CFO OF THE YEAR AWARDS

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Welcome to the San Fernando Valley Business Journal’s CFO Awards special supplement, in which we celebrate the efforts and achievements of the region’s leading financial stewards.

Every successful company in the Valley area owes a tremendous debt of gratitude to the Chief Financial Officers of their respective businesses, each of whom plays a key role, not only in the success of their companies, but in the success of the Valley financial community as a whole. So to all the great CFOs profiled in this volume we say thank you! This issue sheds some additional light on the honorees we celebrated at our CFO Awards luncheon on Wednesday, June 7th at the Garland in North Hollywood.

Seven honorees are announced in this section from a diverse selection of industries. Congratulations to each of you – together with your CEOs, your decisions affect all aspects of your respective businesses. You truly are among the finest that the Valley area has to offer.

We hope you enjoy this special section, which contains some insights on what exactly it means to be a CFO in today’s business climate, as well as profiles of each of our esteemed CFO honorees. And again, congratulations to all the great CFOs in the San Fernando Valley who tirelessly contribute to the bottom line of your businesses, and ultimately, our business community as a whole.

Best regards,

Charles Crumpley
Editor and Publisher
San Fernando Valley Business Journal

This Year’s Advisory Committee

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Editor & Publisher
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As a vital heartbeat in the entertainment capital of the world, it’s no wonder CSUN is a destination for future legends of the industry. Internationally recognized for its robust and diverse programs in business, management, and cinema and television arts, CSUN produces talent that thrives both on and off screen. Named by The Hollywood Reporter as one of the most powerful business managers in the industry, CSUN alumnus Fred Nigro and his accounting firm have represented larger-than-life entertainers such as Tom Cruise, David Letterman, Nicole Kidman, Steve McQueen, Demi Moore and Fleetwood Mac. With Hollywood in CSUN’s backyard and industry professionals serving in the classroom, students gain a leg up in the climb to the top — where they make stars rise and become stars themselves.

PARTNER, NIGRO KARLIN SEGAL FELDSTEIN & BOLNO

FRED NIGRO
B.S. (ACCOUNTING)

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CSUN
What exactly does it take to be a successful CFO? For starters, you can look to the example set by the honorees described in the pages of this special section.

It’s worth mentioning, too, that providing the financial stewardship for a business is so much more than dollars and cents. Business experts and CFOs themselves have repeatedly reported that a top priority for a good CFO must be to assume the role of business strategist. The majority of the best CFOs have endeavored to move from an accounting focus to a position of seeing the borders of the big picture—and beyond.

Leading CFOs have to understand all aspects of their business, from the sales goals to the marketing plan to the company’s position in the marketplace through to the strategic plan. They have to be familiar with distribution channels, public relations and all other functional silos. They have to understand the latest technology and be able to share their IT savvy with their colleagues.

In other words, to be a leading CFO, you can’t rely on just knowing the ABCs of accounting. You need vision. This year’s San Fernando Valley Business Journal CFO of the Year honorees have vision in spades.

**Large Public Company**

**MARSHALL D. SMITH**
Senior Executive Vice President and Chief Financial Officer
California Resources Corporation

Marshall D. Smith is Senior Executive Vice President and Chief Financial Officer of California Resources Corporation (CRC), the largest oil and natural gas producer in California on a gross-operating basis. He has over 35 years of progressive experience in a multitude of disciplines in the energy industry, including operations, strategic planning, corporate finance and business development.

With an impressive and unique back-ground as a petroleum engineer, business development professional, investment banker and oil and gas CFO, Smith is widely recognized for his vast knowledge of banking and finance in the U.S. energy industry. CRC has experienced first-hand his first-class leadership style, intelligence, strategic thinking, and passion to give back to the community through his philanthropic efforts.

As CFO, Smith has elevated the organization as a whole; and individual team members as a mentor. Through his business acumen and creativity, he has raised the bar for success within CRC, both in the energy industry and beyond.

**Emerging Public Company**

**MARK PARTIN**
Chief Financial Officer
BlackLine

Mark Partin joined BlackLine as CFO in 2015, bringing with him more than 20 years of finance and operations experience, including holding CFO positions at several public and privately held companies in the Internet and technology industries. During his career, Partin has managed two highly successful IPOs, completed many strategic M&A deals, raised capital in debt and equity markets, and managed multiple shareholder exits.

As CFO at BlackLine, Partin was hired to help ensure that BlackLine’s finance organization could enable the company to continue to drive growth, while leveraging greater internal efficiencies, all while preparing BlackLine for the company’s eventual IPO, which took place on October 28, 2016, approximately 20 months after Partin joined the company.

Throughout the rapid growth and IPO, Partin remained focused on driving the business and managing its fiscal success. For the full year 2016, total revenue grew 48% to $124 million with gross margins at a strong 51%.

**Large Private Company**

**BRAD WRIGHT**
Chief Financial Officer
Clay Lacy Aviation

Brad Wright has more than 30 years of financial and accounting management experience, with exceptional achievements in the distribution, service, manufacturing and Big Four public accounting industries. He began his career in public accounting at Price Waterhouse rising to the position of senior audit manager. A driven professional, Wright exemplifies the Clay Lacy commitment to excellence and plays a vital role in our rapid growth and continuing success.

During Wright’s six years with Clay Lacy Aviation, he has worked closely with company President and CEO Brian Kikutdorff to lead the company through dynamic growth, positioning an industry leader for even further success over the next decade. Over the past six years, Brad Wright has led several significant initiatives to prepare the legendary aviation company for its second half-century. In addition to arranging financing and lease terms for new developments, Wright has overseen the installation of an advanced data processing and invoice automation system that has increased efficiency by more than 35%.

As the state’s largest oil and natural gas producer, California Resources Corporation (CRC) safely provides ample, affordable and reliable energy for California by Californians. We are proud to work with many local Los Angeles organizations to help build vibrant communities.

Congratulations to 2017 CFO of the Year Mark Smith for exemplifying our company’s values of Character, Responsibility and Commitment.

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EMERGING PRIVATE COMPANY
BHARTI SATTAR
Chief Financial Officer
FuseFX

Bharti Sattar joined FuseFX as Chief Financial Officer in 2016, bringing more than 20 years of experience in senior financial roles across a variety of industries. Managing the Finance, Human Resources, Recruiting and Facilities teams at FuseFX, Sattar’s responsibilities include financial reporting, forecasting, risk management and business process optimization. Working closely with FuseFX’s executive team, she serves as a strategic and operational partner to the Chief Executive Officer, increasing Shareholder value as well as identifying key metrics and performance drivers based upon data analytics.

FuseFX had already been in growth mode but really propelled to the next stage of its business development when it hired Sattar. She not only has an extensive finance background, but an understanding of human resource functions -- specifically increasing responsibility in business operations, financial analysis, budgeting, capital development, risk assessment, and human resource management.

Donahue directs a wide range of campus departments that provide essential services to students, faculty, staff, and the external community. He oversees university fiscal operations, facility construction and maintenance, police services, parking, intercollegiate athletics, Valley Performing Arts Center (VPAC) human resource administration, and internal audit. He also serves as a member of the CSUN Foundation, the North Campus-University Park Development Corporation and several other campus boards and committees.

Donahue is a high-energy, visionary leader with a passion for meaningful change.

GOVERNMENT/PUBLIC SECTOR
COLIN DONAHUE
Vice President for Administration and Finance and Chief Financial Officer
California State University, Northridge

Colin Donahue, Vice President of Administration and Finance and Chief Financial Officer at California State University, Northridge (CSUN) is a strategic university administrator with outstanding leadership skills and over twenty-five years of progressively increasing responsibility in business operations, financial analysis, budgeting, capital development, risk assessment, and human resource management.

Donahue directs a wide range of campus departments that provide essential services to students, faculty, staff, and the external community. He oversees university fiscal operations, facility construction and maintenance, police services, parking, intercollegiate athletics, Valley Performing Arts Center (VPAC) human resource administration, and internal audit. He also serves as a member of the CSUN Foundation, the North Campus-University Park Development Corporation and several other campus boards and committees.

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NONPROFIT ORGANIZATION
GREG P. SANTILLI
Chief Financial Officer
New Horizons, Serving Individuals with Special Needs

Greg P. Santilli, CPA joined New Horizons in August 2014 and has made a dramatic impact since then. He is responsible for overseeing New Horizons’ Accounting, IT, Facilities, and Risk Management functions. Santilli was an important player in the CFO position at New Horizons, it was important to Santilli that he work for a nonprofit that truly makes a difference. Today he is not only inspired and impressed by the work that New Horizons does, he is also dynamically involved in it.

Santilli is actively engaged in advancing New Horizons’ important mission of supporting over 1,600 individuals with intellectual and developmental disabilities when and wherever possible. This includes his constant efforts to maximize Agency funding and expend New Horizons’ resources efficiently and effectively to enhance the benefits provided to the important clients served. He has experience in supervising financial accounting for both nonprofit and for profit organizations, with an impressive background in the areas of financial accounting, internal audit, and financial planning.

RISING STAR
GALIA Seger
Corporate Controller
Montage Insurance Solutions

Galia Seger, who has worked in accounting and payroll over twenty-five years, has brought not only a wealth of knowledge to Montage Insurance Solutions, but she has moved quickly in the last five years from Accounting Assistant to taking over the accounting department, as the Accounting Manager and now is the firm’s Corporate Controller.

Seger has been with Montage as the firm doubled its business. She manages all accounting, commissions, reporting, IRS filings, key indicators, cash flow reports, P&L and balance sheets. The department inputs over 20,000 monthly commissions amounts from benefit carriers for medical, dental, vision, life, disability, worksite and property and casualty. Seger has managed all aspects of the accounting department and payroll.

Seger’s colleagues at Montage report that she has been a loyal and dedicated accountant managing all aspects of the firm’s accounting, which can be complicated. She has quickly scaled the financial ranks at Montage to her role as Controller with grace and humility.
Congratulations to all the CFO nominees!

Congratulations to our clients:

Bharti Sattar, CFO, FuseFX on her win,
Richard Lie, CFO, L.A. Federal Credit Union on his nomination and
Galia Seger, Corporate Controller, Montage Insurance Solutions

Congratulations to all the CFO nominees!
EVENT SCENE

1. Group photo of award recipients.
2. Award presenter at podium.
3. Individual portrait of award recipient.
4. Two individuals in conversation.
5. Award presenter.
6. Individual portrait of award recipient.
7. Venue interior with attendees.
EVENT SCENE

1. John Doe, Angie Bradford, Richard Lee, Anne Marie Murray, Sandra Rollerson and Tamar Andolyan; (2) Bharti Sattar at the lectern upon receiving her award; (3) Phil Bruno of Century Group was a presenter; (4) Ray Madden and Ryan Merritt; (5) Mark Partin of BlackLine; (6) Brad Wright of Clay Lacy Aviation speaks after getting his award; (7) Gail Seger stands after being announced as a winner; (8) Donnie Simpson of Mentine Insurance Solutions was a presenter; (9) The first presenting sponsor was Miklos Ringbauer, owner of MiklosCPA, representing CalCPA; (10) Colin Donahue of CSUN with Publisher Charles Crumpley in background; (11) Marshall Smith of California Resources Corp. speaks after getting his award; (12) Greg Santilli of New Horizons; (13) Presenter Jill Smith of CSUN names an award winner; (14) The crowd filled the main ballroom at the Garland hotel in North Hollywood.
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CFO OF THE YEAR
AWARDS

FINALISTS

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Lori Trans Inc.

Ken Gaynor
Calex Engineering Company

Raja B. Marhaba
Martec Construction, Inc.

Marshall D. Smith
California Resources Corporation

Greg Andrews
National Tile & Stone Authority

Seth Halio
Golden Hippo Media

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Danny Stein
Cinema Secrets

Jayme Brooks
Capstone Turbine

Mark Herzer
Stumbaugh & Associates, Inc

Gary Palataas
Music Express

Burcak Sungur
DEX

Albert Chavez
KCET

Rachel Howitt
NAI Capital

Anya Phura
Access Networks

Kanner Tillman
Sherman Oaks & Encino Hospital

Robert J. Dennen
Volley Economic Development Center

Caryn Karpel
Zerocostsolar.com

Bharti Sattar
FuseFX

Blima Tuller
LBI Media, Inc.

Greg Elowe
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