

CFO

SELECTIONS

Dan Côté

Qualifications Summary

Experienced cash flow manager and strategist known for taking a direct, results-oriented approach to problem solving. More than 30 years of experience in cash management, accounting and financial analysis, and financial policy administration/implementation. As a consultant, believes that part of his responsibility to a client is to pass along his knowledge to the individuals he works with, thereby allowing them to become better financial managers.

Professional History

CFO2Go	Principal	1996 – 2013
Cote Enterprises	Owner – Distribution/Gen. Contr.	1989 – 2001
AEI Music	Acquisition Analyst	1987 – 1989
American Adventure	Operations Division Controller	1985 – 1987
Thousand Trails	Financial Analyst	1983 – 1985
Daily Oil Tools	Budget Director	1980 – 1983
Mitchell Energy and Development	Sr. Budget Analyst	1978 – 1980

Accomplishments

- Worked directly with owner/CEO's as a part time CFO for small to medium sized companies.
- Reorganized, enhanced and streamlined company operations as short term General Manager for a small manufacturing company. (Company has subsequently been awarded Small Manufacturer of the Year for Washington State and Boeing Supplier of the Year).
- Coordinated and established revenue producing and cost saving ideas for a \$15 million division resulting in an increase of \$1.5 million in revenue and a \$3.5 million reduction of expenses.
- Established and performed due diligence for potential corporate acquisitions resulting in the purchase of five (5) companies. Developed business operating plans for future operations of combined entities.
- Worked closely with primary lending institutions, attorneys and potential investors during corporate re-organization (Chapter 11) resulting in a successful re-organization and subsequent sale of the company.
- Developed, implemented and restructured accounting reporting systems and trained staff for comprehensive financial reporting to management. Originated and implemented accounting policies, procedures and controls. Worked in/managed the full range of accounting functions including reconciliation of accounts, working with vendors in financially stressed companies, and day-to-day cash management.
- Conducted research, compiled formal reports and presented reports to management and potential investors for operations in new markets. Compiled and analyzed demographics, competition and market potential for new products.

Education / Licenses

- Washington State CPA
- MBA, Sam Houston State University
- BBA Sam Houston State University