



## Tom Griffin

### Qualifications Summary

Tom is an experienced financial officer with a passion for success. He has broad experience in various sectors including real estate, property management, project management, and the timber and construction industries. He has had responsibility for cash management, audits, insurance, financial planning and analysis, internal controls and financial reporting, and has served as Controller and CFO for both public and private companies.

### Professional History

Cochran Inc.	CFO	2013 – 2019
CFO Selections	Consulting Controller	2012 – 2013
Self Employed Consultant	Consultant	2010 – 2012
Washington Mutual	Divisional Finance Officer	2003 – 2009
Port Ludlow Associates	CFO	2001 – 2003
Pope Resources	VP of Commercial Properties	1996 – 2001
	Treasurer / Controller	1996 - 2001
Wood Associates	Property Manager	1986 – 1987
Vestar Inc.	Controller	1984 – 1986
Price Waterhouse	Auditor	1980 - 1983

### Accomplishments

- Helped build a team that increased revenues from \$130 million to \$220 million in 3 years.
- Worked with tax professionals to save over \$800,000 in R & D tax credits.
- Initiated new loan amendments and new credit facilities.
- Participated in developing new short- and long-term bonus plans.
- Restarted and successfully completed a failed accounting software implementation.
- Developed exceptional IT and HR departments.
- Provided financial analysis and support for the sale of 11 major properties with an aggregate sales price of over \$450 million.
- Supported the team in disposing of over 700 properties which have over 5 million square feet.
- Found and initiated a program to collect past due tenant improvement reimbursements from landlords. Collected over \$3 million dollars.
- Drove the successful sale and transition of the Port Ludlow assets to a new owner including employee retention, benefits, IT and a new accounting software system.
- Consulted on a diverse variety of clients on accounting, financial reporting, strategic planning and cost management.

### Education

- Bachelor of Arts in Accounting, University of Washington