

MIDDLE MARKET/PRIVATE EQUITY/ VENTURE CAPITAL STRATEGIST

Trusted Adviser to C-suite leaders, recruited to turn around underperforming organizations. Demonstrated success across industries: logistics, automotive, hospitality, real estate, manufacturing, technology, emerging markets, and retail.

Business Strategist who manages complex business decisions and management crisis' using data and thought leadership to right-size businesses through divestiture, strategic mergers and acquisitions or orderly wind down of operations.

Thought Leader and Mentor known for realigning organizational vision, strategy, and operations to reflect industry best practices. Throughout career, built extensive training platforms and trained 100s of team members who have delivered exceptional results.

***Leverage processes and technology to support people.
Expand business reach. Drive growth. Change industries.***

Business Development ■ Mergers & Acquisitions ■ Turnarounds ■ Strategic Negotiations
Forecasting ■ Continuous Process Improvement ■ Standard Operating Procedures ■ Policy Development & Implementation
Corporate Development ■ Board Management ■ Change Management ■ Employee Engagement ■ Team Leadership

CAREER HIGHLIGHTS

PEREGRINE VENTURES; CHICAGO, IL

2021 – Present

Single Family office with a diverse portfolio of 90+ investments and direct management of 3 middle-market unique businesses in automotive, manufacturing and emerging market logistics. \$100M in AUM, Revenues > \$25M, 100+ employees

Chief Operating Officer and Chief Financial Officer

Provided high-level counsel to executive team regarding current investments and future viability of operating businesses. Implemented technology to support people and process to achieve real time reporting and "Monday morning" reports in a newly created FO structure. Led all month end, quarterly and annual financial reporting roll ups for the portfolio of investments including passive and active Investments. Oversaw development of (3) financial statement modeling, 13-week cash forecasts, and liquidity analysis. Restructured capital commitments implemented budget frameworks and Annual Operating Reports (AOP). POC for all stakeholders including: Family, family members, attorneys, lenders and fund asset managers. Managed all aspects of compliance and regulatory matters, including tax Matters and tax strategy.

Key Highlights by industry:

Automotive Industry Business Unit

- **Restructured \$50MM in secured debt through various strategic workouts.**
- Right sized and re-aligned an automotive operating unit as part of a Chapter 11 Bankruptcy filing. Managed all aspects of the filings and requirements through final bankruptcy decree.
- Delivered a 5-year strategic plan that will have the business poised to see double digit top and bottom line growth with the following key initiatives:
 - Established 3 new strategic partnerships (DRP)- increased revenue by 20%
 - Restructured all major contracts- increased margins by 5% along with increased NOI by 10%.
 - Implemented an ESOP resulting in 98% employee retention.

Manufacturing Business Unit

- **Managed the integration of a strategic acquisition (\$2MM) in the middle market manufacturing sector.**
- The newly combined company will have combined revenues of more than \$5MM.
- Restructuring of legacy business into newly combined entity resulted in the following improvements:
 - Customer retention and penetration- increased revenues by 50%
 - Divested of poor performing divisions and product lines- increased margins by 2.7%
 - Employee retention was 100%.

Logistics Business Unit

- **Managed acquisition and subsequent workout of a Logistics provider (\$7MM) in a highly regulated market.**
- Divested of 1 line of business- resulting in OPEX improvement of 2%
- Implemented processes and systems in the accounting department which provided greater visibility across all data platforms along with repurposing 4 FT accountants.

THILLENS INC.- CASH IN TRANSIT LOGISTICS; CHICAGO, IL

Portfolio company of a Private equity Group that focused on industries in hospitality, gaming and financial services. **2019 – 2021**

Interim Chief Financial Officer

Engaged by Private Equity Group to serve as Interim CFO and restore creditors', employees, and other stakeholders' confidence in businesses. Key highlights include:

- **Established sound business practices including business plan preparation, implementation of annual operating plans, SOP development and adherence, and Reporting and Compliance across several highly regulated industries**

Key highlights:

- Restructured an existing bank relationship consolidating a \$1BN credit facility with a single top tier Money Service Business Lender- improved margins by 2%.
- Reduced headcount and several un-profitable lines of business resulting in margin expansion of 7%.
- Established formalized accounting processes and procedures establishing trust with key customers and partners.
- Led all Compliance and Regulatory initiatives.

LIFESTART WELLNESS NETWORK; CHICAGO, IL**2018 – 2019**

Nation's largest corporate fitness and amenity management services provider. Operator of 200+ multi-tenant centers and on-site centers at corporate headquarters and satellite offices in the greater Chicago area.

Interim Chief Financial Officer

Executed strategy to strengthen corporate finances and business practices in preparation for imminent sale. Managed cross-functional team of 5 direct reports.

- **Recognized for transforming accounting department's overall performance and improving cash flow.**

Key highlights:

- Restructured multiple financial systems, focused on achieving cost containment initiatives.
- Collected \$1M in non-reimbursed expenses from clients, significantly improving organization's cash flow problem.
- Solidified P & L to maximize earnings in preparation for an acquisition. Company was acquired by Arch Amenities Group in 2020.

DMK RESTAURANT GROUP CHICAGO, IL**2007 – 2018**

Food and beverage restaurant chain with 14 restaurants in the greater Chicago area. \$14M in annual sales.

Chief Financial Officer

Served as financial operations subject matter expert. Offered hands-on leadership and counsel that pushed the company to achieve long-term financial success. Developed and refined corporate financial operations and improved accounting systems. Restructured business processes and procedures to align with best practices.

- Secured \$400K in annual savings by implementing a software application that increased profit margins by 2%.
- Sourced and implemented an analytics system that improved inventory management, reducing loss.
- Researched economic trends and market conditions to uncover new revenue opportunities, created and submitted financial forecasts that drove growth.
- Discovered and acquired opportunities to strengthen internal operations. Constantly innovated policies and procedures and trained the team on use and importance, successfully minimizing risks.

EARLY CAREER HIGHLIGHTS

FIELD CONTAINER COMPANY LP ■ Corporate Controller

2 years

KPMG- CORPORATE TRANSACTION GROUP ■ Senior Consultant

5 years

EDUCATION AND PROFESSIONAL DEVELOPMENT

Master of Business Administration (MBA) ■ DePaul University
Entrepreneurial and Small Business Operations

Bachelor of Science (BS): Accounting ■ University of Kentucky
Certified Public Accountant (CPA)

Technical Knowledge: Accounting, Financial Reporting, SEC Filings, Compliance, Corporate Tax Law, Due Diligence, Cash Flow Optimization, Microsoft Office Suite, QuickBooks, Netsuite, MDynamics and Sage

BOARD INVOLVEMENT AND PROFESSIONAL CONTRIBUTIONS

Member and Mentor: Chief

Trailblazer Award: Midwest Women in Cannabis, Nov 2023

Publications and Thought Leadership

How to Write a Business Plan ■ Accounting and Finance for Non-Financial Managers