

CFO

SELECTIONS

Thomas M. Foley

Qualifications Summary

Experienced financial executive with 20 years in the Chief Financial Officer role at companies with revenues from \$2M to \$150M. Diverse experience across manufacturing, professional services, nonprofit, and technology verticals. Strategic partner to CEOs, able to provide effective financial leadership to companies in various phases ranging from startups to 500-800% per year high-growth environments.

Professional History

CFO Selections	Interim & Fractional CFO	2012 – Present
Commencement Bay Corrugated	Co-General Manager and CFO	2011
Northwest Door, Inc	CFO	2001 – 2011
CFO Services	Consultant	1999 – 2001
Avue Technologies	CFO	1998 – 1999
Westar Financial Services	Vice President-Finance and CFO	1995 – 1998
PRINT NW/SIX SIGMA	Vice President and CFO	1990 – 1995
Philadelphia Stock Exchange	Senior Vice President and CFO	1987 – 1990
Albert Nipon, Inc	Vice President – Finance & Administration	1985 – 1987
Mack Trucks, Inc.	Vice President – IRM (CIO)	1976 – 1985
Pricewaterhouse Coopers	Senior Audit Manager	1965 – 1976

Accomplishments

- At multiple companies, responsible for the entire finance function including accounting, treasury, cash management, risk management, investments, and debt.
- At multiple companies, successfully introduced and managed complex cost reduction initiatives requiring cross-department cooperation. Increased inventory turns and reduced DSO (days sales outstanding) leading to improvements in cash flow of millions of dollars per month. Implemented a self-funded medical program resulting in savings of \$150K per year.
- While at CFO Selections, served as Consulting CFO and Controller for various small to medium size nonprofit organizations. Industry examples include mental health, education, construction, and real estate. Developed comprehensive reporting metrics and provided advisory support on liquidity issues.
- Raised short term capital (up to \$12M) and worked with CEO to raise \$10M in private placements.
- Restructured financing to eliminate or reduce personal guarantees and reduce borrowing costs by over 100 basis points on up to \$20M of debt.
- Negotiated tax savings of over \$750K in sales taxes and managed a cost allocation study to improve and speed tax deductions.
- Managed significant IT upgrade projects including installation of 150 PCs at multiple locations, implementation of a new cost system in an MRP II environment, and management of projects to improve sales analysis, A/R monitoring, and customer profitability.

Licenses / Education

- Bachelor of Science, Accounting, LaSalle University
- MBA in Management and Finance, Temple University
- Has previously been a CPA