect to Success (C2S):** Brought concepts of entrepreneurship, corporate social responsibility and the advancement of gender equality to Portugal through the formation and leadership of C2S, a non-profit that provides innovative mentorship, training, and business networking opportunities to women entrepreneurs in Portugal through private public partnerships. Invited by Prime Minister of Cape Verde to expand to West Africa.
- ▶ **Visionary Leader and Innovator:** Developed a new market and value network by offering niche financial services to Fortune 500 companies. Established proprietary technology, which optimized service offerings thereby significantly increasing company revenues. Combined programs, best practices, entrepreneurial thinking, and the concept of corporate social responsibility to create a nonprofit serving more than 1,000 women entrepreneurs in Portugal.

Corporate & Non-Profit Leadership Experience

SPECIAL ADVISOR, INTERNATIONAL CORPORATE STRATEGIC ENGAGEMENT & PROFESSOR- Babson College |
Wellesley, MA 2019- Present
Ranked #1 college in U.S. in entrepreneurship by U.S. News & World Report and The Princeton Review.

Assists the college's executive team in developing international business opportunities and programing. Teaches a combined graduate and undergraduate International Consulting Experiential Program guiding students in analyzing and providing solutions to International (British, Bulgarian, Columbian, Israeli, Portuguese) SME's real business challenges. Leads corporate and government executive education courses on topics such as: negotiation, working across silos and corporate governance.

FOUNDER & PRINCIPAL STRATEGIST- Luminary Strategies | Boston, MA 2017- Present
Responsible for formulating and implementing long term strategic plans and novel programming for higher education institutions and executives and/or their businesses.

Developed an international experiential program for Babson College, Glavin Office of International Education progressing women owned business and SME's in Europe. Identifying and securing grant opportunities for a higher education institution. Other clients include EY and a European Venture Capital firm.

CEO & GENERAL COUNSEL – The Locator Services Group, Ltd. NKA PwC | Boston, MA 1994- 2017
Industry leader in corporate asset recovery for Fortune 500 companies. Acquired 2017 by PricewaterhouseCoopers LLC (PwC).

Established and directed a novel fintech business, working exclusively with the largest North American corporations to obtain unclaimed assets. Built an executive team and managed P&L, operations, business and product development, and client services. Engaged by PwC post-acquisition as a consultant to assist with the transition, conceptualize new technologies to create process efficiencies, to co-direct business development and provide overall strategic direction to the national practice that acquired TLSG.

Selected Achievements

- Achieved an 18% average annual growth rate over past 10 years and achieved normalized EBIDTA of 60% throughout the last five years. Received \$40M+ in 2017 for TLSG's Fortune 500 clients.
- Successfully negotiated company's sale to PwC.
- Argued and won a landmark case in the Vermont Supreme Court.
- Served as member of the Treasurer the Commonwealth of Massachusetts transition team in 2011. Substantially contributed to the drafting of the Commonwealth's Unpaid Check Fund Regulations, and other statutes and policies.

FOUNDER AND EXECUTIVE DIRECTOR – Connect to Success (C2S), US Embassy | Portugal 2014 – 2018
Non-profit dedicated to building the Portuguese economy through the growth of women owned businesses.

Founded C2S to develop and strengthen women-owned businesses (WOBs) and advance gender equality in Portugal. Applied knowledge gained as a business owner in the US to position Portuguese women for success, eliminate barriers, and better connect women to the business ecosystem. Developed three formal initiatives: a corporate mentoring program that matches WOBs, for a year, with subject matter experts from the largest corporations; an MBA/Masters consulting program, which enables WOBs to get a specific business challenges addressed by teams of students over a semester; and workshops that develop the tangible and soft skills necessary to succeed. Initially hosted by the US Embassy Lisbon and the Luso-American the Development Foundation assumed leadership in 2017. Groomed successor.

Selected Achievements

- Grew number of women serviced to more than 1,000 in 3½ years with C2S potentially expanding to Africa.
- Delivered 72 workshops to 1500+ participants and established 128 corporate mentoring teams from the largest and best companies in Portugal to support 128 WOBs in developing sustainable business strategies and plans.
- Provided 300+ university students, from the top seven business schools in Portugal and the University of the Azores, with practical consulting experience significantly increasing their marketability following graduation.

VICE PRESIDENT & GENERAL COUNSEL – SeaQuest Partners Ltd. | Stoughton, MA 1993 – 1994
Firm representing individuals and businesses in identifying and recovering funds held by government agencies and courts.

Directed all legal, regulatory, and policy matters as well as product development. Accountable for assuring company's compliance with relevant laws. Played a key role in company's risk management, financial and strategic planning.

Selected Achievements

- Pioneered a record-sharing program with the US Treasury, recovering billions of dollars to potential clients by presenting a novel interpretation of the Competitive Equality in Banking Act and the Freedom of Information Act.
- Participated in drafting of the 1995 Uniform Unclaimed Property Act.

ASSOCIATE ATTORNEY – Parker, Coulter, Daley & White | Boston, MA 1992 – 1993

Managed insurance coverage issues specializing in directors' and officers' liability, including investment and banking matters concerning complex securities and transactional litigation.

COUNSEL TO THE COMMISSIONER – Massachusetts Department of Revenue | Boston, MA 1991 – 1992

Represented the Commonwealth of Massachusetts in the United States Bankruptcy Court for the District of Massachusetts and the Appellate Tax Board.

Independent Board Service

BOARD TRUSTEE – American University in Bulgaria (AUBG) | Blagoevgrad, Bulgaria 2022-Present
AUBG is a small liberal arts college outside of Sofia, Bulgaria. Upon graduation students receive an international Bachelor of Arts degree, which is accredited in both the U.S. and EU.

Serves as trustee and a member of the Development and the Education Policy Committees.

BOARD MEMBER – The Initiative for a Competitive Inner City | Boston, MA

2020 – Present

The Initiative for a Competitive Inner City (ICIC) propels economic prosperity in under-resourced communities throughout the US by the creation and implementation of small business development programs.

Serves as a non-executive director and a member of the Finance and the Compensation Committees.

BOARD MEMBER – Ethic, a Wealth Bank | Boston, MA

2019 – 2021

Ethic, a Wealth Bank (“Ethic”) is a recapitalized nationally chartered bank regulated by the Office of the Comptroller of the Currency and the Securities Exchange Commission.

Served as a non-executive director and as Chairperson of the Marketing and Branding Committee and was a member of the Nominating and Governance Committee and Compliance, Audit and Risk Management Committee. Kim’s work at Ethic included equity and debt financing, restructuring, evaluating acquisitions, and a CEO change.

Education & Affiliations

Degrees

Juris Doctorate, Boston University, School of Law, Boston, MA 1988-1991 | Bachelor of Arts, Clark University, Worcester, MA 1984-1988

Certifications

The Women’s Business Enterprise National Council Executive Program, Dartmouth College, Tuck School of Business, Hanover, NH | Program on Negotiation, Harvard University, Cambridge, MA | Fellow, Ascent Leadership Program, Family Owned and Led Businesses and Founder Owned and Led Businesses | Leading with Finance, Harvard Business School Online Certificate Program, Harvard University, Cambridge, MA | Global Symposia for Entrepreneurship Educators, Babson College, Wellesley, MA

Bar Admissions

Member of the Bar of the Commonwealth of Massachusetts | Member of the Bar of the State of New York | Admitted to Practice before the United States District Court for the District of Massachusetts | Admitted to Practice before the United States District Court for the Northern District of Oklahoma

Organizations

Center for Women and Enterprise, Appeals Board | Dress for Success Lisbon | Women Impacting Public Policy | Women Presidents’ Organization | Women’s Insolvency and Restructuring Confederation | Leading Cities

Awards & Honors

The Locator Services Group Ltd.

- Named one of DiversityBusiness.com's **Top Businesses for 2016**. TSLG ranked as 3rd Top Women-Owned Business in Massachusetts and 84th in the US.
- Selected for a **SmartCEO Boston Brava Award**, which celebrates high-impact female businesses that combine an entrepreneurial spirit and giving back to the community.
- Recognized twice by Initiative for a Competitive Inner City (ICIC) and *Fortune* as one of the **100 Fastest Growing Urban Businesses in America**.
- Recipient of the **2014 WBENC-Certified Business of the Year by the** Center for Women and Enterprise. Award is granted to a "woman-owned business that has exhibited growth through innovation or strategic partnership."
- Named an **Enterprising Woman of the Year** by *Enterprising Women* magazine based on commitment to promote and support women entrepreneurs through mentoring programs and other community leadership roles.
- Awarded **Women’s Business Enterprise of the Year** by the Women’s Business Enterprise National Council, which recognizes top women entrepreneurs from around the world.

Connect to Success

- Presented with the **Special Recognition Award** for contributions to developing women entrepreneurs; presented by the **Trade Association of the European Business Angels**.
- **Honorary Member of Phi Lambda Beta**, a National Portuguese Honor Society.
- Recognized by the **European Diversity Awards** as the **Supplier Diversity & Inclusion Program of the Year**.
- Recipient of **The Silver Stevie Award for Women in Business** in the “Women Helping Women - Government or Nonprofit” category.

Selected Speaking Engagements & Presentations

- “*Were Your Values Meet Your Value Add*,” principal presenter, Webinar, Inner City Capital Connections, Boston, MA
- “*2021 AcceliCity*,” judge and mentor, global competition evaluating ventures utilizing smart city solutions promoting sustainability and equity, virtual.
- “*2020 Virtual Women Business Leaders conference*,” keynote panelist, Center for Women and Enterprise’s Annual Conference, virtual.
- Massachusetts Institute Technology (“MIT”), coach and evaluator, final business plan presentations, MIT Portugal Program, Cambridge, MA.
- “*Celebrating Women in Business*,” keynote panelist, CWE's Annual Women Business Leaders' Conference, Boston, MA.
- “*Paying it Forward*,” Pedro Pires Institute of Cape Verdean Studies, Summer Leadership Program, Bridgewater State University, Bridgewater, MA.
- “*American Tourism in the Azores, Turning Challenges into Opportunities*,” sponsored by Chamber of Commerce and Industry of the Azores and the University of the Azores, Ponta Delgado, Azores.
- TEDx Talk Viladocondewomen, “*Building Diplomatic Bridges*,” Vila de Conde, Portugal.
- “*Women in Science and Engineering*,” Técnico University, Lisbon, Portugal.
- “*How Women Can Make a Difference in the World Using Math, Science and Technology*,” IBM, Algarve, Portugal.
- Keynote presenter on entrepreneurship in the US at EMC Europe Middle East Africa and Portugal’s annual “*Stepping Up*” event, Lisbon, Portugal.
- “*The Women Effect – Rising Tide – Gender Lens*,” European Trade Association for Business Angels, Porto, Portugal.
- “*Women's Entrepreneurial Leadership*,” Stanton Chase, Lisbon, Portugal.
- Keynote address “*Turning Obstacles into Opportunities*,” Rhode Island College’s Institute, Portuguese and Lusophone Studies, Providence, Rhode Island.
- Panelist, “*When Women Thrive*” conference hosted by Mercer, Lisbon, Portugal.
- “*Women and Entrepreneurship in the U.S.*,” American Chamber of Commerce, Lisbon, Portugal.
- Panelist, “*Career Development*,” sponsored by the Boston Bar Association and the International Women's Insolvency and Restructuring Confederation, Boston, MA.
- Panelist, “*Supplier Diversity*,” Center for Women and Enterprise’s annual conference, Boston, MA.
- Speaker, “*Women in Leadership*” at the Women’s Leadership Conference hosted by United Parcel Service, Boston, MA.
- Featured subject matter expert at the Unclaimed Properties Professionals Organization’s conferences and at Thompson Reuters, PwC, Duff & Phelps, and Ryan Co, multiple locations, US.