

Extensive hands-on finance experience in high profile corporate finance positions since receiving an MBA from Texas A&M University. Experience in corporate finance ranging from work at world-wide corporations (including Disney and EMI Records) to public and private start-ups. Worked in and responsible for:

- Business Planning & Analysis
 - Financial Reporting
 - Budget Development
 - M&A / Contract / JV Analysis
 - Strategic Planning
 - Cost Reduction & Avoidance
 - Startups
 - Integrated Financial Model Development
 - Data Mining / Analysis
 - Accounting/GL Management
 - Leveraging Technology to Automate and Improve Processes
 - Staff Selection & Leadership
 - Process Redesign & Change Mgmt
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PROFESSIONAL EXPERIENCE

ALTERED IMAGES DESIGN, INC. (startup), Bellevue, WA – 2013 to Present

Director

- Responsible for all corporate financial matters: Business planning/forecasting, banking, tax reporting.
- Developed and successfully marketed an award winning children's educational product line (and other products), obtained TM, Copyrights, UPC registrations, completed CPSC compliance testing, manufacturing the products in China, had product shipped to US and marketed them.

KING & ASSOCIATES, Bellevue, WA – 2009 to Present

- Conducted corporate financial consulting for clients of varying sizes and stages of development.
- Consulting Finance Manager for Online Game / company – including short and long term forecasting, ROI, accounting, royalties/licensing,
- Developed complex integrated financial forecasting models, business plans and presentations as well as analysis of marketing expenditures through print and online.
- Analyzed operations / obtained competitive bids for a media client – resulted in saving over \$850k per year.
- Created accounting and reporting systems for startup clients with integration of sales and expense data - greatly reducing time required to maintain their financials and provided greater detail as well as tools to better analyze the profitability of the business and manage inventory.

THE SEATTLE TIMES, Seattle, WA – 2008 to 2009

Finance Director: Planning & Analysis

- Responsible for Treasury, Financial Planning, Budgeting and Insurance. Managed a staff of eighteen.
- Developed short and long term forecasting, budget analysis, cash forecasting and bank covenant projections.
- Developed forecasts and analysis for Executive Management teams and BOD.
- Advised executive team of measures necessary to stay in compliance of bank covenants and improve EBITDA.
- Extensive change & process analysis of various company departments during a very challenging time for both the company and the industry. During this time over 30% of staff had been laid off in restructuring.

King & Associates, Frisco, TX (previously Irvine, CA) – 2002 TO 2007

Corporate Financial Consulting – 2002 to 2007

- Conducted corporate financial consulting for a number of large and small clients.
 - Two long term assignments included: VP Finance/Controller – eRXSYS (public start-up pharmacy specializing in digital processing of prescription pain medications).
 - Developed integrated business growth / planning and budget models used in the Strategic Planning.
 - Responsible for Business Affairs, Human Resources and IT Project Management. Responsible for all internal and external (Investors & SEC) financial reporting, GL and cash management and developed accounting policies and procedures.
- Acting Controller for the Performing Arts Center of Los Angeles County
 - Performed reconciliation of, and improved reporting on restricted vs. unrestricted funds.
 - Developed Pledge Payments NPV and Bad Debt Reserve Calculation model.

GOLD CIRCLE ENTERTAINMENT (start-up), Santa Monica, CA – 2000 TO 2001

Vice President of Finance / Controller

- Responsible for all financial aspects of the Company including for month-end close and reporting to corporate.
- Direct responsibility for staff in Finance, Accounting, Royalties, Inventory, AP/AR and A&R Administration.
- Selected/implemented new accounting (MAS 90) and Royalty system and led system conversions.
- Developed reporting & control systems for Album Recording, CD Production, Marketing, Inventory and G&A.
- Implemented new PO system to properly account for and report on Marketing and Recording expenditures.
- Developed weekly and monthly management reporting packages.
- Recommended, directed and completed the consolidation of labels - greatly reducing overhead expenses.

HOLLYWOOD RECORDS (WALT DISNEY COMPANY), Burbank, CA – 1998 TO 2000

Director, Financial Planning & Analysis

- Responsible for all financial planning, M&A, deal analysis, budgeting and reporting of the company.
- Developed a comprehensive phased marketing budget system.
- Developed an extensive monthly financial management reporting book.
- Reduced the monthly inventory cost by over 75%, saving the Company \$200k per year. Developed initial production quantity review process, saving the Company over \$500k per year.

EMI RECORDS, 1991 to 1998

PRIORITY RECORDS (division of EMI Music), Hollywood, CA – 1996 TO 1998

Director, Financial Planning & Analysis

- Responsible for the financial planning, analysis and reporting of the company.
- Responsible for the development of comprehensive company budgets (P&L, Balance Sheet, and Cash Flow).
- Automated and improved accuracy of many of the financial reporting and forecasting functions through GL downloads and integrated spreadsheet/database models.
- Developed executive Financial Management Books and reduced publishing time to within 3 days of close.
- Developed Album Production Scheduling System, greatly improving efficiency and reducing time to bring albums to the market.

PRODUCT DEVELOPMENT, Hollywood, CA

- Developed and marketed (independently) a Release Profitability System (Visual FoxPro), which allowed the automated tracking of the profitability of every release in the catalog of a record company.

CAPITOL RECORDS (division of EMI Music), Hollywood, CA – 1991 TO 1995

Senior Director, Financial Planning & Analysis

- Responsible for financial planning and analysis of the company (forecasts, budgets & reporting).
- Artist, licensing, production, label, joint venture, and distribution deal analysis, as well as artist/release profitability.
- Responsible for the development of pricing for all special packages, box sets and videos.
- Developed a database based system in which sales could be reported and analyzed through downloads (by configuration, release, artist, repertoire) for the 1,500 active releases of the Company.
- Enhanced the extent of reporting and reduced the time required to produce the monthly financial reporting Management Book from over three weeks to less than one.

INTERNATIONAL TECHNOLOGY CORP., Torrance, CA – 1989 TO 1991

Senior Treasury Financial Analyst

EMI RECORDS / CAPITOL RECORDS, Hollywood, CA – 1988 TO 1989

Manager of Marketing & Promotion Financial Administration

Senior Financial Analyst

EDUCATIONAL BACKGROUND

MBA, in Finance & International Marketing - Texas A&M University, College Station, TX
BS, Delaware Valley University, Doylestown, PA