

Wayne E. Kalish

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Hands-on Finance, Accounting and Reporting, Treasury, and Risk Management Executive with experience leading large and small public and privately-held company teams. Certified Public Accountant with a Masters in Business Administration

PROFESSIONAL HISTORY

WAYNE KALISH & ASSOCIATES, LLC

Winter Park, FL – March 2012 to Present

Contractor-based Chief Financial Officer Services Practice

Principal Shareholder

- Focused on maximizing client profit margins. Strategies include 1) identifying and driving cost savings in areas that provide little or no benefit to customer and employee stakeholders, 2) renegotiation of vendor contracts in excess of current market rates, and 3) identifying and driving profitable revenue growth opportunities
- Provide interim, part-time and project-based services in all traditional private company and SEC Accounting and Reporting, Finance, Internal Control and Business Model Efficiency disciplines
- Other services include Financial Personnel Recruitment, and Treasury and Risk Management, including assistance with Capital transactions and Insurance placements and renewals

CONCORD MANAGEMENT, LIMITED

Maitland, FL – October 2010 to March 2012

Manages 32,000 affordable apartment home units in 9 States. Portfolio approximates \$2 billion

Executive Vice President and Chief Financial Officer

- Led a team of 65 Accounting, Finance, Treasury, Risk Management, and Collections professionals
- Corporate and property level financial management and reporting
- Treasury and Cash management
- Tax planning and compliance
- Risk and Insurance management
- Investment performance monitoring
- Credit and Collections
- Establishment and monitoring of Corporate and Operations related controls

Key Achievements:

- Facilitated significant Cash Management cost reductions through banking renegotiations and increased use of technology
- Facilitated significant cost reductions by renegotiating Insurance, Advertising, Software, and other Operating-related vendor contracts
- Facilitated significant increase in Cable TV net profit and quality of offerings to residents through contract renegotiations. Also strengthened related operational controls
- Worked with multifunctional team to evaluate and implement a Captive Insurance infrastructure

TAVISTOCK CORPORATION

Windermere, FL - November 2007 to July 2010

Private global investment company with assets in industries including Private Residential and Resort Property, Master Planned Development, Financial Services, Biotechnology, Retail, Energy Generation, and Restaurants. Portfolio exceeded \$3 billion

Vice President, Accounting and Finance/Group Chief Financial Officer

- Corporate level financial management and reporting
- Investment performance monitoring and valuation
- Establishment and monitoring of Investment related controls
- Tax planning and Risk Management
- Monitoring budgets for business owner's personal assets
- Partnered with and supervised Human Resource and Information Technology teams

Key Achievements:

- Developed worldwide financial reporting package
- Established formal Investment purchase due diligence and authorization policies
- Facilitated the recovery of \$7 million in delinquent Notes Receivable
- Developed an Investment analysis tool to evaluate estimated liquidating payouts to multiple investor classes. Tool identified significant previously unknown disparities in favor of certain investor classes in long-held investments
- Developed a tool that converts the cost of worldwide Land assets to U.S. Dollar cost per acre, regardless of the currency and measurement basis (such as hectares or square meters) associated with each property. The result is a common metric that simplifies worldwide property comparisons

DARDEN RESTAURANTS INC.

Orlando, FL - April 1995 to November 2007

Fortune 500 Restaurant Company with brands including Red Lobster, Olive Garden, and Long Horn Steakhouse

Vice President, Accounting and Corporate Planning and Analysis - July 2004 to November 2007

- Led a team of 130 Accounting and Reporting, and Finance professionals
- Accounting and internal and external financial reporting including SEC compliance and registration statement filings, and financial communications to Stockholders
- Evaluation, implementation and communication of relevant technical GAAP Accounting issues
- Corporate level financial planning and analysis
- Short and long-term business forecasting and administrative budgeting

Key Achievements:

- Led an effort that saved \$1.5 million annually in redirected Payroll Costs by reducing the monthly financial close from an average of six to four days after month-end/year-end date
- Assisted in an effort that saved \$2 million annually by creating a centralized administrative svc. platform
- Positively impacted cash flow through identification of significant Income Tax deferral opportunities

Senior Director, Financial Planning and Analysis and Marketing Analysis for Olive Garden

Operating Unit - from June 2002 to June 2004

- Financial analysis and reporting of Operating Unit performance
- Short and long-term business forecasting
- Annual business planning and Capital asset budgeting
- Administrative budgeting of Operating Unit departments and Regional offices
- Analysis measuring the effectiveness of Advertising spend

Key Achievements:

- Part of an executive management team that consistently managed Operating Unit performance and Guest Satisfaction to best ever results
- Designed metric reporting to compare key financial and operational measures to industry competitors

Previously Senior Director, Corporate Planning and Analysis, and Manager and Director, Corporate Reporting and Analysis – from April 1995 to June 2002

KPMG LLP

Orlando, FL - January 1984 to April 1995

Big 4 Public Accounting firm

Audit Senior Manager

Progressed to Audit Senior Manager with audit, financial reporting and business consulting responsibilities over a varied portfolio of clients. Industry groups represented, both public and privately-held companies, included Real Estate/Construction, Hospitality/Leisure, Securities Brokerage/Mutual Fund, Software Development, and Retail

Key Achievement:

- Routinely taught continuing education technical Accounting topics at professional conferences

EDUCATION AND CERTIFICATION

Master of Business Administration (*Graduated with Honors*)

Roy E. Crummer Graduate School of Business at Rollins College, 2001

Bachelor of Science in Business Administration (concentration in Accounting),

University of Central Florida, 1984

Recipient of Alumni Association scholarship for academic excellence

Member of Omicron Delta Kappa and Beta Alpha Psi Honor Societies

Certified Public Accountant, licensed in the State of Florida since 1985

COMMUNITY SERVICE HISTORY

- Worked with a team of business owners to construct deep-water wells for rural Costa Rican families
- Board member, University of Central Florida Alumni Association
- Committee member, University of Central Florida Foundation Finance Committee
- Annual Mergers and Acquisitions guest speaker at University of Central Florida and Rollins Crummer School
- Past Board member, Orange County Public Schools Foundation
- Past member, Rollins Crummer School Board of Overseers
- Past Secretary, Boy Scout Troop 62 Leadership Committee (Father of an Eagle Scout)
- Past President, University of Central Florida School of Accounting Advisory Board
- Past Treasurer, University of Central Florida Sigma Alpha Epsilon Housing Corporation
- Past President and Board Chairman, The Center for Independent Living, a not-for-profit social services agency for the benefit of the physically handicapped
- Past Treasurer, HRDC, Inc., a not-for-profit housing provider for the physically handicapped
- Past President, Orlando Area Rotary Club. Paul Harris Fellow designation
- Leadership Orlando Alumni