

SALLY SMITH - PRESIDENT & CHIEF EXECUTIVE OFFICER



As President and Chief Executive Officer of Minneapolis-based Buffalo Wild Wings, Inc., Sally J. Smith leads one of the nation's fastest-growing restaurant chains, which includes nearly 1,800 restaurants in the United States, Canada, Mexico, Saudi Arabia, the United Arab Emirates, and the Philippines. Franchised restaurants in Panama, India and Vietnam are expected to open in 2016. In 2015, Buffalo Wild Wings' system-wide revenue was \$3.6 billion.

Smith joined Buffalo Wild Wings as Chief Financial Officer in 1994 when it was a chain of 35 restaurants, mostly in Ohio. With her keen financial and leadership skills and a healthy dose of tenacity, Smith worked to establish a sound infrastructure and build the talented team that has helped the company grow from a regional chain to a thriving national and growing international brand. In 2003, Smith led the company in its initial public offering, raising more than \$50 million which has helped fund the company's exceptional growth.

The restaurant industry has recognized Smith's outstanding achievements and leadership: She has been the recipient of the industry's highest awards, including the Multi-Unit Foodservice Operators (MUFSSO) Operator of the Year Award (2010) and the Gold Plate Award (2009), presented by the International Food Manufacturer's Association (IFMA).

Other honors earned by Smith include: Nation's Restaurant News Power List Top Ten 2014, 2015 and 2016; CNN Money The Best CEOs of 2014, Twin Cities Business Outstanding Director Award in 2014, Twin City Business Hall of Fame in 2012, and Minneapolis/St. Paul Business Journal Women in Business Career Achievement Award for 2010, among many other awards.

Prior to joining Buffalo Wild Wings, Smith sharpened her business acumen with positions at the international accounting and consulting firm, KPMG, LLP, and during her 11 years at the national franchise company, Dahlberg, Inc. (now Miracle-Ear, Inc.), where she ended her tenure as Chief Financial Officer.

A native of Grand Forks, North Dakota, Smith is a graduate of the University of North Dakota with a Bachelor of Science degree in Business Administration and Accounting, and she is a CPA. She served as the 2011 Chairman of the National Restaurant Association Board of Directors. She is a director of Alerus Financial Corporation, Allina Health System, and Hormel Foods. Smith is also a member of World Presidents' Organization and Women Corporate Directors.

STATS:

FAVORITE FLAVOR

Spicy Garlic®

FAVORITE SPORT

Golf

