



Patrick Duff

Qualifications Summary

Entrepreneurial financial executive with an operational focus in manufacturing, retail, nonprofit, and services. Accomplished in building outstanding teams and processes to support growth, manage through challenges, and provide critical analysis for the management team.

Professional History

Wellspring Family Services	CFO	2013-2017
CFO Selections	Consultant	2012-2013
Damar Aerosystems	CFO	2011
Morgan Memorial Goodwill Industries	VP Finance & CFO	2006 – 2011
Ahura Corporation	Financial Contractor	2006
Thomas James International, LLC	VP Finance, CFO, COO, & Director	1999 – 2005
Associated Vintners, Inc.	VP & CFO	1996 – 1998
Habitech Limited	Finance Manager & Acting CFO	1994 – 1996
Gregg's Cycle Inc.	Store Manager	1990 – 1994
Bank of Montreal	Manager of Marketing & Product Management, Treasury Group	1989 – 1990
	Treasury Marketing Representative, Off-Balance Sheet products	1987 – 1988
Esso Petroleum Canada	Trader, External Supply Department	1984 – 1987
	Business Analyst	1983 – 1984
	Planner	1979 – 1983
Roynat, Ltd	Account Manager	1978 – 1979
Omega-Cape	Engineer	1975 - 1976

Accomplishments

- Wellspring CFO and Executive with oversight of EAP enterprise and IT. Competed \$5.4M Tax Exempt bond refinancing and accounting system conversion from MIP to Acumatica.
- At multiple companies, managed the entire accounting and IT departments, including significant IT upgrade projects. Improved processes, shortened close times, and supported company operations through periods of fast growth and M&A activity.
- At Goodwill, supported retail growth of 40% over two years, and completed complex New Markets Tax Credit financing for \$13M.
- At Thomas James International, successfully managed three operating companies through a severe cash flow impairment during an industry downturn which resulted in significant loss of sales. Restructured \$3.5M of debt.
- At Associated Vintners, led turnaround to profitability within 15 months. Negotiated increase in credit facility to \$40M, and managed a successful acquisition which increased capacity by 50% and sales by 40%.
- At Habitech Limited, acting CFO in Bangkok, Thailand for of \$20M construction project
- At Gregg's Cycle, achieved 40% sales growth in first year as manager.
- Co-authored, with Price Waterhouse consultants, a 60-page book on foreign exchange and interest rate risk management. Lectured at joint seminars.

Licenses / Education

- MBA, University of Western Ontario, London, Canada
- Bachelor of Engineering, McGill University, Montreal, Canada
- Certified Management Accountant
- Professional Engineer, Ontario, Canada (Inactive)