

PHILIP H. DOTTEN

BUSINESS EXPERIENCE

GEORGE & COMPANY

May 2015 – present

Worcester, MA

Business Broker/Managing Director

George & Co. is one of the oldest and most respected M&A, Business Brokerage and business valuation firms in New England. Responsible for performing business valuations, consulting and business brokerage services to main street and middle market businesses. Area of expertise includes retailing, wholesale distribution, manufacturing, trucking and agriculture.

LITTLETON FARM & GARDEN, INC (Agway)

December 1991 – February

2015

Littleton, MA

President. Owner/operator

Founder/Owner of Littleton Farm & Garden, Inc.(LFG) a closely held family business operating four retail stores in central Massachusetts. LFG began operations in 1991 with the acquisition of a small underperforming store in Lancaster, MA and rapidly grew to a four store operation recording 6 million in sales. Responsible for all aspects of acquiring, growing and managing this multifaceted business.

UNITED COOPERATIVE FARMERS, INC

February 1979 – June 1991

Fitchburg, MA

General Manager Petmark - IOC (7/90 – 6/91)

Managed this wholesale division of United Cooperative Farmers as an independent operating company. Responsible for all aspects of this multi-million-dollar pet food distribution company.

Assistant General Manager – UCF (1/87 – 7/90)

As a member of the senior management team I had the principal responsibilities for retail store operations, wholesale pet food operations, wild bird seed operations, administrative functions and all of UCF marketing efforts as well as corporate responsibility for the performance of the company.

Director of Administration (3/84 – 12/86)

Responsible for all administrative, financial, accounting, computer and MIS functions as well as continued duties in retail store operations, wholesale dealer division and marketing and sales management.

Director of Marketing/Sales Manager (2/79 – 2/84)

Began here as Sales Coordinator when former employer was purchased by UCF. Was quickly promoted to Sales Manager, then Director of marketing. Responsible for all sales activities, marketing, dealer and retail store operations.

FARM BUREAU COOPERATIVE ASSOCIATION, INC.

November 1977 – February 1979

Waltham, MA

Purchasing and Store Operations Manager

Had purchasing and management responsibility for six retail stores, seed manufacturing plant, six liquid fertilizer facilities and a wholesale dealer division.

AGWAY INC.

1968 – November 1977

Waltham, MA

Retail Store Manager

Began while in high school with this fortune 100 farm cooperative organization, rising to assistant manager, then in 1975 to manager of its \$1,000,000 retail store operation in Waltham, Mass. Had full profit and loss responsibility for this profit center.

EDUCATION

Fitchburg State College, Fitchburg, Ma.

B.S. program studies in Business Management

Middlesex Community College, Bedford, Ma.

A.S. degree, with honors in Business Management

Other Schooling

US Navy: Financial records/Storekeeper Class A School

Agway Inc.: Retail Skills School, 1975 and 1976

Agway Inc.: Retail Sales Management School, 1977

Cornell University: Agribusiness Executive Program, 1983

AFFILIATIONS

Workers Credit Union, Fitchburg, MA – former Board Member, Vice Chairman, and Chairman of this 800-million-dollar financial institution for 16 years. Currently an Honorary Director.

Townsend Youth Soccer Association, Townsend, Ma - Founder and Past President

Purina Company, St. Louis, MS. – Past Member of the National Advisory Council

Agway Inc., Syracuse, NY – Past Member of the Management/Franchise Advisory Council

Southern States Cooperative, Richmond VA. – Past Member of the Dealer Advisory Council

North Central Mass Development Corporation, Fitchburg, MA – Former Loan review committee and Board Member

Massachusetts Licensed Real Estate Salesperson – Lic#9551886