

Gregory R. (“Greg”) Nelson, Sr.

SUMMARY

Self-made entrepreneur and collaborative team-building leader who, sans medical education, co-founded and led two orthopedics companies to highly successful, national and global renown. Subsequently co-founded, with a private equity firm, and led a multi-business orthopedics company that, through targeted acquisitions and organic growth, carved out a coast-to-coast national footprint. Civic-minded, faith-based philanthropist who enjoys serving and mentoring others. Strategic thinker. Bold innovator. Devoted family man.

CAREER EXPERIENCE

Boys & Girls Clubs, Carlsbad / San Dieguito / Carlsbad, California; 1959-1980

- Joined Carlsbad Boys Club as nine-year-old member in 1959. Hired as part-time janitor in 1961.
- Appointed Athletic Director in 1967. Elevated to Special Trainer at San Dieguito Boys Clubs in 1970; quickly promoted to Branch Manager, then Assistant Executive Director.
- Named temporary Executive Director of Boys & Girls Clubs of Carlsbad in 1975, charged with turning around the organization in desperate need of physical and financial rejuvenation. After leading a team to renovate and revitalize the Club and its finances through innovative programs and aggressive fundraising, promoted to permanent Executive Director in 1977.
- Resigned in 1980 to focus full-time on DonJoy. Later joined the Board and served a term as President.

DonJoy, Inc. (now DJO Global), Carlsbad / Vista, California; 1977-1995

- Co-founded what would become a cutting-edge manufacturer of orthopedic braces product lines. Today, DJO remains the world’s largest manufacturer of knee braces.
- Helped build and lead a winning team with an energetic championship mentality to develop unique product lines, expand distribution networks, increase brand recognition and catapult sales.
- Ten years after company’s humble inception, with DonJoy now generating revenue in excess of \$1 million per month, co-sold to Smith & Nephew for \$23 million in 1987. Remained President until 1995.

BREG, Inc., Carlsbad, California; 1987-2003

- Co-founded eponymous company with Brad Mason (BR for Brad; EG for Greg) and other key industry professionals, focusing initially on developing orthopedic rehabilitation products, including the widely popular Therapy Kits and revolutionary Polar Care Cold Therapy product lines.
- Initially served as Chairman of the Board. After resigning as DonJoy President in 1995, expanded duties with BREG; focusing on strategic planning and increasing global market share; surmounting healthcare industry challenges; successfully competing head-on with DonJoy for distribution and sales.
- Co-sold what began as a modest start-up to Orthofix International for \$150 million in 2003. Took hiatus to pursue business and philanthropic activities.

United Orthopedic Group, Inc., Carlsbad, California / Dallas, Texas; 2007-2014

- Purchased Bledsoe Bracing Systems and co-founded United Orthopedic Group (UOG) with partner, Essex Woodlands Healthcare Ventures. Served as CEO and Chairman of the Board. Created and led high-level management team.
- Developed medical and service divisions. Directed strategy of internal growth and external acquisitions to complete sea-to-sea footprint of 23 operating locations as of 2012, stepping down that year as CEO.
- As Chairman of the Board, was instrumental in effecting the merger of UOG and BREG, Inc. At the time of merger, UOG annual revenues were nearly \$100 million. Retired in Fall 2014 to forge new opportunities.

Gregory R. (“Greg”) Nelson, Sr.

BOOKS

- Author, *Half Time ... A Book of Poetry About Winning Attitudes, Thankfulness, Family, Children, Love and God*, 2006.
- Editor-in-Chief, *Over 75,000 Served ... A Chronicle of the Boys & Girls Clubs of Carlsbad*, 2014.
- Author, *SHIRTS & SKINS ... Teaming Up for Success, in Business and in Life*, 2015.

SELECTED ACCOLADES

- Recognized as Boys & Girls Clubs of Carlsbad “Boy of the Year,” 1965.
- Honored by City of Carlsbad as “Citizen of the Year,” 1991.
- Named Boys & Girls Clubs of Carlsbad Lifetime Honorary Board Member, 2005.
- Received inaugural “Philanthropist of the Year” Award from Carlsbad Chamber of Commerce, 2006.
- Inducted into the Boys & Girls Clubs of America National Alumni Hall of Fame, 2008.
- Inducted as co-founder into the North American Orthopedic Educational Society (NOES), 2013.
- Honored by Boys & Girls Clubs of Carlsbad with gymnasiums named “Greg Nelson Gyms” at Village Branch, 2001; Bressi Ranch Clubhouse, 2013.

MAJOR PHILANTHROPIC ENDEAVORS

- Initiated annual “Hoopla!” fundraiser for San Diego State University Aztecs Men’s Basketball program, 1993.
- Donated 5.42-acre parcel to build Daybreak Community Church and served as Chairman of the Building Project, 2004.
- Jumpstarted construction of new Boys & Girls Clubs of Carlsbad Bressi Ranch Clubhouse with \$1 million donation, 2004.

PERSONAL INFORMATION

- Lifelong Carlsbad resident.
- Married to Barbi since 1982. Four children. Five grandchildren.
- Owner, Gregorio’s Italian Restaurant, Carlsbad.
- Interests include golf, basketball, poetry, bible study, career coaching and personal mentoring.

EDUCATION

- Carlsbad High School, 1967.
- MiraCosta College, 1970.

For more information, visit http://en.wikipedia.org/wiki/Gregory_R_Nelson_Sr.
