

# Mark A. Szafranowski CPA, CGMA

Henderson, NV (willing to relocate)

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## SUMMARY

Executive finance and strategy leader with extensive experience in global operations. Trusted partner and advisor with operating units in delivering sustainable growth. Proven leadership record driving transformational change. NetSuite, QuickBooks, and Quantum proficiency. Skills and experience include:

- Strategy development and execution
- Manufacturing, SaaS, and B2B services
- Public, private, and PE experience
- M&A valuation and execution
- System and cost reduction implementation
- Internal, external, and SEC reporting
- Forecasting, budgeting, and planning
- Benchmarking, metrics, and KPI's
- International, general and cost accounting
- Lending, Treasury, and Cash Management

### Next Point Capital Corporation

Las Vegas, NV

2023 to 2026

#### VP of Finance/CFO

\$45M revenue Private-Equity portfolio including Art Brand Studios (manufacturing to B2B and DTC customers), Next Point Bearings Group (distributor and value-add services), and (2) Cannabis companies (B2B). Hands-on executive of back-office functions including Accounting/Finance, HR, IT, and Insurance across the portfolio.

**Art Brand Studios:** grew licensing business with under-utilized and new 3<sup>rd</sup> party IP; increased EBITDA \$350K by increasing freight recoveries from 33% to +90%; reclaimed \$300K prior years' tax refunds; replaced outside accounting firm with local staff in MX saving +50K annually; improved collections, DSO, A/R write-offs by shifting smaller B2B customers to credit cards.

**Next Point Bearing Group:** expanded offerings on Surplus and Private Label products and Value-Added Services; 13% Revenue CAGR despite tariff pressures; inventory project reduced investment by 22% and DIOH by 34%; reduced A/R +90 days from 23% to below 5%; stretched payables to equal DSO (35 days).

**Cannabis Companies:** completed vertical integration with new CA cultivation license; analyzed processing costs and implemented new pricing of White Labeling business; and reduced 2023 and 2024 state and federal tax burden by 90%.

**Next Point Capital Corp:** assumed responsibility for HR, Insurance, and Tax planning across all companies; reduced payroll processing fees by \$10K by eliminating unnecessary services; reduced insurance costs by 10% while increasing coverage; reduce state tax filings by 25%; and, developed strategies to shift tax burdens to lower tax rate states.

Hired to resolve legacy (+5 years) accounting issues and build sustainable foundation across all companies: implementing GAAP and IT best practices, automating manual processes, strengthening internal controls around cash and inventory, and re-aligning staffing resources. These successes reduced close time from 15 to 5 business days, cleaned up financial data and created auditable financials for future lending, acquisition, and divestiture activities, and shifted staff focus from manually processing transactions to higher value analytics (Cash, A/R, and inventory), reporting (weekly KPI's and monthly financial package), forecasting (P&L and Cash), and improved cash flows (A/R collections). Once accomplished, I shifted my emphasis to developing and implementing strategy across each business.

## **Mark A. Szafranowski CPA, CGMA**

### **Hermitage Group Corp**

**Las Vegas, NV**

**2020 to 2023**

Owner and provider of accounting, finance, and strategy consulting services to mid-size manufacturing and B2B Services industries.

**Contracted CFO** at ARCA Recycling Inc, a \$40M revenue Midwest appliance recycler. Lead back-office functions including Accounting, Finance, IT, and HR. Accomplishments: developed strategy to expand into DTC recycling; implementation of new transportation, order entry, invoicing, sales tax, and internal reporting systems; negotiated and secured equipment, ABL, and short term lending facilities; enhanced cash management and Treasury process and procedures; worked with HR in renewing and reducing commercial insurance and benefit plan costs; partnered with operational leaders on cost and process rationalization for customer support, transportation, and recycling facilities.

### **Live Ventures**

**Las Vegas, NV**

**2018 to 2020**

As part of publicly traded company, hired as Chief Financial Officer of Vintage Stock and ApplianceSmart. Responsibilities included strategic planning focused on organic and inorganic growth; enhanced accounting and financial controls and reporting; forecasting and annual budget review; and debt covenant compliance.

### **CFO Vintage Stock**

**Joplin, MO**

\$80M revenue US retailer of new and used entertainment products with +60 stores in 10 states.

Accomplishments: 5 new stores opened; cost containment/reduction programs; re-financing and re-negotiating debt that save +\$1M annual interest costs; reduced month-end closing cycle (+10 days) that brought down quarterly and annual audit fees 20%; hired and mentored new accounting staff and management.

### **CFO ApplianceSmart**

**Minneapolis, MN**

Multi-state \$20M revenue retailer of boxed and B-Line (ding/dent) appliances. Accomplishments: negotiated financing vehicle to fund inventory purchases; implementation of Point of Sale (Windward) and G/L (NetSuite) systems; reduced monthly close from 21 days to 7 days; hired and mentored new accounting management and staff.

### **Consultant Veritae & RHMR**

**Minneapolis, MN**

**2016 - 2018**

**Accounting Consultant** at ARCA Recycling, Inc and Live Ventures, Inc. Accomplishments included: detailed analyses and reconciliation of balance sheet accounts resulted in \$0.5M favorable P&L impact; reduced month-close cycle through automation and process improvements; balance sheet valuation for purchase accounting; and quarterly SEC reporting.

**CFO and Senior Consultant** at mid-sized and large companies. Accomplishments: Headcount rationalization plan utilizing on-demand and cross-training resulted in 10% headcount reduction; minimal investment resulting in 60% reduction of leasing expenses with less than 3-year payback; executive sponsor warehouse software implementation and logistics software upgrade; and, implemented internal control improvements on A/R and Cash.

## **Mark A. Szafranowski CPA, CGMA**

### **Wolters Kluwer Financial Services Minneapolis, MN 2005 - 2015**

\$474M revenue global provider of SaaS, expertise and services that help organizations manage risk and compliance and grow safely and profitably. As part of senior leadership team tasked with delivering growth, transformed business over 10 years from a \$195M US banking deposit and loan origination business to a \$474M global financial technology leader in risk and compliance software solutions. In addition to 9.3% revenue CAGR, improved margins from 12% to +20% and increased cash flows by factor more than 2.5 times.

#### **Senior Director, Strategy Development**

**2008 – 2015**

Trusted partner for business units and functional leadership of strategy and growth. Responsibilities included: generated and led the strategic planning process for the \$165M revenue Risk, Origination and Compliance (ROC) business to create a holistic SaaS strategy and long-range business plan; developed financial and non-financial market analytics and intelligence (market size, segmentation, SWOT, GAP/Heat analysis, and voice of customer); constructed actionable business cases for organic growth and expansion opportunities; evaluated, prioritized, and recommended strategic initiatives (organic, acquisitions, divestitures, and portfolio investments) to the Executive team; led financial and operational due diligence teams; and, developed and executed post-acquisition financial integration plans. Executed organic growth cases:

- \$5-10M (11% to 22%) mortgage default services expansion that capitalized on core competencies while reducing dependency on cyclical mortgage originations and refinances.
- \$5-9M (9% to 15%) global internal audit Data Analytics initiative which created strategic alliance with Reinvest Data (TopCAATS).
- \$4-6M (24% to 36%) growth opportunity with national credit bureau to improve loan closing metric (“look-to-book”) and expansion of faster growing “buy here, pay here” segment.
- Prioritized and invested +\$400M in 14 global acquisitions ranging from \$1M to \$190M that annually contribute \$168M revenues and over \$57M margins. As an integral part of 10-year growth, more than half of revenue and 70% of margin growth resulted from executing acquisition strategy.
- Acquisitions achieved strategic goals of: grow market share for core products, extended competencies into new adjacencies (AppOne indirect lending and Financial Tools commercial lending), and global expansion into new risk sectors (FRS global regulatory reporting and risk management and Finarch integrated finance, risk and performance management).

**Prior to 2008**, increased leadership positions at WKFS (Director FP&A); manufacturers PCTel (Director SOX), A.B. Dick (Controller), Bell + Howell (Director of Finance) and Abbott Laboratories (Senior Cost/Financial Analyst- Diagnostic Division); and, public accounting KPMG (Supervising Senior Auditor).

## **EDUCATION**

**Bachelor of Science- Accountancy**, Northern Illinois University, DeKalb, IL

## **CERTIFICATIONS AND PROFESSIONAL MEMBERSHIPS**

Certified Public Accountant  
AICPA

Chartered Global Management Accountant  
Illinois CPA Society