

Greg Eyink

Financial executive with experience at high growth, mid-market businesses in the portfolios of Private Equity Groups. Instrumental in improving financial reporting, budgeting, cash flow forecasting, inventory control and policies & procedures while contributing to operational goals and organizational development. Certified Management Accountant (CMA) and also certified as a Senior Professional in Human Resources (SPHR) with experience in manufacturing, retail and wholesale distribution of consumer products ranging from food products to luxury fashion apparel.

CFO Services • Emerging Growth • Financial Modeling • Mergers & Acquisitions • Private Equity • ERP Implementation

- **Led the accounting, finance, human capital and IT functions** of a parent company and eight subsidiaries primarily focused in the international fashion apparel industry as it grew from less than \$10 million in annual revenue to over \$50 million in three years.
- **Managed accounting, finance, human capital and IT functions** of a manufacturing and retail company as it grew from 6 stores with a total of \$20 million in annual revenue to 16 stores plus e-commerce with a total of over \$55 million in annual revenue in two years following an investment from a private equity group.
- **Recent engagements include interim CFO roles** at several food product companies in the portfolios of private equity groups where achievements included completing ERP implementation, upgrading financial reporting, developing budgets, forecasts, policies & procedures; building relationships with creditors and key employees, and onboarding the permanent CFO.
- **Implemented mid-market ERP systems** including Microsoft Dynamics and Exact Macola. Developed integrated financial reporting with drill-down capabilities using Microsoft FRx/Forecast (now Microsoft Management Reporter).

Career Summary

Hardesty, LLC

Partner, 2012 - Present

- Interim CFO for **Kernel Seasons**, a consumer packaged food product company in the portfolio of **VMG Partners**. Engaged after acquisition to fill the gap between departing and incoming CFO's. Managed year-end close and corrected prior month reporting mistakes complete with reports to bridge the impact of the corrections versus the actual period results. Created weekly cash flow forecasting, developed product cost database and profitability reporting by product and by customer, fulfilled preliminary audit requirements, built relationships with new bank and creditor and onboarded the incoming permanent CFO.
- Interim CFO for **Quinoa Corporation**, a consumer packaged food product company in the portfolio of **Encore Consumer Capital**. Engaged after acquisition to manage purchase accounting and year-end taxes. Completed implementation of two-year-old ERP system. Created robust financial reporting complete with KPI dashboard, trend analysis and forecasts and normalized prior year reports for apple-to-apples comparisons. Worked with sales and operations to develop ambitious but achievable budget. Created company intranet for consolidation of

corporate documentation including policies and procedures. Onboarded the incoming management team.

- Inventory Valuation / Margin project for **California Splendor**, a food product company in the portfolio of **Encore Consumer Capital**. Engaged by newly appointed CFO to develop auditable inventory valuation method. Worked with company's Access programmer to have new valuation incorporated into the company's inventory management Access database for better control and efficient maintenance. Identified factors contributing to the fluctuating and eroding margins, and restructured financial reporting to match expenses to revenues and allow consistent comparisons across customers and throughout the year. Set-up Monthly Reporting package to track KPI's and provide visibility to profitability by customer and product category.

Tatum, LLC

2006 - 2012

- Interim Corporate Financial Controller for **Rachel Ashwell Shabby Chic**, a manufacturer and retailer of furniture, bedding and home furnishings in the portfolio of **Goode Partners**. Interim engagement lead to W2 employment for three years. Designed and implemented financial reporting, budgeting and forecasting package using Microsoft FRx integrated into company's Microsoft Dynamics ERP. Reduced monthly reporting cycle from 10 to 2 days without an increase in staff while revenue increased over 300%. Established tax registrations, business licenses, insurance policies, POS systems, telephones, internet, banking, merchant accounts, utilities and maintenance contracts for all store openings.
- Microsoft Forecaster implementation for **Metagenics**, a \$280 million manufacturer and distributor of medical foods and dietary supplements. Replaced Excel-based budgets with interactive database-centric budgeting and forecasting platform which allowed for audit capabilities, workflow, increased data security and integration with the company's ERP system.
- Interim Financial Controller for **Snack Factory, dba Pretzel Crisps**, a consumer packaged food product company in the portfolio of **VMG Partners**. Engaged after acquisition to establish cash flow forecasting, financial reporting, manage accounting department and assist with selection and onboarding of permanent CFO.
- Interim Financial Controller for **Dualstar Entertainment Group**, and it's subsidiaries **The Row, Elizabeth and James, and Olsenboye** which together comprise the \$100 million fashion apparel business of Mary Kate and Ashley Olsen. Interim engagement lead to W2 employment and CFO role for 3 years as revenue increased an average of 56% annually throughout tenure. Identified risks and need for additional financing, then replaced accounts receivable factor and negotiated new asset-based lines of credit which reduced the risk of accounts receivable default by over 60% and provided over \$5,000,000 of additional financial leverage. Analyzed employee benefits and improved overall package while saving the company over 15% per employee by switching to a NY based plan in response to shifting employee demographics. Established subsidiary in France and distribution facility in Belgium which helped drive 112% annual growth in export sales. Created an IC-DISC subsidiary which generated six-figure tax savings related to export sales. Developed relationship with Ex-Im Bank to insure international accounts receivable and established Ex-Im insured accounts receivable backed line of credit to finance growth in sales.

Additional Career Experience

- **The Singleton Company:** Vice President of Finance for 75 year old advertising specialty business
- **University of Southern California:** Financial Controller for USC Bookstore
- **United States Gypsum Company:** Various manufacturing plant controller positions over 9 years.

Education

- University of Southern California, MPW
- Bowling Green State University, BSBA
- University of Michigan, MBA candidate

Affiliations / Certifications

- Certified Management Accountant (CMA)
- Senior Professional in Human Resources (SPHR)
- Institute of Management Accountants (IMA)



References from recent Hardesty clients

Kernel Season's

"On his very first day in the office, Greg was able to organize and prioritize our open accounting and finance projects. He immediately took ownership of high level financial reporting, including troubleshooting some of our past report. He is an excellent teacher and takes the time to train us on new processes so they can be continued after his assignment is over. His logical approach to problem solving is universally valuable throughout several departments at Kernel Season's, so we have enlisted his assistance for several projects outside his initial scope of finance and accounting. He established himself as a leader at our company within a few days. He pulls our employees together and engages them in projects and assignments in a way that makes them feel challenged yet successful. His friendly and professional attitude helps keep the office humming along peacefully amid the chaos of the season."

Theresa Tomczak, Office Manager

"Greg was an invaluable resource to me as the incoming CFO. It was hard to believe he had only been with the company for just over a month before I arrived. He had an in-depth understanding of the issues I needed to address which enabled me to hit the ground running. Having Greg there to continue to manage the day-to-day workflow also allowed me to build relationships with employees throughout the company in my first two weeks."

Kimberley Bradley, Chief Financial Officer

Quinoa Corporation

"Greg's accounting experience and expertise enabled us to complete the implementation of our Macola ERP system and take its functionality to a higher level. The reports and KPI charts he created gave us a better grip on profitability by product and by customer which enabled us to make more informed operational decisions."

Michael Scioli, Vice President of Operations

"Greg was extremely helpful in getting me off to a good start as the incoming CFO of Quinoa Corporation. He had assembled and organized the corporate documentation in a way that gave me easy access to the information I needed, and the financial reporting package he created is great. He helped me master the Macola ERP system and it was difficult to believe he had not used Macola prior to Quinoa Corp."

Tom Spielberger, Chief Financial Officer

California Splendor

"I very much appreciated Greg's ability to ramp-up quickly and get his arms around the complexity of our business especially in regard to inventory and cost of goods. He did an incredible job of building relationships with the people involved throughout our company to get buy-in and cooperation. He helped us out a great deal."

Brian Smith, Chief Financial Officer

"Greg did an incredible job at both Quinoa Corp and California Splendor. We intend to use him again and again."

Bill Shen, Vice President, Encore Consumer Capital