



## Kurt C. Maass

### Qualifications Summary

Strategic thinking and tactical execution with 30+ years of experience and an entrepreneurial spirit. Successfully enables non-profits, startups and well-established companies to prosper by developing strategic direction and partnerships, controlling costs, improving processes, and active thought partnership with client executives. As a collaborative leader, makes key contributions to enable organizations to meet core mission and growth objectives.

### Professional History

CFO Selections	Partner, Practice Manager, Consultant to for-profit and not-for-profit entities	2013 – Present
MicroPlanet Technology Corp.	CFO	2009 – 2012
Telecom Transport Management, Inc.	VP - Finance	2004 – 2009
McCaw Cellular / AT&T Wireless	Various postings, ending with VP – Divisional CFO for Network Services	1985 – 2004
Ernst & Whinney (Ernst & Young)	Senior Consultant	1980 – 1985

### Accomplishments

- Cut annual operating costs about \$100M while boosting perceived service quality at AT&T Wireless by organizing a task force to resolve mission-critical technical issues. Extensive experience interacting with regulators and regulatory agencies.
- Developed plan and trained negotiators to respond to nationwide government mandates for AT&T Wireless.
- At Microplanet, tightly managed daily cash flow, stabilized revenues, and helped raise \$6M in convertible notes and preferred stock; orchestrated conversion from US GAAP to IFRS.
- Successfully negotiated both vendor financing and an \$80M D round of venture capital financing at Telecom Transport.
- At CFO Selections, worked with a variety of non-profits including civil legal aid, Federal energy assistance programs, food banks, arts organizations, community investment funds, faith-based organizations, and independent schools. Led interactions with Boards of Directors (including designing reporting schema), led grant writing submissions and subsequent reporting, budgeting, forecasting, and cash flow management, participated in development of strategic direction and mission definition processes, and capital campaigns.
- At CFO Selections, worked with numerous small to medium-sized for-profit businesses, providing both tactical and strategic consulting services. Participated in upgrades of financial reporting processes and packages, interactions with Boards of Directors, improving product costing, e-commerce financial management, budgeting, forecasting and cash flow management, as well as fund raising and recruitment. Assisted various clients in definition of strategic directions, development of organization and staffing models, and identification/pursuit of strategic business partners.
- Long history of fiduciary leadership as Trustee of independent school, including capital campaigns and general financial leadership.

### Education and Boards

- MA, Whole Systems Design / Organizational Development, Antioch University
- BBA, Accounting, Pacific Lutheran University
- Mastery Certification, Organizational Renewal Consultation, Systems Renewal Institute
- Trustee, Treasurer, and past Board President of The Bear Creek School (2001 – Present)
- Elder, Finance Committee member at University Presbyterian Church, Seattle