

I founded Strategic Financial Partners in 1996 and actively managed the company for more than 10 years – working primarily with Fortune 500 Corporations including – GE, Gillette, Bridgestone, Cardinal Healthcare, and others.

In 2012, I moved to Detroit. My commitment and mission was to become actively engaged in and support the transformation of Detroit and doing this working at the grass roots – working with small business and community organizations.

From 2014 – 2015, I worked with more than 15 companies, across the US, ranging in revenues from \$750,000 to \$18 million. These small businesses were in wide range of industries including automotive repair, general aviation repair, crop dusting, ag chemical, plumbing, electrical contracting, oil services, t-shirt screen printing, manufacturing, oil service, tool and die, and companies in the construction industry.

In late June 2015, I made a 100% commitment to Detroit and to my firm, Strategic Financial Partners.

During 2016, we have been helping MCM clients move up the ladder. We have provided professional services to five MCM awardees – one client where services were performed prior to receiving the award. In the latest award round, two of our clients were design awardees. All the references this year are MCM awardees. This will provide you with:

- Greater confidence in their responses
- Awardees that will be more open to you and, given your knowledge of their background, you will be able to conduct an effective interview
- Diversity, the clients are small businesses but the businesses' and peoples' backgrounds are diverse and our ease of working with a diverse group and businesses is important
- The above points will validate that we are delivering results to MCM Awardees and, in turn, MCM and its Partners.

We are a Business Partner to discuss, challenge and work through what it will take to achieve our clients' vision and desired results. We are based in and live in downtown and as such are available 24/7 to our clients.

## **INDUSTRIES SERVED**

SFP brings the experience, capabilities, and capacity from serving a diverse group of World Class Fortune 100 Corporations to small Detroit Based Companies.

Over the years, we have worked across all industries – retail, telecommunications, electronics, financial services, medical products, outsourcing, pharmaceutical real estate/development, petro-chemical, manufacturing, services, construction and development.

We are comfortable serving clients in any industry. We do have a special interest working with the companies that will face the greatest competitive threat as Detroit's success begins to attract large retail chains and square footage cost continues to increase.

## **CAPABILITIES**

- Interim Management: President, Controller, Chief Financial Officer, Purchasing/Supply Chain Executive
- Technical Skills: Activity Costing, Audit, Benchmarking, Best Practices, Financial Analysis,

Market Research, SOX (Sarbanes-Oxley), Training

- Business and Operations: Supply Chain Management, Marketing, Business Strategy, Merger & Acquisition, Corporate Restructuring, Corporate Turnaround, Exit Strategy, Corporate Financing, Angel Financing, Shared Services
- International Experience: China, Japan, Eastern Europe, Western Europe and North America