



Karla Gulke

Qualifications Summary

Karla is a skilled financial manager with an entrepreneurial mindset. With a background in both public and management accounting, she has a broad experience set in a wide variety of industries and can quickly identify opportunities for improved processes, often by either implementing new technology solutions or adding functionality through existing systems. She has a knack for identifying pain points and offers workable solutions that can be implemented with minimal disruption.

Professional History

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|---------------------------|------------|----------------|
| CFO Selections | Consultant | 2022 – Present |
| Lautenbach Recycling | Controller | 2018-2022 |
| Team Corporation, Inc. | Controller | 2013-2018 |
| Cascade Ag Services, Inc. | Controller | 2010-2013 |
| Hilsinger & Company, P.S. | CPA | 2008-2009 |
| Karla J. Gulke, C.P.A. | CPA/Owner | 2000-2008 |

Accomplishments

- Implemented Infor SyteLine manufacturing software including historical data conversion for \$17M company with no downtime and no reduction in revenues
- Reduced timeline for reporting financial results from 30 days to 4 days while simultaneously increasing reporting frequency from quarterly to monthly
- Utilized existing personnel to build cross-departmental teams to resolve accounting, inventory, cultural and communication issues. Reduced administrative staff from 8 to 6 while revenues grew from \$10 million to \$15 million
- Implemented multi-location inventory tracking for \$14 Million inventory while reducing reporting period for inventory status from 45 days to next day
- Implemented customer discount analysis procedure to identify and recapture \$360,000 of discounts taken in error
- Introduced Bills of Manufacturing and successfully trained accounting, sales, engineering and shop floor personnel on their use
- Instituted physical controls over equipment and supplies, resulting in reduced repair and replacement costs of \$25,000 annually

Licenses / Education

- Bachelor of Arts in Business/Accounting Concentration – University of Washington