



## Kim Eldred

### Qualifications Summary

Kim has 35 years of professional corporate accounting experience in both for profit and not-for-profit entities in a variety of industries including social service, healthcare, engineering, cable tv and import/export. Her ability to find cost savings and revenue enhancements has allowed companies with whom she has worked to move from financial losses to positive net income. Through her ability to lead process improvement and her negotiation skills, Kim is able to guide companies to substantially improve their financial health.

### Professional History

CFO Selections	Consultant	2022 – Present
Kim Eldred, CPA, PLLC	Owner	2020 - Present
Sunrise Services, Inc.	Chief Financial Officer	2008 – 2020
Peninsula Cancer Institute, LLC	Business Manager/Consultant	2007 – 2008
Family & Children’s Society, Inc.	Finance Director	1997 – 2006
Binghamton University	Adjunct Professor	2000 – 2006
McFarland Johnson, Inc.	Accounting Manager	1996 – 1997
Lawrence, Mazzoni and Co., CPAs	Senior Accountant	1995 – 1996
TeleCable Corporation	Senior Accountant/Consultant	1990 – 1995
Beverly Enterprises	Advanced Corporate Accountant	1988 – 1990
Collins Company, Ltd.	Accountant	1987 – 1988

### Accomplishments

- Provided strategic financial leadership causing the growth of the company, doubling the revenue from less than \$20M to over \$40M over my 14-year tenure.
- Applied for and received multi-million-dollar funding increases. Provided proper reporting to ensure compliance with the funding.
- Improved the process of closing the monthly accounting records to provide accurate more timely reports to senior management and program managers.
- Hired, trained, and coached a team of accountants, accounting specialist and assistants who process payroll, accounts payable, accounts receivable, billing, financial analysis, and reporting, growing the team from 5 to 19 team members.
- Managed the owners’ \$45M real estate portfolio, increasing rent, cutting costs, and coordinating refinancing and debt reduction to a very small amount of its value.
- Implemented and coordinated a financial budgeting process where one had never been done.
- Negotiated contracts which provided substantial increases in revenue and ability to serve more clients in need.
- Ensured compliance with contracts allowing costs savings and revenue enhancement.
- Established and improved a process for audit preparation whereby no findings were found by the external, independent auditors.
- Reviewed and analyzed the employee benefits of the company, increasing the value to the employee while keeping costs under control for the company.
- Formulated and recommended policies for the financial improvement of the company.

### Licenses / Education

- CPA (Active)
- Masters of Science in Accounting, Old Dominion University, Norfolk, VA
- Bachelors of Arts in Accounting, Cedarville University, Cedarville, OH