

Paul P. Harris, CPA, MBA

PO Box 491
Whitinsville, MA 01588
508-735-3497

pph.cfc@charter.net

Professional Qualifications:

A seasoned financial professional with progressive experience in strategic initiative planning and enactment, technical accounting applications and financial management and leadership obtained from corporate positions and consulting assignments.

1995 – Present CORPORATE FINANCIAL CONSULTING (www.corpfinconsulting.com)

Principal CFO Consultant

Self-employed financial professional for the past 20+ years providing part-time CFO and financial consulting services to area businesses with a demonstrated passion for revenue growth, profit improvement, asset control, owner return and the elimination of opportunity costs.

Clients assignments include local, regional and national companies from a diverse array of start-up, manufacturing, high technology and service industries including instrumentation, software, sports, hospitality, staffing, and specialty products.

Executive Leadership

- Business advisor to business owners to promote **strategic, financial & operational health**.
- Successful alignments of cost structures with revenue streams for **performance improvement**.
- Company-wide presentations to promote efficiency, stewardship and best practices.
- Lead finance initiatives including bank financing, insurance renewals, contract negotiations.
- Renegotiated several **debt financings** to improve cash flows and leverage.
- Recruited and trained part & full-time Controllers for transactional integrity, reporting & asset safeguarding.

Accounting & Finance

- **Formalize** transactional processes, financial & management reporting and asset safeguarding.
- Instituted **monthly financial & management reporting package with key indicators**.
- Prepare quarterly **GAAP-based financial statements** and monitor bank covenant compliance.
- Initiated **first certified reviewed financial statements** and **lead annual review preparation process**.
- **Annual audit preparation** for post-acquisition year-ends.
- Implemented fully-integrated inventory control system for core and distributorship businesses.
- Process and financial system definition for **full absorption inventory** and job cost accounting practices.
- Established **software revenue recognition** guidelines for GAAP-based monthly results.
- **Strengthen control** of **high-volume cash receipts and transactional processes**.
- Set up **inter-company consolidation** process after most recent acquisition.
- **Merger & acquisition accounting** for 2 asset purchases and a stock purchase.
- Company representative for IRS audit for post-acquisition period with no adjustments or assessments.

Strategic Planning

- Discussion Partner with business owners regarding **products, marketing and competitive strategies**.
- Develop complex, fully integrated strategic **financial models** to **quantify monthly, annual and multi-year financial plan expectations**.

Paul P. Harris, CPA, MBA

(continued)

Management Consultant for Industry Leaders:

Caterpillar, Inc., a multi-billion dollar construction equipment industry leader

ESP, Inc., a \$275-million leader in the automobile emissions industry

Bandag, Inc., a billion dollar leader in the retread tire industry

Hearth Technologies, Inc., a \$300 million business unit of **HON Industries**

- **Prospectus development** for the sale of a company to a group of investors.
- **Post-acquisition** process definition, function consolidation and month-end accounting integration.
- **Cost accounting methodology** using benchmark inventory metrics implemented for national dealer network.
- **International subsidiary** set-up in Mexico City, the United Kingdom and Toronto, Canada - - personnel hiring / outside relationships / transactions / controls / month-end close / system implementation / transfer pricing.
- **Performance analyses** conducted for over 50 manufacturing / service businesses (\$5 to \$200 million).
- **Due diligence** and **forensic audit** for a state-wide inventory control issue.
- **Expert witness** to assess a tax position related to the sale of a \$100-million dealer to the manufacturer.
- **Executive staff development**: training and mentoring through seminars, case studies and meeting facilitation.
- **Market-responsive strategic initiatives** formulated and enacted for senior management - - trading area coverage / profit improvement / asset management / return on investment / benchmarking.

Corporate Employment Experience:

1994 – 1995	Imperial Pearl Co., Inc.	Director of Finance (CFO)	Providence, RI
--------------------	---------------------------------	----------------------------------	-----------------------

Imperial Pearl Co., Inc., a \$25- million manufacturer of costume and fine jewelry, was sold in 1995.

- **Chief Financial Officer** position reporting to the President.
- **Senior Management Team member** designated to enact all strategic, operating and financial decisions.
- Responsible for defining, monitoring and measuring all of the company's financial and administrative activities.
- Managed, evaluated and trained 15 Finance, Purchasing and IT personnel.

1990 – 1994	Environmental Systems Products, Inc.	Assistant Controller	E. Granby, CT
--------------------	---	-----------------------------	----------------------

ESP, Inc. was formed in 1990 from a Business Unit of United Technologies to design, manufacture, market and service automobile emissions products.

- Set up Finance Department for a manufacturing start-up with \$50 million in first-year revenues.
- **Managed 3 year-end audits of consolidated financials with no audit adjustments or management letters.**
- Coordinated a 3-year Federal income tax audit with no material adjustments.
- Safeguarded multi-state physical inventories with shrinkage of less than 1% per year.
- Developed financial models for numerous state contract proposals to determine costs, financing, profitability and ROIs of centralized emission programs ranging from \$100 to \$600 million dollars.

Corporate Employment Experience:

1986 – 1989	Waters Corporation	Supervisor /Analyst	Milford, MA
1984 – 1986	Pannell Kerr Forster	Senior Accountant	Boston, MA
1982 – 1984	Charles E. DiPesa & Company	Staff Accountant	Boston, MA

Paul P. Harris, CPA, MBA

(continued)

Education:

Master of Business Administration

Babson College

Bachelor of Business Administration

University of Massachusetts – Amherst

Graduated *Magna Cum Laude*

Licensed as a CPA (#9114) in Massachusetts

Financial Software:

- Quickbooks Enterprise Edition (Proficient in transaction structure, inventory, reporting, consolidations)
- Microsoft Excel (Proficient in creating complex, macro-driven financial templates)
- Microsoft PowerPoint (Proficient in designing cohesive, professional presentations)

References are available upon request and highlighted on www.linkedin.com/in/paulpharriscpamba