



Jim Price

Insightful leader / top tier MBA / “Big 4” CPA with proven success facilitating profitable growth by providing strategic, operational and financial support as a respected member of the senior management team.

CFO / COO Leadership • UHNW Family Office • Strategy • M & A • Fortune 500

- **Provided Strategic Leadership to Ultra High Net Worth Family Office.** Analyzed Family Office with 80+ employees, desires of key family members and asset base to prepare and implement comprehensive strategic plan. Operations included a significant real estate portfolio, financial investments, winery and ownership of a diverse hospitality operation. Net annual income was significantly increased through organizational and management changes that increased revenue and decreased operating expense. Effectively coordinated efforts of principals, in-house staff and key outside consultants.
- **Led Asia Pacific division of CB Richard Ellis,** an international Fortune 500 company, through global financial crisis. Assumed financial leadership following sudden departures of long-term COO/CFO and Finance Director, issuance of negative audit findings and declining financial results. Stabilized existing finance team, reorganized finance organization throughout the region. Established strong financial management and control by strengthening reporting systems, internal processes and in-depth analysis.
- **Negotiated and implemented \$150 million acquisition plan for Ikoma Corporation** that allowed CBRE to gain 100% ownership of its business in Japan. Plan included settlement price, timing of acquisition, coordination with outside consultants, transition of prior owners, corporate structure, financial reporting and new management team.
- **Built and led financial organization for Lewis Homes Management Corporation,** a multi-billion dollar real estate developer/homebuilder. Formulated and executed \$600 million IPO/M&A plan with executive team and investment bankers to sell homebuilding business resulting in creating global industry leader (KB Homes). Managed Lewis Family Office and closely integrated its operation with core business.

Career Summary

Hardesty, LLC

Executive Partner, 2011 - Present

Hardesty, LLC is an international professional services firm that rapidly deploys senior financial management partners to organizations ranging from large public entities to ultra high net worth Family Offices to emerging growth companies for project-based interim assignments.

CFO engagements have included evaluating entity operations and implementing strategic and financial solutions.

- Developed and enacted strategic plan, evaluated operations and served as Interim VP Finance for ultra high net worth family office with 80 person staff and substantial real estate portfolio. Increased operational efficiency and service levels while significantly increasing net annual income.
- Maximized financial return from real estate development, hospitality, logistics and energy resources through financial and strategic initiatives for large California real estate owner resulting in large annual revenue boost.
- Financial leadership and support for private equity backed organizations.

CB Richard Ellis

Chief Financial Officer—Asia Pacific 2008--2010

- Provided financial leadership to the fastest growing division of the world's largest real estate services firm with revenues of \$5 billion and 31,000 employees. Implemented and led strategic planning, budgeting and forecasting processes as senior member of Asia Pacific Strategic Group. Directed commercial, legal and administration while evaluating and structuring \$150 million in acquisitions; and negotiating and overseeing transactions.
- Senior regional team leader for international Fortune 500 matrix organization with dual reporting to CEO—Asia Pacific and Global CFO. Directed 3 Area CFOs, Finance Director, Tax Director, IT Director and 200 people across 10 countries. Managed shared services platform integrating Finance, IT, Legal, Compliance and HR resources.
- Prepared Asia Pacific financial information and narratives for SEC filings. Asia Pacific representative on global SEC / Regulatory Reporting Committee. Prepared analysis and provided information directly to Global Executive Committee members for Shareholder Calls, Investor Conferences, Board Meetings and Strategy Sessions.
- Protected company's reputation, brand and business interests by ensuring compliance with relevant laws, regulations, GAAP, FCPA and corporate policies. Represented CBRE with outside parties.
- Effectively communicated and managed at all levels of a very culturally diverse organization. Awarded highest level of Leadership Capability (Gold Medal) based on independent 360 degree appraisal from management, direct reports and constituents.

Tatum, LLC

Partner 2001 – 2008, 2010 -- 2011

- Strategic financial consultant for establishing new commercial real estate firm, **Thompson National Properties**, and investment funds. Worked closely with senior leadership to design/implement aggressive growth plan. Spearheaded MRI reporting system implementation for property management division.
- Chief Financial Officer for **Red Mountain Retail Group**, a \$3 billion commercial real estate investment company with 40 properties under development and 105 properties managed. Led financial operations, accounting, strategic planning, investor relations, financial modeling and forecasting. Immediately stabilized finance group and upgraded processes to reflect size and complexity of properties, investor base and organization.
- Interim Chief Financial Officer engaged to ensure continuity of financial function and rebuild finance/accounting department following sudden departure of CFO and Controller for **Spinitar**, a \$25 million full-service AV system integrator. Coordinated CPA firm review, bank audit, sales tax and property tax audits; established new banking and leasing relationships. Recruited and hired financial leadership team and reduced inventory levels through implementation of stringent controls.
- Chief Financial Officer for three early stage software and technology ventures. Drove cash, operations, risk management, investor relations, corporate finance, human resources, IT, accounting, tax, strategic transactions, venture capital and business development.

Lewis Homes Management Corp. / Lewis Family Office

Chief Financial Officer / Treasurer, 1984 - 2000

- Built and managed financial organization and processes that supported tenfold company growth (\$75 to \$750 million in revenue), market share gain and 20% annual earnings growth for a multi-state real estate developer.

Lewis was the largest privately-held homebuilder in the U.S., along with developing, owning and managing 5000 apartments and 3 million sq. feet of commercial space.

- Managed Lewis Family Office and ensured Family objectives and business operations were in complete alignment. Coordinated day to day operations, banking relationships, portfolio management and special requests. Worked closely with in-house and outside wealth management professionals: Tax Director and team, estate planning attorneys, investment advisors and insurance brokers. Developed and implemented family member philanthropy plans.
- Formulated and executed \$600 million IPO/M&A plan with executive team and investment bankers to sell homebuilding business resulting in creating global industry leader (KB Homes.) Structured and secured favorable financing, including \$500 million per year in private and public financing and \$200 million in public debt offerings and conduit financing.
- Ensured compliance with all investor, regulatory and financial institution reporting requirements. Served as primary contact for investors, regulatory groups, partners and financing sources. Orchestrated, scripted and prepared documentation for meetings between senior management and key stakeholders.
- Strengthened cost efficiency through investments in best of breed IT systems and breakthrough budgeting, forecasting, cash and risk management initiatives. Managed risk through interest rate and foreign exchange future and derivative instruments.

Additional Career Experience

- **KPMG:** SEC Audit Executive; CPA (inactive)
- **Federal Empowerment Zone of Santa Ana:** Board of Directors (2001-2008) for federal community redevelopment initiative with an initial allocation of \$100 million and over \$25 million of actual funding during tenure on Board. Also served as Audit Committee Chair.

Education

- **Harvard Business School** / Master in Business Administration
- **University of Southern California** / Bachelor of Science