

CFO

SELECTIONS

Ronald S. Johnson

Qualifications Summary

Ron Johnson is a results-driven professional with over 30 years of experience in accounting and finance in a wide variety of industries including biotechnology, e-commerce, software, retail, manufacturing, and defense. He has extensive experience in financial modeling, intellectual property agreements, and valuation, particularly as they relate to venture capital firms and other forms of investment funding.

Professional History

The Interim Controller Inc.	CFO/Controller Associate	1990 - 2010
BioGenetic Ventures, Inc. / Allison Johnson Venture Partners, Inc.	Chief Financial Officer	1999 - 2002
Silicon Valley Consulting Group	Managing Partner	1990 - 2005
Lockheed Missiles & Space Company, Inc.	Staff Specialist Accountant – Leasing Department	1984 - 1990
The Cook Company	Controller	1982 - 1984
Ames Company, Inc.	Controller	1979 - 1982

Accomplishments

- At The Interim Controller, Inc., successfully acted an interim CFO, controller, and corporate planner for over 100 companies including Inuit, Inc, Ardea Biosciences, and Heartport, Inc.
- At Allison Johnson Venture Partners, negotiated biotechnology licensing agreements with research institutions, universities, pharmaceutical firms, and commercial companies. Entities included Mayo Clinic, Fred Hutchinson Cancer Research Center, National Institutes of Health, The Heart Institute of Spokane, and commercial companies such as Corus Pharma, Hollister-Stier, Copharos, and many startup biotech firms.
- Developed and negotiated funding agreements with angel investors, venture capital firms and investment banking firms. Dealt with a broad range of investors from small, local investors to Wall Street investment banking firms such as Credit Suisse First Boston, San Francisco. Prepared Private Placement Memorandums (PPM), Shareholder Stock Agreements and Funding Agreements, IPO due diligence, and audit preparation. Selected technologies and companies for investment.
- Co-developed the rNPV biotechnology valuation model currently in use world-wide as the definitive biotechnology valuation tool.
- At Silicon Valley Consulting Group, created the SVCG Operating Plan model which has been responsible for raising over 1.1 billion dollars in venture capital over the past 18 years. Performed due diligence for IPO/Acquisitions. Custom developed pro forma pre-to-post merger financial models.
- At Lockheed, supervised the leasing department in the Central Finance Organization. Responsible for analysis and sign-off of all real and personal property leases. Developed Lease vs. Buy models and FAS 13.7 qualifying models. Presented lease vs. buy analyses to the DCAA and responsible government agencies on behalf of Lockheed Missiles & Space Company. Assured conformance to GAAP and FAR regulations. Made presentations at the President/Vice President management level. Developed financial modeling tools. Team Lead for Tesseract HRIS implementation.
- Experienced in managing accounting and finance department functions, including AP, AR, Payroll, GL, month-end close, and budgeting. At various companies, responsible for all financial reporting, project evaluations, fixed asset accounting, purchasing, and cost accounting.

Licenses / Education

- MBA, Finance, Golden Gate University - 1987
- BS, Business Administration, Marketing Concentration, Cal Poly San Luis Obispo – 1979
- Licensed Real Estate Broker (California) since 1986
- Milken Institute/PL-X training on TRUU Value Intellectual Property Pricing Models - 2001
- Foresight Science and Technology, Principal Investigator Training - 2003
- AS, Electronic Technology, West Valley College - 1972