



## Patrick W. Williams

### Qualifications Summary

Entrepreneurial minded executive with over 30 years of experience in providing financial and operational leadership in diverse industries including manufacturing, distributing, retail, and real estate. He is a high-energy, active learner, and creative leader that focuses on results with the highest integrity. He uses an owner's perspective in deploying "best practice" initiatives to support strategic growth.

### Professional History

CFO Selections	Consultant	2016 – Current
Freefly Systems, Inc.	COO/CFO	2014 – 2015
Lumicor, Inc.	COO/CFO	2007 – 2014
Seattle Pacific Industries, Inc.	Controller/CFO	2005 – 2007
Ethan Allen Home Interiors, Inc.	COO/CFO	1998 – 2005
Reflex Communications, Inc.	Founder/CFO	1997 – 1999
Source Data, Inc.	COO/CFO	1995 – 1998
MOM's Premium Food Company	Principal/CFO	1993 – 1995
Pacific Capital Corporation	CFO	1982 – 1993

### Accomplishments

- At Freefly Systems, established financial controls, standard product costing, and organizational structure including initial policies/procedures and initial bank financing. Reduced inventories by 50% through implementation of initial ERP; decreased cash cycle by 50+ days through enhanced supply chain management; reduced effective tax rate through the use of IC-Disc and R&D credits.
- At Lumicor, developed strategic forecasting, annual business planning, and quarterly Board level reviews. Converted accounting systems from cash basis to GAAP and implemented standard costing system; introduced CRM during implementation of new ERP system. Full P/L responsibility resulted in increases in EBITDA of over 600% partially due to development of new products through patent registration and launch.
- At Seattle Pacific Industries, renegotiated agreements recovering over six figures in lost fees and dramatically reduced finance department turnover. Participated in the planning, due diligence, and execution of two new subsidiaries and acquisition of a third.
- At Ethan Allen Home Interiors, achieved annual ROI of 36% and increased the GMROI by 25% while reducing work force by 40%. Automated supply chain ordering from retail store to manufacturing floor.
- At Reflex, participated in the development of business strategy and product deployment for startup telecommunication provider. Secured initial seed funding and managed Finance, Operations, and administration through second stage funding.
- At Mom's Premium Food Company, provided finance, operations, and administration to this venture backed startup through final sale to a contract manufacturing kitchen.
- At Pacific Capital, provided finance, IT, and HR management for multi-division holding company while serving as President of 30 store multi-state retailer achieving growth both organically and by acquisition.
- At multiple companies, managed software implementation projects including: POS, ERP, and CRM solutions using Island Pacific Systems, Oracle, Apteon, Furniture Pro, QuickBooks, and NetSuite software.

### Education and Certifications

- Bachelor of Arts in Marketing and Accounting, University of Puget Sound
- Masters of Business Administration in Finance, University of Puget Sound