

CFO

SELECTIONS

Kevin A. Briscoe

Qualifications Summary

A professional career that spans more than 20 years in financial and operations administration, with strong skills in managing financial analyses and accounting operations, implementing internal controls, and creating and implementing organizational systems. Key ownership and management positions illustrate the ability to foster strong customer and vendor relationships and understand industry and organizational issues.

Professional History

Pacific Lighting Systems, Inc.	Principal Owner	Sept '04 – Apr '07
Pacific Lighting Systems, Inc.	COO, VP Finance and Operations	May '00 – Apr '07
Pacific Lighting Systems, Inc.	Finance & Operations Manager	Aug '98 – Apr '00
South End Equities, LLC	Financial Member, Equity Owner	Dec '00 – Present
WorkForce Technologies, Inc.	VP Finance & Operations	May '96 – Aug '98
SYSCO Seattle	Director of Financial Accounting	Sept '94 – Mar '96
SYSCO Seattle	Accounting Manager	Feb '92 – Aug '94
SYSCO Seattle	Staff Accountant	May '91 – Feb '92

Accomplishments

- At PLS, was responsible for managing all financial operations, information technology, human resource, and financial lending relationships, customer service team, facilities management, and general business management. Specific responsibilities included: educating key management members on principal operating components and trends through new and unique representations of operating results. During my tenure, I supported overall sales volume growth from \$20 million to nearly \$70 million annually. This included the successful expansion of the organization into two new geographic territories.
- Successfully identified and managed the purchase of a \$6 million property for South End Equities, and shepherded the process of renovating an 18,000 square foot warehouse, to become a 36,000 square foot flex-use Class A office space. This included securing the construction financing, and reviewing mortgage options on multiple properties.
- Managed all aspects of the sale of Workforce Technologies to the key supplier. This included offer tender, entity valuation, due diligence, negotiation, and 11th hour settlement proceedings in order to maximize sale proceeds. While with WFT, coordinated the creation of a subsidiary corporation as a branch office in Vancouver, Canada, to include the creation of a board of directors, compliance with all international business laws, filing all required articles of incorporation, establishing business operations in Canada, and creating new market opportunities for the parent organization.
- Public and private experience managing the development and production of company financial reports and analyses, including daily, weekly, monthly and annual reports; overseeing all general accounting operations, as well as internal audits, payroll, accounts receivable for supplier and customer accounts, and employee record maintenance; state and local B&O tax reporting for multiple states, sales and use tax reporting, multi-jurisdictional personal and real property tax reporting, internal audits of department functions, and contract compliance.

Education

- Bachelor of Business Administration, with an emphasis in Accounting, Gonzaga University (1991).