



## John Lamb

### Qualifications Summary

John has over twenty years of analytical and strategic senior level management experience in finance and operations within the nonprofit, real estate, and business services industries. His depth of knowledge in financial management includes funding, banking, treasury management, financial reporting, risk management, budget, cash flow, analysis, forecasting and modeling, compliance, investor relations, tax and audit, and all operational metrics.

### Professional History

CFO Selections	Consultant	2021 – Current
YMCA of Greater Seattle	Chief Financial Officer & Sr. Vice President	2018 – 2021
Pope Resources	Chief Financial Officer & Sr. Vice President	2015 – 2017
Segale Properties LLC	Director of Property Management, Leasing & Development	2013 – 2015
Unico Properties	Chief Financial Officer & Sr. Vice President, Property Management	1997 – 2013
Shurgard Storage Centers	Corporate Controller & Global Accounting	1990 – 1997
Ernst & Young	Account Manager, Audit Department	1988 - 1990
KPMG	Audit Staff	1984 - 1988

### Accomplishments

- Raised High Net Worth Equity (Over \$75M placed) for three UNICO funds.
- Developed a customized reporting package of institutional quality for over 25 managed assets.
- Built customer service focus into the DNA of organizational culture, resulting in company being consistently ranked as one of the top 1% in customer service scores of property management businesses in the United States.
- Instrumental in preparing company for IPO, including making compelling presentations to potential investors and stockbrokers.
- Oversaw due diligence of new acquisitions, bank negotiations, and cash management, including overseas accounts.
- Led project team that researched, selected, and implemented new company-wide integrated accounting and reporting systems. 18-month project was completed on-time and within budget.
- Led the process to apply and receive over \$9M in PPE funds during COVID-19.
- Saved \$1M annually in review and placement of company health insurance benefits.
- Negotiated property management acquisition of over 30 assets located in California, Oregon, and Washington.

### Licenses / Education

- Bachelor of Arts – Accounting and Business, Whitworth University