

Daniel Emmons

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EXECUTIVE PROFILE

Accounting Management
Financial Modeling
Financial Analysis
Financial Reporting
Forecasting
Balance Sheet Evaluation
Cash Flow Management
Strategic Planning
Portfolio Analysis
P&L Analysis
Internal Controls
Corporate Finance Strategy
Payroll & Benefits
Team Building
Change Management
Recruiting and Hiring
Employee Training

Finance and Accounting Executive

Over nine years of accounting and finance management experience for multi-million dollar, multi-entity organizations. Skilled in executive-level strategic planning and corporate finance strategy development. Extensive experience in specialized real estate financial modeling, analysis, and reporting.

Change and Transition Leadership

Proven leader in corporate transition and change, including reorganization, consolidation, restructuring, turnaround, business model change, and integration. Built multiple new start-up financial services groups and developed new policies and procedures.

Process Improvements and Cost Reduction

Proven record of improving processes and consolidating functions – delivering significant cost savings and efficiency improvements.

PROFESSIONAL EXPERIENCE

GOLDMAN DEVELOPMENT CO. – Birmingham, Michigan

Real estate investment, management, and development company with residential communities, luxury condos, and commercial properties nationwide.

Executive Vice President of Operations (promotion, 6/2011-9/2012)

Chief Financial Officer (CFO) (promotion, 1/2011-6/2011)

Vice President of Finance (8/2010-12/2010)

Directed all finance and accounting activities for two parent companies, 38 operating entities, and 60 holding entities. Managed A/R, A/P, general ledger, a \$6.7M+ annual payroll, cash flow, financial analysis, reporting, purchasing, financial modeling, forecasting, debt management, and regulatory compliance. Led a staff of 11. Managed P&L for all operations, a budget of \$55M, and a \$400M+ portfolio.

- Led corporate transition and reorganization of accounting from a fragmented, outdated multi-location operation to an efficient, centralized financial services group. Rebuilt infrastructure and consolidated accounting functions – delivering a 15% savings in overhead company-wide.
- Built a new financial services group from the ground floor and recruited and trained all staff.
- Negotiated \$40.5M in new loans and \$100M+ in refinancing.
- Delivered a 12% reduction in operating expense within the first year by centralizing purchasing and stand-alone support of operation divisions that exploited scales of economy.
- Improved portfolio occupancy from 88% to 96% by partnering with a maintenance vendor to provide unit-turn/maintenance and by re-branding the company to reflect improved service levels.

Experience, continued

GLENCO DEVELOPMENT GROUP, LLC. – Bloomfield Hills, Michigan

A privately-held group of complex entities that acquire, develop, and operate multi-million dollar land investments in four states.

Corporate Controller (7/2007-8/2010, rehired)

Directed finance, accounting, internal controls, and treasury activities for parent company and multiple entities. Managed a \$20M department budget and P&L for this finance-driven company with \$350M in assets. Managed all financial modeling and pro forma presentations for projects and investments. Led corporate finance and debt strategy for \$165M in secured and unsecured loans. Supervised six employees.

- Instrumental in the transition from a traditional, static business model to a dynamic and fluid business model that could adapt to changing conditions.
- Established a new financial services department as part of the new business model; and developed all functions, policies, and procedures.
- Consolidated two accounting systems into a new system that included web-based access solution – reducing department budget by 20% annually.
- Raised \$50M in private financing through pro forma presentations and negotiations

Director of Finance and Reporting (7/2003-6/2006)

Managed corporate finance department. Supervised accountants and analyst. Managed corporate lines of credit and internal and external financial reporting. Streamlined and coordinated the group budget process. Division controller for three diversified operating entities. Presented investment project pro forma and cash flow projections. Prepared loan proposals and conducted loan due diligence.

EARLY CAREER

WECO PRODUCTS, INC.

Finance & Administration Manager (1998-2003)

Territory Sales Director (1995-1998)

EDUCATION

UNIVERSITY OF MICHIGAN

Masters of Business Administration, 2007

Bachelor of Business Administration, 2002

- Double Major in Finance and Accounting; Minor in Economics

TECHNICAL PROFICIENCY

Microsoft Excel (power user), Word, PowerPoint

QuickBooks, Peachtree, Solomon, RealPage OneSite Accounting, MRI Residential Management Accounting, NDS Solutions Dealership Accounting, Timberline Construction Accounting.