



Gary K Pederson

Qualifications Summary

Experienced senior financial executive who has successfully scaled organizations through periods of intense change, growth, M&A, and prosperity. Extremely tech-savvy with a history integrating and implementing ERP system solutions, financial reporting software, and business intelligence applications to improve organizational capabilities. Exceptional strategic planner who knows the importance of conservatively thinking through risks and liabilities.

Professional History

CFO Selections	Consultant	2022 – Present
Lindal Cedar Homes, Inc.	Corporate Controller	2014-2022
Service Paper Company	Controller/IS manager/CFO	1988-2013
T H Enterprises, Inc.	Controller	1985-1988
Culver Companies	Accounting Manager	1984-1985
Northwest Acceptance Company	Senior Auditor	1981-1984
Bank of America	Auditor/Audit Review Officer	1979-1981

Accomplishments

- Redesigned a complete corporate accounting and financial reporting system from the ground up at two different positions. At Service Paper Company he scaled an organization with \$14 million in revenue, 25 employees, and a single location to over \$100 million, 250 employees and 3 locations.
- Designed and built a data warehouse that mirrored the corporate financial statements down to the gross profit level. The project was used for specialized data reporting and today it would be called a business intelligence system. Reports included customer profitability, vendor profitability, sales rep budgeting, customer segments, vendor rebates, and accurate annual sales forecasting. This system could identify opportunities to negotiate vendor/customer contracts and spot margin trends in different product segments.
- Collaborated with a team that successfully completed 3 separate acquisitions and integrations into the distribution structure. One of those transactions was successfully completed and integrated into operations within three weeks after negotiating the deal over a long weekend.
- Integral part of the team to successfully negotiate and sell Service Paper Company to Bunzl USA along with providing due diligence documentation. Provided post-transaction accounting services utilizing the data warehouse to post reconciled sales transactions into two separate GLs as only 85% of the company's customers were sold to the buyer in an asset sale.
- Over a period of 20 years was an active contributor that designed and built a custom distribution ERP system that included a complete Warehouse Management system and a unique cross-dock application with Associated Grocers, the first dry goods distributor for Starbucks. Utilizing this system, we were able to service their incredible growth and needs.
- Successfully implemented an electronic data imaging and filing system using only a single copier scanner and OCR software along with utilizing the out of the box indexing from a Windows server.
- Designed a new method to estimate revenue and track project costs utilizing existing purchasing and job costing information from the ERP system as well as combining data from other separate systems from within the organization. This was crucial for understanding the effects of contract terms with 9 to 12 month price guarantees in an inflationary environment.

Licenses / Education

- B.S. in Business Management | California Lutheran University
- Becker CPA Review Course | Passed all four parts of the CPA exam