

DONALD R. WELKER

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SUMMARY

Successful Financial Executive with over 35 years of experience in both “Big 4” public accounting and private accounting, in the Distribution, Retail, Manufacturing, Hospitality and Construction industries. Demonstrated leadership and financial strengths in Strategic Planning, Gross Margin Improvement, Cost Control, Budgeting, Inventory Valuation & Controls, Project Management, Acquisitions & Divestitures, Human Resources, and Internal Control implementation. Possess the demonstrated traits of an innovative leader, fiduciary, analyst and coach.

PROFESSIONAL EXPERIENCE

Donald R. Welker, *Your On-Call CFO*

Provide a full range of strategic financial services as a part-time CFO

March 2016 to present

- **Petroleum Distribution Company**, 2017 – present
 - Oversee Controller’s work, including reviewing monthly financials and ensuring supporting schedules are in place. Company is now being sold, and the owners are reaping the benefits of having 3 years of solid financial statements to support the due diligence process.
- **Fashion Apparel Fulfillment Company**, 2016 – 2020
 - Renegotiated customer contracts, going from a \$2M loss to \$1.5M in profits on those contracts.
 - Managed external financing; provided expert analysis of all the numbers; and much more.
- **Residential Architecture Firm**, 2020 – present
 - Provide strategic financial planning and analysis. Prepared cash flow projections.
 - Helping owner hire in-house talent to handle administrative and accounting tasks.
- **Wholesale and Resale Stainless Steel Beer Brewing Equipment Company**, 2018-2019
 - Compiled the projections that enabled their investment bank to market and successfully sell the company for \$46M.
- **Commercial HVAC Contractor**, 2017-2018
 - Created a 3-year business plan that showed potential investors the business’ projected trajectory.

Guy Yocom Construction, Inc. and Affiliated Companies

7 separate operating companies engaged in Construction, Real Estate Development and Property Management, with combined revenues exceeding \$175MM

November 2013 through June 2015

- Chief Financial Officer responsible for all Accounting, Finance and Treasury functions, including cash flow; tax filings; and internal and external reporting.
- Successfully managed 95% revenue growth while reducing overhead cost as a percent of revenue by 25%, resulting in increased pre-tax profits of \$1.2MM.

Supreme Oil Co.

Multi Corporations engaged in wholesale distribution of petroleum products, with \$350MM in revenue

August 2011 through August 2013

- Corporate Controller responsible for all Accounting, IT and Human Resources, including tax filings, preparation of monthly financial statements and external reporting.
- Successfully managed major ERP software upgrade.

Poma Holding Company, Inc.

Multi Corporations engaged in Wholesale Distribution of Petroleum Products, with \$450MM in revenue

March 2008 through January 2011

- Chief Financial Officer responsible for all Accounting, Finance and Treasury functions, including cash flow; tax filings; preparation of the annual budget; and internal and external reporting including presentations to Private Equity Investment Group.
- Helped obtain \$17MM of asset-based bank financing to acquire a petroleum distributor with \$250MM in revenue.
- Assumed the lead in implementing cost reductions, resulting in annual savings of \$1.8MM.

Donald R. Welker

Glenn Ivy Hot Springs, Inc.

*4-location Health Spa Company, with \$30MM in revenue
February 2007 to August 2007*

- As Chief Financial Officer and Vice President of Finance, I stepped into a company that was nearly insolvent and had been notified by their bank that their line of credit was being called due to loan covenant violations.
- Restructured line of credit from \$5.2MM to \$10.2MM.
- Established annual budget tied to Senior Management's "Management by Objective" Bonus Program.
- Developed Key Performance Indicators for reporting operating results.

Empire Oil Company, Inc.

*Wholesale Petroleum Distributor with \$130MM in revenue
1990 to 2007*

- Chief Financial Officer, responsible for all Accounting, Finance and Treasury functions; Human Resources; Information Technology; Internal Control; and tax filings.
- Led the due diligence on the acquisition of 5 companies, resulting in a 400% increase in revenue and a 1000% increase in pre-tax profits.
- Led Company to 10 consecutive years where current year profits exceeded the prior year profits; for the last three fiscal years, ROIs exceeded 40%.
- Was primary contact for Investment Bankers during the sale of the Company.

Stockwell & Binney (A Hillman Company)

*13-Store Office Products Retailer with \$24MM in revenue
1987 to 1990*

- Corporate Controller, responsible for all accounting activities including month end close, providing financial reports to investor group, budgeting, and financial analysis.

Ernst & Young (Ernst & Whinney)

*Big 4 Public Accounting Firm
1981 to 1987*

- Audit Manager serving companies in the Retail, Distribution, Construction, Manufacturing, and Information Technology Industries.

EDUCATION

Bachelor of Science – Business Administration, Accounting from Cal State University Long Beach, 1981
Dean's List and Officer of Beta Alpha Psi Accounting Honor Fraternity

CPA LICENSE

Professional CPA license #104463 issued by the California State Board of Accountancy

BOOKS WRITTEN

Running a Profitable Small Business: Proven Advice from a Seasoned CFO

COMMUNITY INVOLVEMENT

Salvation Army Advisory Board

Chairman, January 2009 – December 2009; Member, January 2008 – Current

COMPUTER SKILLS

Microsoft Office (Excel, Word, PowerPoint, & Outlook), Ascend, Unibasic, Great Plains, Budget Maestro. Possess the ability to learn new software without any difficulty.

References Available Upon Request