



## Lance Herberg

### Qualifications Summary

Senior executive with over thirty-five years of accounting and finance leadership experience during significant business growth periods, warehouse relocations, system conversions, and acquisitions both as a buyer and seller. Key areas of strength are project management, banking relationships, establishing and maintaining timely financial reporting, insurance risk assessments, retirement plan administration, and creating and streamlining the budget process.

### Professional History

Northwest Beverages LLC	Chief Financial Officer	2017 – 2018
Click Wholesale Distributing, Inc.	Chief Financial Officer, HR Manager	2009 – 2017
Alaska Distributors Co.	Director of Finance, Credit Manager	2001 – 2009
Columbia Distributing, Inc.	Division Controller	1999 – 2001
Sid Eland, Inc.	Controller	1987 – 1999
Best Way Motor Freight, Inc.	Controller	1986 – 1987
Marine Logistics Corp.	Division Controller	1985 – 1986
SunMar Shipping, Inc.	Controller	1984 – 1985
Kueckelhan, Crutcher PLLC	Staff Accountant	1980 – 1984

### Accomplishments

- Selected as CFO of the Year in 2013 for his leadership during Click Wholesale's expansion into the spirits business, after the State of Washington privatization. During this growth period he successfully negotiated a new banking relationship with significantly better loan terms.
- As Controller for Sid Eland, was responsible for the relocation coordination process to a newly constructed distribution facility combining three warehouse locations.
- While Director of Finance for Alaska Distributors, managed the budget process for the multi-state operation, and created bonus program metrics that drove performance improvements.
- Evaluated the positive cost savings from conversion to CNG vehicles for cleaner fuel emissions resulting in several awards for Click Wholesale's clean energy fuel program.
- Experienced in managing all aspects of human resources and payroll.
- Successfully mentored and trained employees at various organizational levels to take on new responsibilities and gain a better understanding of company operations through cross-training.
- Performed financial due diligence on behalf of the owners of Sid Eland, Alaska Distributors, and Click Wholesale.

### Education

- Bachelor of Arts in Business Administration - Accounting, University of Washington