

Peter Sullivan - CPA, MBA
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SUMMARY

Over twenty-five years of diversified executive experience including financial management, strategic planning, mergers and acquisitions, financial reporting, business plan development, financial modeling, management information systems and personnel management.

PROFESSIONAL EXPERIENCE

Denali Financial Consulting LLC (Averro) – CFO Consultant **2009 – 2023**

Denali is a profitable consulting company that provides specialized finance and IT services to growing companies. Areas of focus include CFO services, financial management and reporting, financial modeling and revenue recognition. Served as part-time Chief Financial Officer for Capital Planning, Modern Electron and Buffalo Export.

Sarbox Solutions, Inc. – Manager **2003 to 2009**

Sarbox Solutions is a profitable consulting and software company that provides a full-range of value-added services to assist public and private companies to successfully plan, manage and complete their project for compliance with the Sarbanes-Oxley Act of 2002 ("SOX"). Developed broad expertise in finance, SEC reporting, human resource, information technology, corporate governance and M&A due diligence processes. Achieved 100% referencable client base including ZymoGenetics, Natestch, Data IO, Lion, Dwango, Marchex, Comtech Tolt Technologies, Seabright Insurance Company, ICO Global Communications, Helix BioMedix and Northland Communications.

Johnston & Culberson, Inc. – Vice President, Chief Financial Officer **1996 – 2003**

Johnston & Culberson was the largest third-party administrator of workers' compensation programs in Washington and Oregon. As Vice President and Chief Financial Officer reporting to the President, responsible for directing the overall financial strategy for this \$10 million, 125 employee profitable private company. Managed a staff of ten. Directed the accounting, financial reporting, planning, budget, tax, investment and audit activities. Johnston & Culberson was sold to Sedgwick CMS in 2003.

Healthcare Management Administrators, Inc. – Director of Finance **1994 – 1996**

Healthcare Management Administrators is a private third-party administrator of self-insured healthcare programs. Reported to the President. Responsible for directing all financial operations for this \$3 million company. Highlights and responsibilities included:

- Supported and re-engineered processes in the Finance Department during a period of high growth; experienced over 35 percent revenue growth during tenure.
- Coordinated the development of and wrote the first business plan specifically for obtaining additional equity financing. Lead efforts to partner senior managers to support the plan. Company now owned 100% by its parent.
- Recreated the financial reporting system including selecting and implementing a new financial accounting information system, installing a budgeting system and introducing responsibility and cost accounting.
- Guided the Company through its first external financial audit including negotiating with and selecting a public accounting firm, altering accounting practices to conform with GAAP, and internally overseeing the successful completion of the audit.

Meaghan Jared Partners, Inc. – Associate Consultant **1992 – 1994**

Meaghan Jared Partners is a private healthcare management consulting firm. Assisted clients implement major changes in politically charged areas including organizational restructuring, selection and implementation of information systems, operations management and business valuations. Developed technical skills over a broad range: strategic planning, financial analysis, process improvement strategies and information system issues.

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Resume, continued

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Science Applications International Corporation (SAIC) – Accounting Administrator

1990 – 1992

SAIC is an employee-owned high-technology company with world-wide operations. Managed the accounting functions for the Defense Systems Group, a \$56 million division located in Tucson, Arizona. Responsible for preparing and analyzing financial statements, performing sales analysis, conducting internal financial and operational audits, completing Tucson based administrative duties, and performing special projects in support of finance and administration.

Deloitte – Audit Manager

1982 - 1989

Served the needs of both public and private companies with an emphasis in the real estate industry. Highlights and responsibilities included:

- Design of audit approach and identification of material risk factors
- Technical review and analysis of working papers and issues pertaining to financial and tax basis reporting
- Presentation of audit findings to client's senior financial management
- New business development and client retention
- Instructor at national education seminars
- Participated in other engagements for financial services relating to complex business transactions, assessment of internal controls and management information systems, and acquisition reviews

Chosen to participate in the Firm's two-year Management Development Program. Responsible for coordinating and implementing national computer service projects at the Firm's Executive Office in New York.

EDUCATION

University of Arizona Graduate School of Business - Master of Business Administration – Finance 1992

University of Washington - Bachelor of Arts in Business Administration – Accounting 1983

AFFILIATIONS AND PERSONAL INTERESTS

Certified Public Accountant - State of Washington

American Institute of CPA's

Personal interests include golf and pickleball