

JON GAINES, MBA, CPA

◆ Wauwatosa, WI 53226 ◆

FINANCE, ACCOUNTING AND OPERATIONS MANAGEMENT

Educated, articulate, goal-oriented management-level professional with progressive experience in Accounting and Operations. Possesses knowledge and experience in acquisitions, personnel management, forecasting and budget development, as well as professional development and personnel training, auditing and accounting/operations administration. Utilizes management, communication, organization and mathematical skills to ensure departmental proficiency.

Computer Skills: MAS90, SBT Software, Microsoft Office Suite

PROFESSIONAL EXPERIENCES

Wisconsin Women's Business Initiative Corporation Milwaukee, WI

April 2010 – Present

Vice President of Business Services and Finance

- Direct and monitor daily accounting and reporting activities for the organization and fiscal sponsorship activities.
- Direct activities of 4 member accounting department to support operations and finance organization.
- Review, design and implement cost control procedures to optimize operational efficiency and bottom line profitability.
- Build and maintain business relationships with financial services and banking personnel.
- Supervise cash management procedures including control of cash receipts and disbursements to meet business operating and investment objectives.
- Serves as finance management key team member to prepare operating plans for management.
- Serves a key contact for relationships with regulatory and external accountants for the organization.

Wisconsin Exposition Center at State Fair Park Milwaukee, WI

August 2002 – April 2010

Vice President, Administration and Finance

- Direct and monitor daily accounting and financing activities of a newly formed nonprofit corporation.
- Implement cost control procedures to enhance operational efficiency and increase bottom-line profitability.
- Supervise cash management procedures, including monitoring, and control of cash receipts and disbursements to meet business and investment needs of company.
- Oversee fund investments, as well as associated risks; monitor and administer financial goals, objectives, and budgets; manage accounting, audit, and budget departments.
- Design, integrate, and administrate fiscal policies and control to ensure security of assets.
- Build and maintain business relationships with financial services and banking personnel.
- Serves as key contact for human resources and benefits administration function.

Russ Darrow Group (J.D. Byrider division) Milwaukee, WI

October 1999 - June 2002

Controller

- Directed and monitored daily activities of 4 member accounting department and 5 member operations team in support of franchise operations organization producing over \$50 million in annual revenues.
- Prepared and distributed limited financial forecasts for 6 retail units and 1 finance unit.
- Implemented cost control procedures to enhance operational efficiency and increase bottom-line profitability.
- Designed and integrated fiscal policies and control to ensure security of assets.
- Served as key member of team responsible for the successful acquisition of 2 franchise locations, August 2001.
- Reduced month-end closing processes from 13 days to 5 days, thereby decreasing man-hours and related costs.

J.D. Byrider Systems, Inc.

Indianapolis, IN

February 1995 - September 1999

Operations Consultant (August 1997- September 1999)

- Developed and maintained interpersonal relationships with dealer personnel.
- Recommended strategic processes for improving business operations and increasing overall bottom-line profitability through operational and financial reviews to franchisees including setup of new franchise locations.

Senior Financial Analyst (February 1995 - July 1997)

- Managed and monitored the daily activities of 3 team members responsibility for development of financial projects, in support of new and existing franchises.
- Spearheaded, developed, integrated, and conducted centralized, formal accounting course - "J.D. Byrider University."

NBD Indiana (formerly National Bank of Detroit) Indianapolis, IN
Commercial Auditor
Pricewaterhouse Coopers Indianapolis, IN
Staff Auditor

June 1993 - January 1995

August 1990 – May 1993

EDUCATION, TRAINING, and RELATED QUALIFICATIONS

Bachelor of Science, Accountancy

Saint Augustine's College, Raleigh NC, 1990 - Recipient, National Accounting Scholarships

Executive Masters in Business Administration

University of Wisconsin-Milwaukee, Milwaukee, WI, 2009-Recipient, Sheldon B. Lubar Scholarship

Certified Public Accountant

United Way Leadership Training Series