



# THOMAS S. MCDOWELL

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## QUALIFICATIONS SUMMARY

Tom is a dynamic, results-driven professional with almost 40 years' experience managing all aspects of accounting, financial reporting, and mergers and acquisitions for both established and start-up companies. His ability to skillfully analyze sales and production activities and implement best practices drives positive change. He is adept at fostering long-term relationships with clients, banks, and equity partners, and dedicated to ensuring customer satisfaction. Tom's expertise encompasses strategic planning, project management, contract negotiation, and expense control.

## PROFESSIONAL HISTORY

|                               |                                |                |
|-------------------------------|--------------------------------|----------------|
| CFO Selections                | Consultant                     | 2020 - Present |
| Pineapple Hospitality Company | Corporate Controller           | 2016 - 2020    |
| Concorso Italiano             | Chairman                       | 2009 - 2023    |
| CFO Selections                | Consultant                     | 2007 - 2016    |
| Windswept Capital LLC         | Executive Vice President & CFO | 1996 - 2007    |

## ACCOMPLISHMENTS

- Joined Pineapple Hospitality as the Company planned its expansion from a regional presence to national. The mission was to restructure the accounting team to make it scalable to the looming growth of the Company. Succeeded in a data system conversion, identified stronger accountants and allowed for their growth. Between the data systems conversion, stronger personnel, revised and documented process improvements, the accounting department team shrunk, reduced costs, and met shorter reporting deadlines, all while the company grew by 50%.
- Led the resurrection and growth of the Concorso Italiano, the world's largest annual exhibition of Italian automobiles. Rebuilt relationships with Italian automotive manufacturers and designers. Systematized event logistics leading to a reduction of event personnel by 40%, reduced planning expenses by 35%, and restored participant satisfaction by 42%. Developed media exposure using radio interviews, podcasts, television, social media, press conferences and print media to increase publicity in Japan, North America, and Western Europe.
- Played a key role for over 12 years in building Windswept Capital LLC into becoming a leading middle market M&A firm in the Puget Sound. Completed transactions whose cumulative value totaled over \$600 million. Spearheaded the design and development of a proprietary database of national private equity acquirers. Established company policies and procedures for all phases of project management. Designed a company template for offering memorandums, which has been widely complimented by the private equity community as superb. Invited to speak at multiple training and continuing education seminars.
- Contributed to the start-up of Olympic Capital Partners and directed all aspects of operations, including project management and financial analysis for all client assignments. Developed a business valuation model and designed and implemented financial management controls, and a client financial analysis model. Guided the firm in obtaining securities licensing and complying with regulations.
- Hired to create function in a dysfunctional accounting department. Reduced the duration to complete month- end financial statements by 70% while simultaneously reducing Accounting headcount by 40%.
- Designed a continuous process improvement program for Security Management Inc.'s accounting department while reducing headcount by 18% and boosting the customer satisfaction rating by 25%. Managed project accounting, including supervising 24 project accountants. Streamlined monthly reporting activities, which expedited customer reporting by three days.
- Achieved a 20% reduction in departmental overhead by implementing staff reassignments for Orion Television. Developed multi-year business plans, forecasted capital expenditures, and created divisional operating budgets. Hired and supervised 5 financial analysts and oversaw 15 freelance production accountants responsible for \$100M+ in annual television production budgets.

## LICENSES & EDUCATION

- Bachelor of Science in Business Administration and Accounting, University of Southern California