

PROFILE

Accomplished executive with extensive financial and operational leadership experience across start-ups, small businesses, and publicly traded companies. Proven expertise in financial statement preparation, analysis, forecasting, budgeting, and cash flow optimization. Adept at policy development, operational efficiency, and strategic growth. A results-driven leader with an entrepreneurial spirit, a track record of building and leading high-performing teams, and successfully navigating complex financial and operational challenges to drive sustained growth and profitability.

EXPERIENCE

Arclight Films International, Beverly Hills, CA

Chief Financial Officer / Chief Operating Officer 2009 – Present

Responsible for overseeing all financial and operational functions, including Accounts Receivables, Accounts Payable, Royalty-based Accounting and Auditing, General Ledger, Payroll, Cash Management, Information Technology, and Banking & Legal relationships for this international film production and sales agency with a library of over 250 titles and worldwide box office gross exceeding \$500M. Titles include the Oscar-winning *CRASH*, *LORD OF WAR*, *THE BANK JOB*, *HOTEL MUMBAI*, *THE PORTABLE DOOR*, *OH, CANADA*, and the Oscar-nominated *FIRST REFORMED*, starring Ethan Hawke and Amanda Seyfried.

Contributions Include:

- Oversaw all financial and operational aspects of the company, managing average gross revenues exceeding \$30M annually and overseeing \$250M in film productions and development.
- Led financial planning and analysis, including preparation of Financial Statements, Cost Reports, and monthly budget vs. actual variance analysis to optimize cash flow and profitability.
- Managed operations and accounting for multiple international entities and production companies.
- Developed and implemented a corporate strategy that returned the company to profitability within 12 months, erased negative equity within 24 months, and delivered record profits within 36 months.
- Spearheaded collection efforts, resulting in a 13% increase in net working capital.
- Streamlined operations, reducing workforce by 30%, cutting salary costs by 49%, and saving \$600K annually in overhead expenses.
- Reorganized the company's debt structure and negotiated a revolving line of credit to facilitate rapid growth and capitalize on acquisitions.
- Successfully closed over 25 movies with combined budgets exceeding \$325M.
- Developed finance plans for numerous films utilizing, equity investments, government subsidies, pre-sales, and other debt facilities.
- Reconciled financials and tax returns for multiple organizations across three countries.
- Negotiated agreements with producers, writers, directors, and talent.
- Directed all business affairs and outside counsel for corporate and production legal matters.
- Negotiated a \$50M finance facility for bridge lending with a long-term convertibility option to mezzanine financing.
- Co-architect of the Simmons/Hamilton production company with rock legend Gene Simmons.

Brand Sense Partners, Century City, CA

Corporate Controller

2007 – 2009

Responsible for daily operations of finance, IT, and human resources at this strategic new business development agency managing over 200 partnerships for Fortune 500 clients, generating approximately \$1.5 billion in retail sales across consumer products, media, technology, celebrity, and fashion industries.

Contributions Include:

- Developed and implemented systems that drove 20% revenue growth during an economically challenging market.
- Improved operational efficiencies, enabling financial/administrative resources to handle a 135% increase in client partnerships.
- Streamlined the quarterly reporting process, reducing quarter-end closing time from 45 to 15 days.
- Implemented short- and long-term cash flow forecasting models.
- Designed and implemented time allocation and tracking systems, providing monthly P&L reports for all active projects.
- Enhanced collection processes using both internal and external resources.
- Developed a tracking and reconciliation system for reimbursable expenses, providing real-time budget status.
- Led a successful IT infrastructure upgrade on time and within budget, improving system reliability and flexibility.

Reliance Finance Company, Beverly Hills, CA
Chief Financial Officer 2005 - 2007

Directed all aspects of financial management and operations for this direct lending institution, specializing in financing elective medical procedures nationwide with an \$18M portfolio.

Contributions Include:

- Increased profits by 59.4%, with a 50.2% increase in revenues.
- Negotiated a \$20M warehouse line of credit, enabling operational expansion and tripling the company's growth rate.
- Provided strategic and operational oversight during a period of rapid growth (126% growth from 2005 to 2007).
- Developed systems and improved efficiencies, enabling the portfolio to grow by 129%, with a focus on upgrading enterprise software, collections, training, and underwriting.
- Redesigned the collections department, reducing delinquency by 36% within 12 months.
- Reduced gross defaults by 71%, from 2.43% in 2004 to .68% in 2007.

GenesisIntermedia.com Inc., Van Nuys, CA
Corporate Controller 1999 - 2002

Directed financial systems, reporting, financial controls, and strategic planning for this publicly traded Internet/Media startup with over \$40M in gross revenues, named one of WallStreet.com's "40 Fastest Growing Companies" of 2000.

Contributions Include:

- Initiated monthly budget vs. actual variance analysis and recommended corrective actions to senior management.
- Secured \$10M debt financing for a startup subsidiary, based on a comprehensive 5-year revenue forecast.
- Identified and developed new business review strategies that resulted in the equity spinoff of Centerlinq.com, Dynamedia, and CarRentalDirect.com.
- Implemented statistics-based management and Six Sigma principles to improve operational efficiency in a rapidly growing environment.

ADB Industries, Burbank, CA
Chief Financial Officer 1988 - 1999

Directed all phases of financial management, as well as, participated in management of operations and manufacturing for this privately held aerospace company, manufacturing high-tech assemblies for commercial, military, and aerospace applications.

Contributions Include:

- Modernized production facilities, increasing factory capacity by 40% and implementing automated production lines, propelling the company's sales by 11%, and profits by 18% per annum, with equity jumping 119%.
- Redesigned financing arrangements to create a more flexible and efficient banking relationship.
- Reduced monthly financial statement preparation time by 50% and cut input labor costs by 25%.
- Developed an automated cost collection system, increasing accuracy by 17% and enabling better asset utilization monitoring.

EDUCATION

California State Polytechnic University, Pomona
B.S., Business Administration, concentration in Finance, Real Estate, & Law

University of LaVerne, LaVerne
M.B.A., concentration in Finance

Southwestern University of Law, Los Angeles
J.D. candidate, (currently on sabbatical)

BOARD MEMBERSHIP

International Film & Television Alliance (IFTA), Los Angeles, CA

Board Member (Executive Committee & Finance Committee) 2021 – Present

IFTA is the global trade association for independent film and television production, finance, distribution, and sales companies. The organization represents the independent sector before governments and international bodies, offering key services to independent companies worldwide. IFTA is also the producer of the American Film Market (AFM), the only independently produced international sales market, where hundreds of finance, production, sales, and distribution companies, along with thousands of professionals, gather annually for discovery, deal-making, networking, and world-class conferences.

Contributions Include:

- Provided strategic direction and input on budgets, monitored financial performance, and ensured fiscal responsibility.
- Collaborated with management to develop short- and medium-term strategies to navigate the pandemic and address the SAG/WGA strikes.
- Worked closely with board members and management to implement significant changes, restoring long-term profitability.