

Dave Reves

Senior financial executive with 25 years of diverse business experience as a C-level problem solver and value builder for private and emerging growth companies in retail, manufacturing, distribution, aerospace & defense, and high technology. Adept at managing change and building infrastructure in preparation for accelerated growth, mergers, acquisitions, or when seeking capital.

Acquisitions • Strategic Planning • Due Diligence • ERP • Cost Control

- Researched, evaluated, and performed due diligence/valuation of a series of target companies for **Arden Road Investments**, a private investment group, and crafted leveraged buyouts of two, integrated both and assumed the role of General Manager in order to enhance shareholder value by tripling profits in two years.
- Led a turnaround and sought a buyer for **Benchmark Technology**, a \$50M printed circuit board manufacturer, when volume declined and venture capital group elected to exit from this previous Management Buyout of a TRW division. Restructured labor and operating expenses resulting in a return to profitability when preparing the company for sale.
- Implemented a new **Enterprise Resource Planning system for Vista Paint**, a \$150 million consumer products retailer. Led company-wide business process re-engineering efforts.

Career Summary

Hardesty, LLC	<i>Partner, 2011 - Present</i>
<ul style="list-style-type: none"> • Positioned BTL Machine for majority sale by implementing initiatives which increased enterprise value. Re-engineered reporting stream to support buy-side diligence. Increased current year EBITDA by \$1 million through correction of inventory errors. Mentored governance function. • Prepared Applied Companies for first time external financial audit, conducted year-end physical inventory under close observation of CPA. Restated prior year financial statements based on forensic analysis of prior year inventory, which generated income tax reimbursement. • Rebuilt finance function and retroactively revised financial statements for Global Agora, a holding company for a sports lifestyle business, and an internet marketing company. Implemented internal controls, instituted physical inventory procedures, mentored corporate oversight function. 	
Tatum, LLC	<i>Partner, 2007 - 2011</i>
<ul style="list-style-type: none"> • Served as Interim Chief Financial Officer of Process Fab, Inc, a \$50 million ISO9000 aerospace manufacturing firm, supported negotiations and facilitated the sale of the business to a private equity group. Re-engineered processes and systems, transitioned to new ERP, improved the integrity of enterprise databases, created a customized model to track inventory and revenue recognition, implemented internal controls, generated all reporting necessary to successfully complete due diligence and GAAP audits. Led the company through first ever DCAA audit of overhead rates in compliance with Federal Acquisition Regulations. 	

- Served as Interim Chief Financial Officer, and post transaction Chief Executive Officer for **Venture Aircraft**, a \$40M AS9100 manufacturer of precision sheet metal and machined components for aerospace and defense. Re-deployed ERP system, revised processes for recording, tracking, and verifying all assets and costs, including purchased components from receipt, through each production center, and shipment. Realigned procurement processes and supply chain resulting in reduction of material costs by 10%. Utilized Key Performance Indicators (KPIs) as management tool for decision-making, introduced Lean concepts. Developed and executed exit plan, conducted presentations to potential acquirers and lenders, resulting in successful sale to a private equity group.

Vista Paint

Chief Financial Officer, 2003 – 2005

- Chief Financial Officer for **Vista Paint**, a \$150M retailer of consumer coatings with 46 storefront locations. Responsible for the sales audit, credit/collections, general accounting, cost accounting, information systems, and human resources functions. Led the conversion from a patchwork of computer systems to an integrated enterprise resource package, providing real time data inquiry for product balance status, which reduced inventory without decreasing customer service levels. Strategic analysis centered around product mix impact on cost of store inventories versus customer service metrics. Reduced debt balance by \$4M with more effective cash management techniques.

Maury Microwave

Vice President of Finance, 2000 – 2003

- Vice President of Finance at **Maury Microwave**, a manufacturer and international exporter of electronic test equipment for the telecom industry. Rebuilt accounting function after a fraud investigation. Implemented a new ERP system and standard product costing, developed more than 100 management information reports in conjunction with state subsidized training program and process re-engineering. Designed innovative “forward looking” cycle count program leading to improved inventory accuracy, from 70% to 99%. Instituted real time shop floor labor entry to provide timely variances and designed an employee gain-sharing program that translated into a 9% reduction of total company payroll costs.

AVX

General Manager, 1998 – 2000

- General Manager of a satellite facility for **AVX**, a publicly owned \$2B manufacturer of electronic components for defense, avionics, and medical applications. Reduced supply chain costs resulting in \$500K savings per year, and designed new pricing systems for all government contracts.

Globe Composites

Chief Financial Officer and General Manager, 1988 – 1998

- Chief Financial Officer and General Manager for **Globe Composites**, a manufacturer of composite parts for the defense and consumer electronics industries. Crafted two leveraged buyouts and subsequent integration, then assumed the role of General Manager, tripling profits in two years. Acquired a new site and moved the entire operation to a more cost effective location.



Benchmark Technology

Chief Financial Officer and Treasurer, 1983 – 1988

- Chief Financial Officer and Treasurer for **Benchmark Technology**, an ex-TRW division manufacturing printed circuit boards. Led a turnaround and sought a buyer when volume declined and the venture capital group elected to exit from this previous management buyout. Restructured labor and operating expenses resulting in a return to profitability when preparing the company for sale.

Education

- University of Texas at Austin, BBA
- California State University, MBA