



# Management And Board Of Directors

M I L E M E T E R

AUTO INSURANCE BUY THE MILE

MileMeter.com

## Chris Gay

### Chief Executive Officer, Board Member



Mr. Gay founded MileMeter in 2004 as a frustrated consumer who wanted to change the industry's status quo. Under his leadership

the company received approval for the first by-the-mile insurance policy form in Texas (and world), created new enterprise software systems for policy and claims administration, and MileMeter Insurance Company was licensed and admitted in Texas as a P&C insurance carrier via the Uniform Certificate of Authority Application regulatory process. He is an inventor or co-inventor for over 60 pending patent claims resulting from the company's business and software innovations.

Earlier in his career, Mr. Gay provided analysis for \$1 billion in leveraged real estate funds for Goldman Sachs/Archon Group, wrote software for media and financial companies, marketed and briefed future military concepts ranging from directed energy weapons to unmanned aerial vehicles, and worked in all phases of the consulting business.

A startup veteran, Mr. Gay received a BA in History with honors and a BBA in International Business with honors from the University of Texas at Austin.

## Tom McCall

### Chief Operating Officer, Board Member



Mr. McCall is a certified public accountant and certified internal auditor with 36 years of financial management experience in the insurance and

reinsurance industries, inclusive of 25 years of insurance holding company experience. He most recently served as the CEO of Old American County Mutual, where he grew the company in 15 years from \$63 million to \$500 million in annual direct nonstandard automobile premiums in Texas, and continues to serve as a Director on the Board and Chairman of the Government Affairs Committee. Prior to Old American, he variously served as CFO, SVP of Business Analysis, and VP of Corporate Audit during his 10-year tenure at the national multi-line insurance company Crum & Forster (Xerox subsidiary), for whom he worked on mergers, acquisitions, divestitures, budgeting and audits. He began his career at Coopers & Lybrand (now PriceWaterhouseCoopers) in New York, and during his 12 years of service rose to the position of Senior Manager. At Coopers & Lybrand he was responsible for financial audits and SEC reporting for insurance and reinsurance companies such as AIG, Constitution Reinsurance, Crum & Forster, Great American, MONY Re, and Unity Reinsurance Group. Mr. McCall earned a BSBA degree from Manhattan College in New York in 1972.

## Chris Armstrong

### Board Member

Mr. Armstrong has over 20 years of operational, turnaround and strategic management experience across manufacturing, basic materials, media, advertising, retail, and financial industries. He has served on previous company Boards and currently serves as EVP on the Executive Committee of the S&P 500 company Titanium Metals Corp (NYSE: TIE) in addition to his duties at Trinity River Advisors of which Mr. Armstrong is a Principal and co-founder. Previously, as a Senior Managing Director of FTI Consulting (NYSE: FCN) - the largest turnaround advisor in the United States - and as a Managing Director at PricewaterhouseCoopers, he specialized in the turnaround of underperforming businesses, including bankrupt debtor companies in North America and Europe. At the media company Thorn EMI (UK), he headed their Global Planning and Business Development function and thereafter worked with Schroder Ventures (UK) serving on the Board of one of their investments, Carlton Screen Advertising. Mr. Armstrong holds a B.A. in Economics with first class honors from the University of Central England in Birmingham.

## Doug Bryant

### Chief Technologist



Mr. Bryant has 11 years of experience creating technology solutions for the public and private sectors. His startup experience

includes founding and developing TridentForms, a web-based form and policy management system for insurance carriers, managing general agencies, and risk-retention groups; and leading GIS and mapping development for Space Technology Applications and Remote Sensing Solutions LLC. As a Java and Ruby software expert, Mr. Bryant has also consulted for national firms ICF Consulting and TransAmerica Insurance and contributed to several open-source projects, including commit access on the Drools Rules Engine (acquired by JBoss/Redhat). Mr. Bryant graduated from College of Charleston with a BA in Philosophy.

## Yves-Régis Cotrel

### Board Member

Mr. Cotrel has 31 years of experience as a successful manager and entrepreneur. As the SVP of Sales for Sofamor-Danek (NYSE: MDT), France, he developed the distribution network for the Middle East and Europe which contributed towards a successful \$3 billion merger with Medtronic in 1998. As the CEO and Founder of Exelor, France, he repeated his success by selling the medical device distribution company within 5 years. For the past 9 years, as the Founder and CEO of Le Quiétude Groupe, a real estate investment and operations firm with properties in Europe and China, Mr. Cotrel has grown the firm to \$110 million in revenue and 300 employees. He is currently a board member on several private equity funds: Le Quiétude Groupe, INNSEO, Compagnie Foncière Vermeil, Société Parc de la Plaine, and Cotrel Investissement Luxembourg. Mr. Cotrel received his Masters in Business Management from IAE Lille and his Bachelor of Law from L'Ecole de Notariat de Paris.

## Mark Gay

### Board Member

CEO at AgileCast, Colonel (USA, Retired) Mark Gay has 27 years of distinguished service in the Army leading combat organizations, coordinating international task forces, and strategic planning, in addition to 9 years of private industry experience building profitable Defense businesses. He has many years of experience as the civilian equivalent of a large company CEO/COO. As the Deputy Commander and Chief of Staff for Combined Task Force Provide Comfort in Incirlik (Turkey) he oversaw an 1800-person multi-national force charged with monitoring security and administering humanitarian relief throughout Northern Iraq. As the V Corps Deputy Corps Commander he oversaw 6000+ soldiers, and as the U.S. National Representative to Implementation Forces (IFOR) for Peace Enforcement in Bosnia-Herzegovina, he coordinated IFOR leadership of the 32-nation Balkan coalition and U.S. national headquarters in Hungary and Germany while operating from Zagreb (Croatia) and Sarajevo (Bosnia). Mr. Gay holds 3 post-graduate degrees, including a Masters in Public Administration from the University of Colorado; a Masters in Military Arts & Science from the U.S. Army School of Advanced Military Studies; and graduation from the Air War College and Joint Forces Senior Staff College. Awarded a Bachelor of Science in General Engineering (Dean's List) from the United States Military Academy at West Point, Mr. Gay also graduated with Honors from the U.S. Army Command and General Staff College and U.S. Marine Corps Amphibious Warfare School.

## **John McKinney**

### **Claims Administrator, Board Member**

Mr. McKinney is a P&C insurance executive with 25 years of industry experience in multiple markets, including over 18 years managing claims in both high-growth companies, runoff, and TPA situations. He founded Endeavor General Agency and grew it to \$12 million in annual written premiums and 25 employees within 5 years. Prior to Endeavor, Mr. McKinney co-founded American Recreational Markets GA and grew it to \$50 million in written premiums over 16 years. He has also consulted on claims and underwriting matters for Home State County Mutual, CNA Re, Vesta Fire, State & County Mutual, and Fred Loya Insurance. Mr. McKinney received his BS in Aviation Technology from American Technological University, and was a Captain in the US Air Force Reserves.

## **Tom Wallace**

### **Board Member**

Mr. Wallace represents The Compass Global Fund on the company's Board of Directors. He has over 38 years of financial experience. Mr. Wallace began his career as an agent for the Mass Mutual Life Insurance Company, and later founded a wealth management company which he merged into Memphis' CSG in 1990 and continued to run as the Partner of the Private Investment Group for four years. In 1994 he founded Compass Financial Advisors, a diversified wealth management company and registered brokerdealer. He holds the Chartered Life Underwriter (CLU), Chartered Financial Consultant (ChFC), Certified Investment Management Analyst (CIMA), and Certified Investment Strategist (CIS) designations and also maintains his General Security Series 7, Series 63, and Principal Series 24 securities licenses. He is a former President of the Cystic Fibrosis Foundation and also former member of the University of Memphis' Board of Directors. Mr. Wallace graduated from the University of Memphis with a Bachelor of Science.



AUTO INSURANCE BUY THE MILE

**Address:**

1700 Pacific Avenue

Suite 2400

Dallas, Texas 75201

(972) 701-9300

**Media and Press Inquiries:**

Cynthia Pharr

C. Pharr & Company

(972) 931-7576 Ext. 24

[cynthia@pharrpr.com](mailto:cynthia@pharrpr.com)