

Career Highlights

- \$70 million debt restructuring, amongst consortium of 5 lenders, to support expansion / working capital needs.
- Managed \$30 million tornado loss insurance claim.
- Assisted owners in succession planning and exit strategies.
- Streamlined/accelerated financial reporting process with detailed job-costing support.
- Rebuilt operational and processing controls.
- Developed 5 year strategic plan with supporting semi-annual budgets with emphasis on cash flow.
- Restructured internal finance and administrative areas resulting in significant reduction in head count.
- Enhanced monthly bank compliance reporting and Board of Directors information reporting packages.
- Developed annual business plans including market assessments, competitor analysis, business objectives, detailed financial plans and capital expenditure requirements. Implemented a full business planning process focusing on comprehensive business aspects including market review, short and long-term objectives, internal and external business factors, as well as financial goals and objectives.
- Led Sales & Marketing initiatives in conformity with strategic and tactical plans.
- Revised financial and management reporting practices including establishing key performance indicators (metrics). Worked on various systems development projects and system improvement initiatives. Developed numerous PC-based management tools.
- Fostered enhanced communication between clinical and administrative segments of not-for-profit entity resulting in operational efficiencies and cost reduction.
- Enhanced all accounting functions within the company. Emphasized overall focus on maximization of EBITDA, free cash flow and IRR in managing the business and making investment and growth decisions. Involved in total revamp of the company's group medical program, property insurance and 401(k) plan.

Summary of Qualifications

Forty-four (44) years of experience in financial management, specializing in the retail and service industry sectors. Has held senior management positions (CFO/Controller) in large/small, public/private, corporate/division and domestic/international firms. He earned his undergraduate degree from Duke University in Economics & Psychology and his MBA from Fordham University in Accounting & Finance.

Recent Experience

CFO4FLOW LLC

[A consulting practice for start-ups and turnarounds of retail and service companies, specializing in Cash Flow Management, Process Redesign, Cost Control, KPI Reporting and Strategic Planning]

Buckeye Egg Farm – Chief Financial Officer

[Ohio's leading (nation's 4th largest) \$100 million closely held egg producer]

Nationwide Furniture & Mattress Warehouse – Chief Financial Officer

[Closely held, 90 store, \$150 million manufacturer/retailer of promotional furniture, with operations in the U.S and Canada]

The Limited, Inc. – Vice President/Controller - Victoria's Secret Stores Division, Limited Stores Division and Lane Bryant Division

[A \$7.5 billion Specialty Store Retailer]

May Department Stores Co. - Assistant Controller - Financial Accounting, Budgeting & Analysis - Caldor, Inc. Division

[Dept. Store Retailer]

Associated Dry Goods Corporate Office, New York, N.Y. – Staff Accountant

[Dept. Store Retailer]

Federated Department Stores, Inc. - Manager - Expense & Merchandise Statistics - Abraham & Straus Division

[Dept. Store Retailer]

Education

MBA, Accounting & Finance, Fordham University, 1984.

BA, Economics & Psychology, Duke University, 1976.

Personal Information

Born: 8/15/1954

Three children