DANIEL M. KNAUSS

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**SENIOR EXECUTIVE**

## Building and Leading Profitable Organizations

Strategic and hands-on executive, an accomplished change agent with a proven track record of revitalizing, restructuring, accelerating growth, managing risk, and maximizing ROI in both turn-around and sustained growth environments. Repeatedly delivered rapid and sustainable improvements to achieve a balanced revenue growth and profitable fiscal performance. More than 20 years of progressively increasing responsibility and expertise in all phases of executive management and administration. *Areas of Special Competence:*

##### Strategic Planning Facilities Management M&A P&L / Cost Center Management

Decision-Making Profitability Enhancement Leading Teams Supply Chain Management

#### **ACHIEVEMENTS**

* Negotiated $200 million credit facility for film slate financing. Established coverage with investment banks and managed investor relations.
* *Led* multi-function acquisition teams during identification, assessment, due diligence, and final negotiations of technology compatible businesses to increase top line revenue and grow market share. **Result:** Concluded purchases ahead of schedule and 16.5% below financial model targets. Obtained increased market share, managed service offerings, and top-line revenue.
* *Achieved* sustained growth and grew revenue through internal staff and facility expansion, diversification, and acquisition. **Result:** Realized 205% revenue increase over 3-year period FY’04 – FY’07.
* *Developed, implemented*, and *managed* organizational restructuring for corporate and divisional alignment through internal realignment, facilities management & space planning optimization, and outsourcing. New structure strengthened trust, accountability, and morale between management and line staff, increasing workforce productivity. **Result:** Reduced overhead and management costs by 22%.
* *Planned* / *formulated* and *implemented* formal corporate and divisional operating budgets not previously in existence to establish annual objectives. Reviewed and prioritized current practices, reduced and eliminated excessive expenditures, and introduced policies for spending authority and approval levels. **Result:** Achieved highest Net Profit and Retained Earnings in company history for five consecutive years.
* *Organized* and *supported* plant re-build due to furnace explosion. Planned and negotiated vendor contracts to support an expedited schedule. **Result:** $27M in repairs and structure build was accomplished in a record 14 day period, 9 days ahead of schedule. Direct savings of $269k per day in plant down-time ($2,421,000 total savings).
* *Initiated* state legislation in support of company goals pertaining to industry licensing and regulation. Drafted, lobbied for, interfaced, and convinced local and state government officials to successfully negotiate and pass legislative revisions to the Oregon Revised Statutes (ORS). **Result:**  Direct savings of $196k in yearly licensing fees.
* *Developed* and *authored* employee handbook and company manuals on management policies and procedures pertaining to employment in a multi-state region of operation. Researched laws, interfaced and coordinated with corporate legal counsel, outside organizations’ H.R. departments, and various state agencies in the development of the documents. **Result:** Successful implementation of the policies and awareness throughout the organization led to reductions and avoidance of costly employment related conflicts.
* *Strengthened* financial status of divisional operations for a Fortune 500 high-tech manufacturing company. Analyzed and aggressively pursued high dollar external costs for materials and services. Reduced on-site inventory levels, facilitated a strategic culture change in thinking for internal planning and scheduling departments. **Result:** Realized $700k inventories reduction (35%) and increased inventory turns while maintaining production levels and manufacturing goals.

#### **PROFESSIONAL EXPERIENCE**

# LILE ENTERTAINMENT GROUP, INC. “LEG Films” *(Motion Picture Film & TV Studio)* 2007 - Present

# COO

# Provide strategic and operational guidance for film studio encompassing production, marketing, distribution, administration, procurement, and foreign sales of studio-based films, independent, made-for-TV features, and other productions. Responsible for profitability and financial operations of studio. Serve on the BOD as a Director and a member of the Executive Committee. Directed and coordinated organization’s financial and budget activities to fund operations, maximize investments, and increase efficiency. Lead banking relationships, staff planning, facility planning, lease negotiations, and M&A activities.

# CITY OF PORTLAND *(City Government)*

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# Presiding Officer– Purchasing Board of Appeals 2001 – Present

Appointed by the Mayor of Portland, Oregon to serve on Appeals Board to hear and analyze contractor appeals arising out of bids and contract awards executed by the City of Portland. Control the conduct of the hearing; develop and issue the Final Order of the Board.

# Manager, Special Programs & Projects *(Bureau of Purchases)* 2009 – 2011

Attached to the Bureau of Purchases to provide operational and strategic direction on City of Portland programs and projects. Responsible for facilitation of resources and coordination of efforts between bureaus within the City to implement desired solutions. Develop budgets associated with the identified programs projects. Prepare and present monthly business reviews to City management and stakeholders.

# HEPIERIC, INC. *(Technology services – software development, staffing, IT Managed Services/network/NOC administration)* 2002 – 2007

# COO

Provided strategic and operational leadership for operating business units and corporate support functions with 4 separate P&L’s and 3 cost centers. Responsible for profitability of company operations. Participated with CEO & BOD as part of Executive Committee to manage and ensure overall strategic direction, performance measurements, M&A, funding, and shareholder ROI. Evaluated results within business units to determine if organizational objectives were being met and took actions as necessary. Directed acquisition and retention of key personnel. Directed and coordinated organization’s financial and budget activities to fund operations, maximize investments and increase efficiency. Led facility planning and lease negotiations for multi-state operations. Prepared and presented monthly business reviews to the Board of Directors. Served as Corporate Secretary and Officer of the corporation.

# VP, Finance & Administration

Provided direction to company’s finance and accounting, planning, legal, human resources, procurement, IT, and administrative support functions. Developed operating policy and procedure in support of the company’s strategic and business objectives. Managed banking relationships. Evaluated each function’s progress against performance objectives. Advised other executives and managers on appropriate use of specialized services and administrative requirements. Served as a member of the senior management committee.

###### STARPLEX CORPORATION *(Services provider to the sports and entertainment industry)* 1994 – 2001

# COO

Guided and directed leadership of multi-state services organization employing a staff of over 3,000. Performed day to day oversight of the corporation and its multiple divisions encompassing operational performance and profitability, strategic planning, legal, finance, budgeting, facilities, administration, procurement, H.R./employee services, and payroll. Directed and coordinated organization’s financial and budget activities to fund operations, maximize investments and increase efficiency. Collaborated with President and Board of Directors to develop and implement short-term and long-term business strategies in support of overall goals and objectives. Negotiated and executed lease agreements for facilities and office space requirements. Key decision maker for daily and long-term business activities and objectives. Prepared and presented quarterly and annual business and financial reviews to Board of Directors and shareholders. Served as an Officer of the corporation and supervised senior management staff.

TEKTRONIX, INC. *(Worldwide manufacturer of test, measurement, & monitoring instrumentation)*  1992 – 1994

# Procurement Manager

Managed and directed overall procurement for the Display Products business unit and materials organization. Established planning goals and objectives in support of the business unit objectives; provided procurement guidance and direction for buyers, vendor schedulers, and planners. Supported ISO 9000, Lean Manufacturing, TQM, Kanban, and JIT quality processes.

###### PRECISION CASTPARTS CORP. *(Worldwide manufacturer of components to aerospace, medical, & industrial industries)* 1986 – 1992

###### Purchasing Manager

Planned, directed, and managed the activities of the Purchasing, Receiving, and Central Stores departments in support of the Operations plans and goals. Led Structurals Division in governmental compliance with FAR/DAR requirements. Supported quality through TQM, Lean Manufacturing, and Deming processes; developed annual budget and made mid-term corrections; re-instituted operational efficiency; restored trust, and respect throughout the organization.

### RB&W FASTENING SERVICE CENTER *(Domestic fastener manufacturer/distributor)* 1985 – 1986

**Purchasing Agent**

Managed and initiated procurement of supplies and services.

EDUCATION

BA Business Administration/Marketing - Linfield College, McMinnville, OR

Certified Purchasing Manager (C.P.M.), ISM / NAPM