

SENIOR FINANCE EXECUTIVE

Operationally focused senior finance executive. Accomplishments in organization restructuring, financial and strategic planning, treasury/cash management, and operational improvements in both domestic and international markets for public and private companies.

Select Career Highlights

- Designed one-year **operational turnaround** to profitability (\$75 million loss to \$10 million profit).
- Reduced **debt obligations** by \$300 million (or 40%) over a three-year timeframe.
- Planned **real estate divestitures** totaling \$220 million or 20% above target cash flow projections.
- Successfully **negotiated sale and divested** four companies. Acquired one company and integrated several into consolidated operations.
- Areas of Expertise include:

Profit Forecasting	Mergers & Acquisitions	Corporate Restructuring
Strategic Planning	SOX/Internal Controls	Employee Development
Cash Management	Board Presentations	Teambuilding

Apparel Company – Irvine, CA

2006 (Jan.) – 2007 (March)

Worldwide licensor of swimwear/sportswear products

Chief Financial Officer – Worldwide

- Completed Goodwill and Other Intangible Assets review (SFAS #142) leading to eventual sale of company. Led financial due diligence, including comprehensive financial statement preparation and purchase and sale agreement contract review. Actions facilitated timely close of transaction.
- Led Op's post transaction close integration efforts with NYC-based Iconix Brand Group – resulted in seamless transition of responsibilities and obligations to Iconix.
- Acted as primary Interface with private equity firm (initial sellers of Op to Warnaco Inc. in 2004) – all ongoing business items were resolved without intervention.
- Reviewed, evaluated, and recommended two new licensees – added incremental 5% royalty.
- Restructured financial reporting to improve cycle time and in-depth analysis. Actions resulted in more timely management decisions while utilizing existing staffing levels.
- Developed and presented strategic business plan/alternatives and budget, including comprehensive review of cost drivers and planned efficiency actions. Plans and budget approved as presented.

STRATEGIC FINANCIAL CONSULTING – San Clemente, CA

2002 – 2005

- Developed financial budgets; identified and implemented cost reduction actions and working capital improvement actions; assessed internal controls consistent with Sarbanes-Oxley {SOX} legislation; implemented actionable recommendations to address internal control gaps.
- Clients included:
 - Biolase Technology (Nasdaq: BLTI) – a \$60 million manufacturer of dental lasers.
 - TRC Companies, Inc. (NYSE: TRR) – a \$375 million engineering services company.
 - ICON-International, Inc. – a \$500 million corporate barter/trade company owned by Omnicom (NYSE: OMC).
 - Deloitte & Touche USA LLP – a professional services firm.

Automotive Company

1985 – 2002

Pacific Bay Properties and Homes – Newport Beach, CA

A \$325 million residential homebuilder and commercial real estate development subsidiary of Ford Motor Company

Chief Financial Officer (2002)

- Successfully directed due diligence efforts for \$220 million of real estate divestitures – simultaneous transactions completed ahead of schedule and above target cash flow projections.
- Single point of contact for all financial and business matters as Ford Motor Company on-site representative. Actions resulted in significantly improved communications and issues resolution with parent company.

Automotive Company – Continued

Mazda North American Automotive Operations – Irvine, CA

A \$7 billion automotive distribution company controlled by Ford Motor Company

Director, Financial Analysis, Administration and Treasury (1998 – 2001)

- Architect and mainstay of \$85 million cost reduction and profit improvement plans – actions resulted in a turn-around from \$75 million loss to a \$10 million pre-tax profit.
- Reduced debt obligations by \$300 million (40%) through working capital and cash flow improvement actions. Negotiated all long/short-term debt instruments required by the business.
- Led cross-functional team in successful acquisition of Mazda's last independent distributor (12% of sales) and divestiture of remanufacturing powertrain operations.
- Achieved 45% reduction in non-production purchasing supply base (versus 25% target) while saving \$4 million annually.

Manager, Light Truck Pricing - Marketing Strategy (1996 – 1997)

U.S. Sales Operations – Dearborn, MI

- Implemented regional profit reporting systems in combination with strategic pricing and marketing plans to drive revenue increases of 25%.
- Developed and implemented introduction price proposal for 1998-model Lincoln Navigator. Results included the highest lease-end residual value as rated by *Automotive Lease Guide*.
- Appointed chairperson of cross-organizational personnel development committees. Assessed career potential and promotion opportunities for over 200 management role finance employees.

Manager, Worldwide Strategic and Business Planning (1994 – 1995)

Automotive Components Division – Dearborn, MI

- Appointed to cross-functional leadership team that integrated three operating divisions into one combined entity. Improved productivity by 20% compared with prior levels.
- Established and managed benchmarking alliances with outside companies, including assessment of overall product and process competitiveness.

Supervisor, Manufacturing and Administrative Analysis (1992 – 1993)

North American Automotive Operations – Dearborn, MI

- Provided financial guidance to the largest North American manufacturing operations on issues relating to profitability, cost reductions, and financial reporting.
- Managed development of multiple fixed cost reduction initiatives and worked to drive cost improvement actions throughout operations; reported status monthly to executive management.
- Led redesign and re-engineering of the company's U.S. hourly and salaried labor economics cost reporting system. Action resulted in a more robust financial reporting system and process.
- Prepared quarterly management reports in support of corporate Japanese joint venture partnership, including providing support to audit committee and its members.

Other Ford Motor Company experience includes various finance positions held with exposure to revenue, manufacturing costs, variable cost control, capital spending, and program profitability. (1985 – 1991)

EDUCATION

Master of Business Administration, Finance and Accounting – 1985

Katz Graduate School of Business

University of Pittsburgh – Pittsburgh, Pennsylvania

Bachelor of Arts, Finance and Labor Relations – 1984

University of Pittsburgh - Pittsburgh, Pennsylvania

AFFILIATIONS

Member, Board of Director's – HR Network, Inc.

Chairperson – Financial Executive Networking Group (FENG), Orange County Chapter