

CHARLES P. BARNES

1060 Stratford Place, Bloomfield Hills, MI 48304
Office/Cell Phone 248-996-0061 ~ Fax 248-488-8711 c.patrickbarnes@yahoo.com

PROFESSIONAL SUMMARY

Senior Level Finance Executive with extensive finance, operational, and legal experience. Operational management with IT/Telecommunications supplier and a Tier One supplier of precision machined parts. Experience in other industries, including Data Expense Management, Manufacturing, Wholesale Distribution, Investment banking/brokerage and law. Proven ability to improve operations and impact business growth through a detailed understanding of productivity/efficiency improvements, quality systems, financial management, risk/legal management and internal controls. Strong qualifications in general management, business planning, IT and accounting systems, ERP implementation and staff development. Proven entrepreneurial track record. Professional attributes include: diversity of disciplines; sense of urgency; determination; strong work ethic; reliability; objectivity; optimism, and integrity.

DETAILED EMPLOYMENT HISTORY

AMI Strategies - Farmington Hills, Michigan

CFO/Director [Present employer]

Privately held IT Services firm specializing in expense management and a software-as-a-service (SaaS) product that manages telecom, utility and lease expenses, IT services and auditing.

Operational Duties and Achievements

- Direct staff on projects implementation, client interaction and coordination with development projects
- Initiated strategies to increase visibility of costs and implemented a time tracking system for developers and support staff.
- Instrumental in obtaining funding for the development of a proprietary software system, reducing acquisition costs and fees through competitive bidding.
- Directed the litigation defense on a harassment suit to a successful conclusion, reducing exposure to company.
- Improved financial reporting by developing a daily snapshot for senior management.
- Provided advice and leadership on the development of a strategic growth plan and participated in venture funding presentations.
- Developed Client Acquisition Campaign with virtual sales generators.

Financial Duties and Achievements

- Management of all treasury functions
- Direct and develop budget and financial planning with industry metrics
- Prepare forecasts and cash flow statements, monitoring on a daily basis through use of dashboards
- Prepare and review financial analysis for capital purchases, mergers and acquisitions
- Conduct detailed due diligence of potential purchase candidates
- Management of all financial operations of the company.
- Management of all legal issues of the company, including drafting and negotiating all contracts, Master Service Agreements, Scope of Services, lease agreements.

Paramount Precision Products - Oak Park, Michigan

Director of Finance and Administration, General Counsel [2001-2007]

Tier One, Tier Two and OEM supplier of precision machined components based in Oak Park, Michigan

Operational Duties and Achievements

- Developed and implemented purchasing criteria, crib management system and cost cutting measures for Purchasing Department.
- Created quotation and RFQ work product for consistent and comprehensive product pricing, reducing initial cost errors and maximizing initial price to customers.
- Researched and conducted all machine tool purchases and sales to maximize sale price and reduce acquisition cost. Achieved 10-20% cost advantage through strong relationships in machine tool community.
- Initiated and launched a full ERP system to provide greater financial reporting and management to manufacturing, operations and sales with the same number of staff in administration/accounting area.

- Developed and conducted an employee appraisal system and managed all HR functions, including all benefit programs.
- Authored and implemented a new employee handbook to promote team building policies and procedures.
- Successfully negotiated a cancellation claim with Ford Motor/Visteon on volume reduction, from initial denial to 1M benefit.
- Provided advice and leadership on each PPAP, the company QS9000 & TS16949 certifications.

Financial Duties and Achievements

- Management of all financial operations, including management of accounting, IT, administration and human resource team.
- Improved department and organizational effectiveness through the authorship and establishment of policies and procedures that outlined achievable objectives.
- Developed annual budgets and strategic growth plan, with Board and bank presentation responsibility.
- Determined cash flow priorities and cost-efficient use of bank line of credit to maximize the effectiveness of credit management policies and objectives.
- Negotiated and directed all insurance contracts including competitive quoting criteria that maximized coverage, minimized risk and reduced annual cost.

Symtec Manufacturing Technologies, Inc. – Oak Park, Michigan

Chief Financial Officer [1998-2001]

OEM supplier, contract machining-predecessor to Paramount

Financial and Operational Duties and Achievements:

- Principal partner in the purchase and turnaround of precision machining supplier, with financial responsibility to the Board and outside private investors.
- Established new financial reporting and control. Oversaw all finance and legal issues, including the management of the accounting department.
- Established business relationship with customer purchasing and finance departments to provide competitive advantage and strategic information during 108% sales growth period in first 3 years.
- Conducted financial and administrative leadership during 225% NOI growth in first three years.
- Analyzed and presented information, including cycle times, tooling and costs associated with manufacturing process, for quotation analysis and post manufacturing review.
- Lead executive on the purchase, negotiation and financing of new equipment with minimum investment and financing costs. Reduced LOC costs 2.5 basis points, during first 3 years and established new banking relationship from initial asset-lending institutions.
- Determined proper level of risk and handled all insurance related issues. Successfully negotiated a \$1M (Policy limit) business interruption claim in 2000 w/o need for litigation or a public adjuster.
- Championed installation of new time tracking system for direct labor including web-based time clock, payroll and surveillance system using three cost efficient vendors. Reduced direct labor analysis per job from 30 days to 24 hours.

Colliers International – Bingham Farms, Michigan

Business Broker [1996-2000]-

Broker of investment properties, closely-held businesses and commercial real estate on a global basis.

Transactional Duties and Responsibilities:

- Developed functional database for the sale of closely-held businesses.
- Increased revenue from sale of closely-held businesses by 250% from first year.
- Drafted and negotiated Letters of Intent, Purchase Agreements and all closing documents on behalf of clients and assisted purchasers in financing the transaction.
- Developed strong relationships in the banking community to assist sale of companies in workout or special asset departments.
- Handled multiple transactions in the sale of investment properties and conducted independent financial, legal and operational due diligence on behalf of purchasers.

Buesser, Black, Lynch, Fryhoff & Graham – Bloomfield Hills, Michigan

Associate Attorney [1994-1996]

Law firm specializing in corporate, insurance and general business, transactional and litigation for middle market companies, large insurance companies and closely-held Michigan based corporations.

- Successful litigation involving the subrogation of insurance claims on product negligence claims.
- Successful argument in Michigan Court of Appeals case on contractor negligence.
- Advised over 50 corporate clients on corporate formation, governance and transactional contract work.

Hydra-Flex, Inc. – Livonia, Michigan

Vice-President-Operations [1985-1994]

Entrepreneurial start-up of wholesale distribution company, supplying hydraulic and pneumatic components to the Big Three, OEM and machine tool industry.

- Managed all inside and outside sales efforts from 0 (1985) to 8M (1994) annually in revenue.
- Implemented and managed all aspects of the Inventory Management System, increasing inventory turns from 3 to 10.
- Assisted in the development and marketing of proprietary brands and patent of modified hydraulic clamping units.
- Oversaw all transactional legal requirements, assisted in litigation preparation and successful defense of patent challenges.
- Oversaw all leasing and property related issues.
- Developed close professional relationships with machine tool purchasing agents and buyers, including but not limited to PICO, Lamb Technicon, Comau, Rite-On Industries, etc.

EDUCATION

Master of Science Finance (candidate)

Walsh College-Troy, MI

Doctorate in Jurisprudence

Michigan State University College of Law

Bachelor of Science-Finance

Walsh College-Troy, MI

Associates Degree-Business

Oakland University, Rochester MI