**BRIAN J. BROWN, CPA**

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**Experience:**

***Intelligent Coating Solutions:*** Mactaphut, Thailand

Managing Director April, 2007 to December, 2012

* Built the third largest industrial coatings business in Thailand from scratch ($13 million in annual revenue)
* Managed over 250 employees, 22 of which were engineers who reported directly to me
* Developed business practices, internal controls, and procedures for every aspect of the business
* Was responsible for sales to non-Thai (primarily Japanese and Indian) engineers in the factories ICS worked in
* Worked each day to ensure quality control on coatings and to see that jobs were done on a timely basis
* Hired office staff, engineers, and safety officers

***National Relief Charities:*** Beaverton, Oregon

President June, 1992 to February, 2005

* Built one of the largest American Indian charities in the United States. NRC had $28 million in cash and $50 million in non-cash contributions when I retired. Up from a base of $600,000 in revenue when I became President
* Was very involved in the success of NRC’s direct mail fundraising. We had growth rates exceeding 20% each year with a 37% increase in DM revenue in my final year.
* Established call centers in both Manila and Texas that boosted revenue over 25% each year
* Managed a staff of 200 employees. Established managerial procedures for each of my managers to follow.
* Built and operated four 30,000+ sq. ft. warehouses for NRC’s non-cash contributions. Operated a large fleet of trucks to deliver our products to American Indian communities.
* Established substantial American Indian programs in seven states
* Was very involved in every aspect of the business from management, to fundraising, to programs

***Brown & Company, CPA’s*** Washington, DC

Managing Partner April, 1983 to April, 1992

* Built one of the largest non-profit 501(c)(3), 501(c)(4), and 501(c)(6) auditing and tax CPA firms in the United States
* Managed over 50 employees
* Performed audits on 170+ non-profit companies and handled the associated tax and state reporting functions
* Performed substantial consulting services for my clients
* Brown & Company revenues exceed $5 million when I sold the firm

**Education:**

Oregon State University: Graduated with a B.S. in Business Administration with a concentration in Accounting.